



# Monthly Retail Sales Report (May 2020)

## <Groupwise Sales results (Domestic) >

# of weekends and holidays	YoY change (day)	+2	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	±0	-2	±0	-1	-3	-2	-4
YoY growth rate	May-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total for FY 2021	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	4.4	-18.7	-10.0										-14.7							
	Same store basis	5.2	-18.9	-10.2										-14.9							
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	3.0	-11.7	0.6										-5.9							
	Same store basis	3.7	-11.9	0.4										-6.1							
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	1.3	-8.0	-10.5										-9.4							

## <Groupwise Sales results (Domestic) >

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		May-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	8.1	-25.6	-11.0											-19.5						
	Car Electronics	2.3	-29.1	-27.0											-28.1						
	Oil	0.6	-14.7	-6.8											-10.9						
	Batteries	-0.8	3.6	14.2											8.7						
	Accessories	4.4	-15.3	0.8											-7.9						
Services		7.4	-14.9	-8.7											-12.0						
	Safety Inspection & Maintenance	8.6	-9.9	-3.9											-6.9						
Car Purchase and Sales		6.0	-22.8	-34.8											-28.5						

Number of Stores (Domestic)	AUTOBACS														490						
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														7						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0											585						

Number of Stores (Overseas)		0	-2												43						
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2020, same-store and total-store sales decreased by 10.2% and 10.0% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Though stores continued to limit operations to maintenance services to prevent the spreading of COVID-19 coronavirus infection, the number of customers has been recovering with the ending of national declaration of emergency. Sales of merchandise related to car washing and car maintenance were on a recovery trend but the high-priced merchandise such as car electronics devices have been sluggish, which resulted to lower average purchase price per customer for the month.2) An extra Holiday compared to 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.

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

In April 2020, same-store and total-store sales decreased by 18.9% and 18.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Store operations limited to maintenance services in order to prevent the spreading of COVID-19 coronavirus infection, following the government's declaration of emergency announcement. As people stayed at home and avoided going out, number of customers and overall sales decreased and all merchandise categories except Batteries and Car Repair Parts saw sales revenue drop from LY. 2) One less Holiday compared to LY. 3) Continued decline in sales of tires, both in volume and revenue, due to less demand of tire switchbacks (snow tires into normal tires) affected by warm winter weather conditions.