



# Monthly Retail Sales Report (July 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	+1	±0	±0	±0	+1	±0	+1
YoY growth rate	Jul-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 March 2022	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	0.6	18.8	13.3	-3.6	-4.2								5.4	9.4						
	Same store basis	0.8	18.8	13.3	-3.7	-4.5								5.3	9.4						
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	6.5	8.9	-1.0	-5.1	-1.6								0.4	1.0						
	Same store basis	6.8	8.9	-1.0	-5.3	-1.9								0.3	1.0						
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-5.7	9.0	14.3	1.6	-2.7								5.0	8.2						

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jul-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 March 2022	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis		Jul-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 March 2022	1Q	2Q	3Q	4Q	1H	2H
<b>Automotive Goods</b>	Tires	-8.9	20.8	6.1	-14.6	-2.8									2.7	4.8					
	Car Electronics	7.4	31.6	27.7	-12.5	-27.4									-1.5	14.0					
	Oil	0.4	14.6	9.3	-0.7	3.4									6.4	7.5					
	Batteries	6.7	-3.1	-4.2	-8.1	3.6									-2.8	-5.1					
	Accessories	9.3	13.6	3.3	-7.2	-2.0									1.5	3.0					
<b>Services</b>		3.7	19.7	12.1	-1.8	-0.9									6.8	9.9					
	Safety Inspection & Maintenance	-0.5	16.4	11.6	3.2	5.7									8.7	9.9					
<b>Car Purchase and Sales</b>		-17.7	23.2	71.9	28.7	15.8									31.3	38.4					

Number of Stores (Domestic)	Store Type	Jul-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 March 2022	1Q	2Q	3Q	4Q	1H	2H
		AUTOBACS				1											491	1			
Super AUTOBACS															74						
AUTOBACS Secohan Ichiba															6						
AUTOBACS Express															11						
AUTOBACS CARS															3						
<b>TOTAL</b>		0	0	1	0										585	1					

Number of Stores 《Overseas》	Jul-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 March 2022	1Q	2Q	3Q	4Q	1H	2H
	2	0	0	1										48	2					

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

In July 2021, same-store and total-store sales decreased by 4.5% and 4.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Decline in sales of car electronics due to the reaction to the increased sales for dashboard cameras by strengthened penalties for dangerous driving and the boosted demand by special cash payments in LY. 2) Increased sales in car purchase and sales business both in number and sales amount due to the recovering number of client meetings and sales of new cars in contrary to the decline in LY. 3) An extra Saturday 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.