



Monthly Retail Sales Report (August 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	Aug-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	0.5	18.8	13.3	-3.6	-4.2	-12.0							1.6	9.4					
	Same store basis	0.7	18.8	13.3	-3.7	-4.5	-12.1							1.5	9.4					
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	4.3	8.9	-1.0	-5.1	-1.6	-13.2							-2.6	1.0					
	Same store basis	4.5	8.9	-1.0	-5.3	-1.9	-13.3							-2.7	1.0					
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-3.7	9.0	14.3	1.6	-2.7	1.3							4.2	8.2					

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Aug-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																					
Automotive Goods	Tires	-12.3	20.8	6.1	-14.6	-2.8	-8.5								0.4	4.8					
	Car Electronics	-4.1	31.6	27.7	-12.5	-27.4	-29.8								-8.1	14.0					
	Oil	-0.3	14.6	9.3	-0.7	3.4	-4.5								4.0	7.5					
	Batteries	0.6	-3.1	-4.2	-8.1	3.6	-4.2								-3.1	-5.1					
	Accessories	10.0	13.6	3.3	-7.2	-2.0	-18.6								-3.3	3.0					
Services		2.6	19.7	12.1	-1.8	-0.9	-7.3								3.8	9.9					
	Safety Inspection & Maintenance	2.2	16.4	11.6	3.2	5.7	2.7								7.5	9.9					
Car Purchase and Sales		1.8	23.2	71.9	28.7	15.8	-3.4								22.7	38.4					

Number of Stores (Domestic)	Store Type	Aug-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	0	0								585	1					

Number of Stores 《Overseas》	Aug-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	1	0									48	2					

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

In August 2021, same-store and total-store sales decreased by 12.1% and 12.0% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) The number of customers was affected by weak demand for returning home due to the expansion of areas declared under a state of emergency, as well as heavy rainfall and less sunshine hours nationwide. 2) Increase in the number of statutory safety inspections continued to progress positively due to the market trend of an increase in the number of statutory safety inspection from the previous fiscal year. 3) One less holiday 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.