



Monthly Retail Sales Report (August 2020)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+2	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-1	-2	±0	-1	-3	-2	-4
YoY growth rate	Aug-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	11.1	-18.7	-10.0	-1.0	0.6	0.5							-5.8	-10.5						
	Same store basis	10.7	-18.9	-10.2	-1.0	0.8	0.7							-5.8	-10.6						
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	3.5	-11.7	0.6	-0.2	6.5	4.3							-0.3	-4.2						
	Same store basis	3.3	-11.9	0.4	-0.2	6.8	4.5							-0.3	-4.3						
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	7.1	-8.0	-10.5	-0.9	-5.7	-3.7							-5.6	-6.7						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Aug-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	15.9	-25.6	-11.0	8.3	-8.9	-12.3								-11.5	-12.3					
	Car Electronics	31.8	-29.1	-27.0	-13.9	7.4	-4.1								-12.0	-23.4					
	Oil	1.1	-14.7	-6.8	0.0	0.4	-0.3								-4.3	-7.4					
	Batteries	1.6	3.6	14.2	16.0	6.7	0.6								7.3	11.0					
	Accessories	6.9	-15.3	0.8	-0.9	9.3	10.0								0.9	-5.6					
Services		10.6	-14.9	-8.7	1.7	3.7	2.6								-3.3	-7.7					
	Safety Inspection & Maintenance	6.3	-9.9	-3.9	0.3	-0.5	2.2								-2.2	-4.3					
Car Purchase and Sales		0.0	-22.8	-34.8	-15.6	-17.7	1.8								-17.5	-24.2					

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

Number of Stores (Overseas)	0	-2	0	0	1										44	-2					
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In August 2020, same-store and total-store sales increased by 0.7% and 0.5% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY increase in number of purchasing customers, both in same-store and total-store basis, due to increased use of cars. 2) Steady sales of cleaning and sanitizing/disinfecting goods and car wash/maintenance items as well as emergency supplies such as auto escape hammers. 3) No change in number of Saturdays, Sundays and national holidays, 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.