



Monthly Retail Sales Report (January 2021)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-3	-2	±0	-1	-3	-2	-4
YoY growth rate	Jan-20	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	
TOTAL SALES	Total store basis	-6.9	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6	13.2	11.6		-0.4	-10.5	-9.8	14.3		-10.1		
	Same store basis	-6.9	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7	13.4	11.9		-0.3	-10.6	-9.6	14.5		-10.1		
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-6.9	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0	4.9	9.3		1.5	-4.2	0.0	6.1		-2.1		
	Same store basis	-6.9	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2	5.2	9.6		1.6	-4.3	0.2	6.4		-2.0		
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-0.1	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3	7.7	2.0		-1.9	-6.7	-9.9	7.5		-8.3		

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jan-20	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		Jan-20	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
Automotive Goods	Tires	-7.6	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8	21.4	19.6			-1.8	-12.3	-27.8	20.8		-20.9	
	Car Electronics	-9.6	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3	-4.9	-1.8			-10.0	-23.4	-13.3	5.0		-17.6	
	Oil	-0.2	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3	-1.6	0.9			-1.3	-7.4	-2.3	4.9		-4.8	
	Batteries	-9.0	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2	9.3	24.7			9.1	11.0	1.7	9.2		5.6	
	Accessories	-6.1	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5	2.0	11.5			2.5	-5.6	4.4	6.6		-0.4	
Services		-2.1	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3	5.8	6.1			0.1	-7.7	-4.4	10.2		-6.0	
	Safety Inspection & Maintenance	-3.2	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1	4.4	11.4			2.4	-4.3	-0.9	10.5		-2.5	
Car Purchase and Sales		-7.0	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3	24.6	6.6			-4.2	-24.2	-14.7	31.2		-18.8	

Number of Stores (Domestic)	AUTOBACS			-1			-1		1						489	-1	-1	1		-2	
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba			-1											6	-1				-1	
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0	-2	0	0	-1	0	1	0	0			583	-2	-1	1		-3	

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

In January 2021, same-store and total-store sales increased by 11.9% and 11.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Growing demand for winter items due to the arrival of cold wave in the beginning of January; Solid strong sales for car wash items, in-car supplies continuing from November and YoY sales increase for Statutory Safety Inspection & Maintenance. 2) 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.