



Monthly Retail Sales Report (June 2021)

《Groupwide Sales results (Domestic)》

| # of weekends and holidays | YoY change (day) | -2 | ±0 | ±0 | ±0 | +1 | -1 | ±0 | +1 | -1 | ±0 | ±0 | ±0 | +1 | ±0 | ±0 | ±0 | ±0 | +1 | ±0 | +1 |
|---|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------------------|-----|----|----|----|----|----|----|
| YoY growth rate | Jun-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 2021 | 1Q | 2Q | 3Q | 4Q | 1H | 2H | |
| TOTAL SALES | Total store basis | -1.0 | 18.8 | 13.3 | -3.6 | | | | | | | | | 9.4 | 9.4 | | | | | | |
| | Same store basis | -1.0 | 18.8 | 13.3 | -3.7 | | | | | | | | | 9.4 | 9.4 | | | | | | |
| TOTAL NUMBER OF PURCHASING CUSTOMERS | Total store basis | -0.2 | 8.9 | -1.0 | -5.1 | | | | | | | | | 1.0 | 1.0 | | | | | | |
| | Same store basis | -0.2 | 8.9 | -1.0 | -5.3 | | | | | | | | | 1.0 | 1.0 | | | | | | |
| AVERAGE PURCHASE PRICE PER CUSTOMER | Total store basis | -0.9 | 9.0 | 14.3 | 1.6 | | | | | | | | | 8.2 | 8.2 | | | | | | |

《Groupwide Sales results (Domestic)》

| SALES BREAKDOWN BY MERCHANDISE AND SERVICES | | Jun-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 | | Jun-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 |
| Automotive Goods | Tires | 8.3 | 20.8 | 6.1 | -14.6 | | | | | | | | | | 4.8 | 4.8 | | | | | |
| | Car Electronics | -13.9 | 31.6 | 27.7 | -12.5 | | | | | | | | | | 14.0 | 14.0 | | | | | |
| | Oil | 0.0 | 14.6 | 9.3 | -0.7 | | | | | | | | | | 7.5 | 7.5 | | | | | |
| | Batteries | 16.0 | -3.1 | -4.2 | -8.1 | | | | | | | | | | -5.1 | -5.1 | | | | | |
| | Accessories | -0.9 | 13.6 | 3.3 | -7.2 | | | | | | | | | | 3.0 | 3.0 | | | | | |
| Services | | 1.7 | 19.7 | 12.1 | -1.8 | | | | | | | | | | 9.9 | 9.9 | | | | | |
| | Safety Inspection & Maintenance | 0.3 | 16.4 | 11.6 | 3.2 | | | | | | | | | | 9.9 | 9.9 | | | | | |
| Car Purchase and Sales | | -15.6 | 23.2 | 71.9 | 28.7 | | | | | | | | | | 38.4 | 38.4 | | | | | |

| Number of Stores (Domestic) | Store Type | Jun-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 |
|-----------------------------|------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|----|-----|----|----|----|----|
| | | AUTOBACS | | | | 1 | | | | | | | | | | | 491 | 1 | | | |
| Super AUTOBACS | | | | | | | | | | | | | | | 74 | | | | | | |
| AUTOBACS Secohan Ichiba | | | | | | | | | | | | | | | 6 | | | | | | |
| AUTOBACS Express | | | | | | | | | | | | | | | 11 | | | | | | |
| AUTOBACS CARS | | | | | | | | | | | | | | | 3 | | | | | | |
| TOTAL | | | 0 | 0 | 1 | | | | | | | | | | 585 | 1 | | | | | |

| Number of Stores 《Overseas》 | Jun-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 | |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|----|----|----|----|----|----|--|
| | | 2 | 0 | 0 | | | | | | | | | | 47 | 2 | | | | | | |

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In June 2021, same-store and total-store sales decreased by 3.7% and 3.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Decline in sales of automotive goods, mainly tires compared to LY when car use had increased after the self-restraint period until May LY. 2) Increased sales in car purchase and sales business both in number and sales amount due to a recovery in sales to business customers and to a reaction to LY's decrease in the number of client meetings. 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.