



Monthly Retail Sales Report (April 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	Mar-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	-18.7	18.8											18.8							
	Same store basis	-18.9	18.8											18.8							
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-11.7	8.9											8.9							
	Same store basis	-11.9	8.9											8.9							
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-8.0	9.0											9.0							

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-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	-25.6	20.8												20.8						
	Car Electronics	-29.1	31.6												31.6						
	Oil	-14.7	14.6												14.6						
	Batteries	3.6	-3.1												-3.1						
	Accessories	-15.3	13.6												13.6						
Services		-14.9	19.7												19.7						
	Safety Inspection & Maintenance	-9.9	16.4												16.4						
Car Purchase and Sales		-22.8	23.2												23.2						

Number of Stores (Domestic)	AUTOBACS														490						
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														6						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL														584						

Number of Stores (Overseas)	2														47						
------------------------------------	---	--	--	--	--	--	--	--	--	--	--	--	--	--	----	--	--	--	--	--	--

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

In April 2021, both same-store and total-store sales increased by 18.8% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales increased due to increased demand of tire switchbacks (snow tires into normal tires) and number of cars subject to statutory inspection compared to LY. 2) Limited impact on business, resulting from the state of declaration of emergency 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.