



# Monthly Retail Sales Report (June 2020)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+1	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-2	-2	±0	-1	-3	-2	-4
YoY growth rate	Jun-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	
<b>TOTAL SALES</b>	Total store basis	4.3	-18.7	-10.0	-1.0										-10.5	-10.5					
	Same store basis	4.7	-18.9	-10.2	-1.0										-10.6	-10.6					
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	0.1	-11.7	0.6	-0.2										-4.2	-4.2					
	Same store basis	0.5	-11.9	0.4	-0.2										-4.3	-4.3					
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	4.1	-8.0	-10.5	-0.9										-6.7	-6.7					

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jun-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		Jun-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
<b>Automotive Goods</b>	Tires	5.9	-25.6	-11.0	8.3										-12.3	-12.3					
	Car Electronics	13.0	-29.1	-27.0	-13.9										-23.4	-23.4					
	Oil	1.6	-14.7	-6.8	0.0										-7.4	-7.4					
	Batteries	7.7	3.6	14.2	16.0										11.0	11.0					
	Accessories	5.5	-15.3	0.8	-0.9										-5.6	-5.6					
<b>Services</b>		7.2	-14.9	-8.7	1.7										-7.7	-7.7					
	Safety Inspection & Maintenance	10.0	-9.9	-3.9	0.3										-4.3	-4.3					
<b>Car Purchase and Sales</b>		-4.5	-22.8	-34.8	-15.6										-24.2	-24.2					

<b>Number of Stores (Domestic)</b>	AUTOBACS		1	-1											489	-1					
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba				-1										6	-1					
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	<b>TOTAL</b>		0	1	-2										583	-2					

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

In June 2020, both same-store sales and total-store sales decreased by 1.0% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Same as LY's number of purchasing customers. 2) Recovering overall sales almost reaching LY's level according to the improving demand of tires, car washing items and maintenance goods. 3) One less Saturday and Sunday, respectively 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.