



# Monthly Retail Sales Report (November 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	- 2	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Nov-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	
<b>TOTAL SALES</b>	Total store basis	4.4	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7					2.7	3.0	2.8			2.9	
	Same store basis	4.0	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8					2.4	2.7	2.3			2.5	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-7.0	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9	2.6					-1.7	-3.0	-0.8			-1.9	
	Same store basis	-7.3	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7					-2.0	-3.3	-1.2			-2.3	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	12.1	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0					4.4	6.1	3.5			4.8	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Nov-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																					
<b>Automotive Goods</b>	Tires	1.3	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6					1.0	1.0	-3.5			-1.1	
	Car Electronics	-2.5	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1					-4.6	-6.6	-0.9			-3.8	
	Oil	3.8	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7					10.2	11.5	11.1			11.3	
	Batteries	-4.0	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6					9.4	6.0	10.4			8.5	
	Accessories	-6.3	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3					1.8	0.3	4.7			2.5	
<b>Services</b>	5.0	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5					3.1	3.8	2.8			3.3		
	Safety Inspection & Maintenance	8.3	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8					6.7	11.1	6.3			8.5	
<b>Car Purchase and Sales</b>	37.0	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6					6.9	12.8	6.9			9.6		

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

<b>Number of Stores 《Overseas》</b>	+3/-1	1	1	3	+2/-1	5	+2/-2	2						93	4	9			13	
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In November 2023, same-store and total-store sales increased by 4.8% and 4.7% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Demand for winter items such as snow tires and tire chains increased on the back of temperature decrease in mid-November, and domestic sales exceeded the previous year. 2) Car Purchase & Sales decreased in sales in reaction to double-digit growth in the previous year. 3) 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.