



# Monthly Retail Sales Report (May 2021)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+1	±0	±0	±0	+1	-1	±0	+1	-1	±0	±0	±0	+1	±0	±0	±0	+1	±0	+1	
YoY growth rate	May-20	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total for FY 2022	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	-10.0	18.8	13.3										16.1							
	Same store basis	-10.2	18.8	13.3										16.1							
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	0.6	8.9	-1.0										3.9							
	Same store basis	0.4	8.9	-1.0										3.9							
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-10.5	9.0	14.3										11.7							

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		May-20	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	-11.0	20.8	6.1											14.0						
	Car Electronics	-27.0	31.6	27.7											29.8						
	Oil	-6.8	14.6	9.3											11.9						
	Batteries	14.2	-3.1	-4.2											-3.7						
	Accessories	0.8	13.6	3.3											8.3						
<b>Services</b>		-8.7	19.7	12.1											16.0						
	Safety Inspection & Maintenance	-3.9	16.4	11.6											13.9						
<b>Car Purchase and Sales</b>		-34.8	23.2	71.9											44.0						

<b>Number of Stores (Domestic)</b>	AUTOBACS														490						
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														6						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0											584						

<b>Number of Stores (Overseas)</b>	2	-1													46						
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2021, both same-store and total-store sales increased by 13.3% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Smaller impact on business compared to May LY when store operations were limited to mainly maintenance services under the declaration of state of emergency. 2) YoY sales increase in the Statutory Safety Inspection & Maintenance and Car Purchase & Sales category with the recovery in new car sales and increase in the number of cars subject to inspection compared to the sluggish result in the same period LY. 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.