



Monthly Retail Sales Report (February 2024)

7-Mar-24
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PR and IR Department
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《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		Feb-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	
TOTAL SALES	Total store basis	0.6	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7	-10.1	-7.6	7.7		0.3	3.0	2.8	-2.9		2.9		
	Same store basis	0.3	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8	-10.1	-7.6	7.8		0.1	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	-7.1	-0.5		-2.5	-3.0	-0.8	-2.6		-1.9		
	Same store basis	-3.5	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7	-5.1	-7.0	-0.4		-2.7	-3.3	-1.2	-2.7		-2.3		
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	3.9	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0	-5.3	-0.7	8.1		2.8	6.1	3.5	-0.3		4.8		

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		YoY growth rate in same store basis	Feb-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
Automotive Goods	Tires	-6.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6	-17.7	-13.4	18.7			-3.2	1.0	-3.5	-5.6		-1.1	
	Car Electronics	-12.0	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1	-0.7	-6.0	-2.4			-4.2	-6.6	-0.9	-5.0		-3.8	
	Oil	14.3	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7	12.0	6.0	6.7			9.7	11.5	11.1	8.7		11.3	
	Batteries	-8.6	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6	1.1	2.1	9.2			7.3	6.0	10.4	7.1		8.5	
	Accessories	-1.2	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3	-1.6	-4.5	-2.3			0.7	0.3	4.7	-0.9		2.5	
Services		5.9	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5	-1.6	0.6	5.2			2.5	3.8	2.8	0.9		3.3	
	Safety Inspection & Maintenance	8.9	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8	4.9	3.8	4.6			6.0	11.1	6.3	2.4		8.5	
Car Purchase and Sales		25.5	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6	-8.1	-8.0	12.9			4.7	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	0	0			589	0	1	0		1	

Number of Stores 《Overseas》			+3/-1	1	1	3	+2/-1	5	+2/-2	2	4	7	+3/-2		105	4	9	6		13	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In February 2024, same-store and total-store sales increased by 7.8% and 7.7% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of winter items such as snow tires and snow chains increased due to snowfall in Kanto area. 2) In Car Purchase & Sales, business sales increased by double-digit. 4) Number of weekends and national holidays, +1 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.