



Monthly Retail Sales Report (March 2021)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-6	-2	±0	-1	-3	-2	-4
YoY growth rate	Mar-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	-10.9	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6	13.2	11.6	-1.1	5.4	0.0	-10.5	-9.8	14.3	5.4	-10.1	10.3
	Same store basis	-11.2	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7	13.4	11.9	-0.8	5.6	0.2	-10.6	-9.6	14.5	5.7	-10.1	10.6
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-5.8	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0	4.9	9.3	-0.8	-2.6	1.0	-4.2	0.0	6.1	1.8	-2.1	4.1
	Same store basis	-6.1	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2	5.2	9.6	-0.5	-2.3	1.1	-4.3	0.2	6.4	2.1	-2.0	4.4
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-5.4	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3	7.7	2.0	-0.4	8.0	-1.0	-6.7	-9.9	7.5	3.5	-8.3	5.9

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-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																					
Automotive Goods	Tires	-13.7	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8	21.4	19.6	-10.0	9.9	-1.3	-12.3	-27.8	20.8	8.5	-20.9	16.7
	Car Electronics	-17.2	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3	-4.9	-1.8	-1.4	-3.3	-8.9	-23.4	-13.3	5.0	-2.2	-17.6	1.5
	Oil	-3.9	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3	-1.6	0.9	-4.4	-0.5	-1.5	-7.4	-2.3	4.9	-1.3	-4.8	1.9
	Batteries	1.4	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2	9.3	24.7	-7.5	-1.1	6.9	11.0	1.7	9.2	6.5	5.6	8.0
	Accessories	-7.5	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5	2.0	11.5	2.4	-0.3	2.2	-5.6	4.4	6.6	4.2	-0.4	5.4
Services		-9.8	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3	5.8	6.1	2.2	11.5	1.2	-7.7	-4.4	10.2	7.0	-6.0	8.7
	Safety Inspection & Maintenance	-10.9	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1	4.4	11.4	5.9	13.7	3.8	-4.3	-0.9	10.5	10.4	-2.5	10.5
Car Purchase and Sales		-15.7	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3	24.6	6.6	3.2	11.4	-1.9	-24.2	-14.7	31.2	7.5	-18.8	18.0

Number of Stores (Domestic)	AUTOBACS			-1			-1		1				1	490	-1	-1	1	1	-2	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	0	1	584	-2	-1	1	1	-3

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

In March 2021, same-store and total-store sales increased by 5.6% and 5.4% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Increase in demand for tire replacement and increase in the number of vehicles subject to statutory safety inspection; 2) Number of Saturdays, Sundays and national holidays less by two days than 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.