



# Monthly Retail Sales Report (January 2024)

## 《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	Jan-23	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	3.4	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7	-10.1	-7.6			-0.3	3.0	2.8	-2.9		2.9	
	Same store basis	3.0	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8	-10.1	-7.6			-0.5	2.7	2.3	-2.9		2.5	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-4.4	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9	2.6	-5.1	-7.1			-2.7	-3.0	-0.8	-2.6		-1.9	
	Same store basis	-4.7	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7	-5.1	-7.0			-2.9	-3.3	-1.2	-2.7		-2.3	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	8.0	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0	-5.3	-0.7			2.4	6.1	3.5	-0.3		4.8	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jan-23	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	1.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6	-17.7	-13.4			-4.2	1.0	-3.5	-5.6		-1.1	
	Car Electronics	-15.0	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1	-0.7	-6.0			-4.3	-6.6	-0.9	-5.0		-3.8	
	Oil	5.3	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7	12.0	6.0			10.0	11.5	11.1	8.7		11.3	
	Batteries	-0.3	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6	1.1	2.1			7.2	6.0	10.4	7.1		8.5	
	Accessories	-10.4	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3	-1.6	-4.5			0.9	0.3	4.7	-0.9		2.5	
<b>Services</b>		3.4	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5	-1.6	0.6			2.2	3.8	2.8	0.9		3.3	
	Safety Inspection & Maintenance	7.2	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8	4.9	3.8			6.2	11.1	6.3	2.4		8.5	
<b>Car Purchase and Sales</b>		31.3	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6	-8.1	-8.0			3.8	12.8	6.9	-3.1		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		0	
	AUTOBACS Secohan Ichiba														4	0	0	0		0	
	AUTOBACS Express														11	0	0	0		0	
	AUTOBACS CARS														3	0	0	0		0	
	<b>TOTAL</b>		0	0	0	1	0	0	0	0	0	0	0		589	0	1	0		1	

<b>Number of Stores 《Overseas》</b>	+3/-1	1	1	3	+2/-1	5	+2/-2	2	4	7				104	4	9	6		13	
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In January 2024, both same-store and total-store sales decreased by 7.6% 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) Sales of Services exceeded the previous year due to the solid performance in Safety Inspection & Maintenance, despite the tire replacement fee decreased. 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.