



# Monthly Retail Sales Report (November 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	Nov-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	-3.8	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6				-4.1	-10.5	-9.8				-10.1	
	Same store basis	-3.9	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7				-4.0	-10.6	-9.6				-10.1	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	0.2	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0				0.1	-4.2	0.0				-2.1	
	Same store basis	0.1	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2				0.2	-4.3	0.2				-2.0	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-4.1	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3				-4.2	-6.7	-9.9				-8.3	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Nov-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																					
<b>Automotive Goods</b>	Tires	-12.6	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8					-9.4	-12.3	-27.8				-20.9
	Car Electronics	3.0	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3					-11.6	-23.4	-13.3				-17.6
	Oil	1.2	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3					-1.5	-7.4	-2.3				-4.8
	Batteries	9.1	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2					6.6	11.0	1.7				5.6
	Accessories	1.4	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5					1.7	-5.6	4.4				-0.4
<b>Services</b>		0.0	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3					-1.5	-7.7	-4.4				-6.0
	Safety Inspection & Maintenance	-1.9	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1					1.1	-4.3	-0.9				-2.5
<b>Car Purchase and Sales</b>		-5.1	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3					-8.2	-24.2	-14.7				-18.8

<b>Number of Stores (Domestic)</b>	AUTOBACS				-1				-1						489	-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	0	-1	0	1				583	-2	-1				

<b>Number of Stores (Overseas)</b>	0	-2	0	0	1	0	0	1							45	-2	1				-1
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In November 2020, same-store and total-store sales increased by 8.7% and 8.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales increase from LY due to the continued strong sales of car wash items, repair supplies and in-car supplies reflecting the increasing opportunities of car use, as well as demand growth in dashboard cameras. Sales also exceeded the level of November 2018. 2) One additional 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.