



Monthly Retail Sales Report (September 2023)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	- 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Sep-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	2.8	3.2	2.0	3.9	4.3	-0.9	4.9							2.9	3.0	2.8			2.9	
	Same store basis	3.1	3.0	1.9	3.3	3.6	-1.3	4.5							2.5	2.7	2.3			2.5	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-5.4	-0.6	-6.3	-2.3	-0.4	-2.0	0.0							-1.9	-3.0	-0.8			-1.9	
	Same store basis	-5.4	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3							-2.3	-3.3	-1.2			-2.3	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	9.0	3.8	8.8	6.2	4.5	1.0	4.8							4.8	6.1	3.5			4.8	

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Sep-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	7.4	-2.4	0.9	8.0	12.6	-18.7	-1.9							-1.1	1.0	-3.5			-1.1	
	Car Electronics	-13.3	-4.4	-7.6	-8.4	-3.5	-2.1	3.5							-3.8	-6.6	-0.9			-3.8	
	Oil	6.2	15.1	10.9	8.6	11.1	9.5	12.7							11.3	11.5	11.1			11.3	
	Batteries	6.8	6.8	4.8	6.3	9.5	8.1	14.0							8.5	6.0	10.4			8.5	
	Accessories	-11.0	2.8	-2.9	0.8	4.1	3.8	6.5							2.5	0.3	4.7			2.5	
Services	3.6	4.3	3.8	3.3	5.0	-0.3	3.3							3.3	3.8	2.8			3.3		
	Safety Inspection & Maintenance	5.5	13.8	12.8	7.2	6.3	7.4	5.3							8.5	11.1	6.3			8.5	
Car Purchase and Sales	25.5	15.1	15.4	8.1	-3.0	12.8	12.3								9.6	12.8	6.9			9.6	

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

Number of Stores 《Overseas》	+3/-1	1	1	3	+2/-1	5									91	4	9			13	
------------------------------------	-------	---	---	---	-------	---	--	--	--	--	--	--	--	--	-----------	---	---	--	--	----	--

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

In September 2023, same-store and total-store sales increased by 4.5% and 4.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of Oil and Batteries exceeded the LY by double digits due to maintenance demand for existing cars. 2) Car Electronics were trending toward recovery due to the recovery of car production. 3) Car Purchase & Sales increased due to the double-digit increase in retail 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.