



Monthly Retail Sales Report (December 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	Dec-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	4.5	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7	-10.1				0.5	3.0	2.8	-2.9		2.9	
	Same store basis	4.2	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8	-10.1				0.3	2.7	2.3	-2.9		2.5	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-3.3	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9	2.6	-5.1				-2.2	-3.0	-0.8	-2.6		-1.9	
	Same store basis	-3.6	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7	-5.1				-2.4	-3.3	-1.2	-2.7		-2.3	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	8.0	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0	-5.3				2.7	6.1	3.5	-0.3		4.8	

(Groupwide Sales results (Domestic))

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Dec-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	4.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6	-17.7				-3.4	1.0	-3.5	-5.6		-1.1	
	Car Electronics	-14.1	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1	-0.7				-4.2	-6.6	-0.9	-5.0		-3.8	
	Oil	4.1	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7	12.0				10.4	11.5	11.1	8.7		11.3	
	Batteries	7.8	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6	1.1				7.9	6.0	10.4	7.1		8.5	
	Accessories	-8.8	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3	-1.6				1.4	0.3	4.7	-0.9		2.5	
Services		5.6	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5	-1.6				2.4	3.8	2.8	0.9		3.3	
	Safety Inspection & Maintenance	7.6	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8	4.9				6.5	11.1	6.3	2.4		8.5	
Car Purchase and Sales		32.1	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6	-8.1				5.0	12.8	6.9	-3.1		9.6	

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

Number of Stores (Overseas)	+3/-1	1	1	3	+2/-1	5	+2/-2	2	4					97	4	9	6		13	
------------------------------------	-------	---	---	---	-------	---	-------	---	---	--	--	--	--	-----------	---	---	---	--	----	--

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

In December 2023, both same-store and total-store sales decreased by 10.1% from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of winter items such as snow tires decreased due to the warm winter weather. 2) Oil exceeded the previous year by double digits on the back of maintenance demand for existing cars due to the travel to the hometown during year-end holidays. 3) Car Purchase & Sales decreased in sales in reaction to double-digit growth in the previous year. 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.