



Monthly Retail Sales Report (September 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	Sep-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	41.7	-18.7	-10.0	-1.0	0.6	0.5	-26.9						-10.1	-10.5	-9.8				-10.1	
	Same store basis	41.4	-18.9	-10.2	-1.0	0.8	0.7	-26.8						-10.1	-10.6	-9.6				-10.1	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	11.1	-11.7	0.6	-0.2	6.5	4.3	-11.0						-2.1	-4.2	0.0				-2.1	
	Same store basis	10.6	-11.9	0.4	-0.2	6.8	4.5	-10.8						-2.0	-4.3	0.2				-2.0	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	27.7	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9						-8.3	-6.7	-9.9				-8.3	

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Sep-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	98.1	-25.6	-11.0	8.3	-8.9	-12.3	-51.2							-20.9	-12.3	-27.8				-20.9
	Car Electronics	69.6	-29.1	-27.0	-13.9	7.4	-4.1	-36.0							-17.6	-23.4	-13.3				-17.6
	Oil	9.5	-14.7	-6.8	0.0	0.4	-0.3	-7.1							-4.8	-7.4	-2.3				-4.8
	Batteries	10.3	3.6	14.2	16.0	6.7	0.6	-1.3							5.6	11.0	1.7				5.6
	Accessories	10.6	-15.3	0.8	-0.9	9.3	10.0	-7.3							-0.4	-5.6	4.4				-0.4
Services		28.2	-14.9	-8.7	1.7	3.7	2.6	-18.1							-6.0	-7.7	-4.4				-6.0
	Safety Inspection & Maintenance	6.1	-9.9	-3.9	0.3	-0.5	2.2	-4.0							-2.5	-4.3	-0.9				-2.5
Car Purchase and Sales		33.3	-22.8	-34.8	-15.6	-17.7	1.8	-23.0							-18.8	-24.2	-14.7				-18.8

Number of Stores (Domestic)	AUTOBACS				-1			-1							488	-1	-1				-2
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba				-1										6	-1					-1
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0	-2	0	0	-1							582	-2	-1				

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

In September 2020, same-store and total-store sales decreased by 26.8% and 26.9% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY decrease in number of customers and sales. 2) Tough year-on-year comparisons because of the last minute demand before the consumption tax rate hike and tire price increases that both occurred in last October. 3) One less Sunday 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.