



# Monthly Retail Sales Report (October 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	-3	-2	±0	-1	-3	-2	-4
YoY growth rate	Oct-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	-15.8	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6					-6.2	-10.5	-9.8				-10.1	
	Same store basis	-16.2	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0					-6.1	-10.6	-9.6				-10.1	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-9.7	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6					-0.4	-4.2	0.0				-2.1	
	Same store basis	-9.9	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0					-0.3	-4.3	0.2				-2.0	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-7.0	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5					-5.9	-6.7	-9.9				-8.3	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Oct-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		Oct-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	-34.1	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0						-13.6	-12.3	-27.8				-20.9
	Car Electronics	0.7	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6						-14.8	-23.4	-13.3				-17.6
	Oil	-8.2	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0						-2.2	-7.4	-2.3				-4.8
	Batteries	-5.9	3.6	14.2	16.0	6.7	0.6	-1.3	20.5						7.9	11.0	1.7				5.6
	Accessories	-0.8	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3						0.7	-5.6	4.4				-0.4
<b>Services</b>		-13.1	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5						-2.8	-7.7	-4.4				-6.0
	Safety Inspection & Maintenance	-15.3	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1						0.6	-4.3	-0.9				-2.5
<b>Car Purchase and Sales</b>		-29.1	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5						-12.4	-24.2	-14.7				-18.8

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

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

In October 2020, same-store and total-store sales increased by 25.0% and 24.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Significant sales increase from LY when sales fell sharply after the consumption tax hike and tire price increase in last October. Sales were also positive compared to the year before last year. 2) One fewer number of "Saturdays, Sundays and public holidays" 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.