



Monthly Retail Sales Report (August 2023)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	- 1	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	- 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Aug-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	6.8	3.2	2.0	3.9	4.3	-0.9								2.5	3.0					
	Same store basis	6.8	3.0	1.9	3.3	3.6	-1.3								2.1	2.7					
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-2.5	-0.6	-6.3	-2.3	-0.4	-2.0								-2.3	-3.0					
	Same store basis	-2.5	-0.8	-6.4	-2.8	-0.9	-2.3								-2.6	-3.3					
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	9.4	3.8	8.8	6.2	4.5	1.0								4.8	6.1					

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Aug-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	36.5	-2.4	0.9	8.0	12.6	-18.7								-1.0	1.0					
	Car Electronics	-16.9	-4.4	-7.6	-8.4	-3.5	-2.1								-5.1	-6.6					
	Oil	8.8	15.1	10.9	8.6	11.1	9.5								11.0	11.5					
	Batteries	11.9	6.8	4.8	6.3	9.5	8.1								7.3	6.0					
	Accessories	-10.8	2.8	-2.9	0.8	4.1	3.8								1.9	0.3					
Services		5.6	4.3	3.8	3.3	5.0	-0.3								3.3	3.8					
	Safety Inspection & Maintenance	1.5	13.8	12.8	7.2	6.3	7.4								9.2	11.1					
Car Purchase and Sales		20.7	15.1	15.4	8.1	-3.0	12.8								9.0	12.8					

Number of Stores (Domestic)	AUTOBACS					+2/-1									497	0					
	Super AUTOBACS														74	0					
	AUTOBACS Secohan Ichiba														4	0					
	AUTOBACS Express														11	0					
	AUTOBACS CARS														3	0					
	TOTAL		0	0	0	1	0								589	0					

Number of Stores 《Overseas》	+3/-1	1	1	3	+2/-1										86	4					
------------------------------------	-------	---	---	---	-------	--	--	--	--	--	--	--	--	--	----	---	--	--	--	--	--

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In August 2023, same-store and total-store sales decreased by 1.3% and 0.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of Tires decreased in reaction to the rush demand before the tire price increase in LY. 2) Car accessories and interiors performed well due to the recovery of car production. 3) Car Purchase & Sales increased by double digit due to strong retail sales and business sales. 4) Number of weekends and national holidays, ± 0 from LY.

The data are preliminary for a quick release and are subject to revision.

*** Includes total store sales of AUTOBACS (includes Smart+1, AUTOBACS GARAGE), Super AUTOBACS(includes A PIT AUTOBACS), AUTOBACS Secohan Ichiba, and AUTOBACS CARS.