



# Monthly Retail Sales Report (October 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	Oct-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	
<b>TOTAL SALES</b>	Total store basis	24.6	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7					<b>0.4</b>	9.4	-6.9			0.6		
	Same store basis	25.0	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9					<b>0.3</b>	9.4	-7.0			0.5		
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	11.6	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9					<b>-2.6</b>	1.0	-6.0			-2.5		
	Same store basis	12.0	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1					<b>-2.7</b>	1.0	-6.1			-2.6		
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	11.5	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2					<b>3.0</b>	8.2	-1.0			3.2		

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Oct-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																					
<b>Automotive Goods</b>	Tires	50.0	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1						<b>2.4</b>	4.8	-3.2			0.7	
	Car Electronics	8.6	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1						<b>-12.5</b>	14.0	-26.9			-10.8	
	Oil	15.0	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2						<b>2.8</b>	7.5	-0.2			3.5	
	Batteries	20.5	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7						<b>-2.3</b>	-5.1	-2.0			-3.4	
	Accessories	9.3	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5						<b>-4.8</b>	3.0	-10.2			-4.1	
<b>Services</b>		22.5	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2						<b>2.2</b>	9.9	-3.2			3.0	
	Safety Inspection & Maintenance	23.1	16.4	11.6	3.2	5.7	2.7	2.4	-3.5						<b>5.1</b>	9.9	3.6			6.6	
<b>Car Purchase and Sales</b>		46.5	23.2	71.9	28.7	15.8	-3.4	2.4	5.2						<b>16.1</b>	38.4	4.7			18.2	

Number of Stores (Domestic)	Store Type	Oct-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											<b>491</b>	1			
Super AUTOBACS															<b>74</b>						
AUTOBACS Secohan Ichiba															<b>6</b>						
AUTOBACS Express															<b>11</b>						
AUTOBACS CARS															<b>3</b>						
<b>TOTAL</b>			0	0	1	0	0	0	0						<b>585</b>	1	0			1	

Number of Stores (Overseas)	Oct-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	3	3						<b>54</b>	2	4			6	

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

In October 2021, same-store and total-store sales decreased by 0.9% and 0.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales of car electronics were sluggish due to several factors. Sales of tires were maintained at the same level as LY due to strengthened product lineups and sales promotions, as well as particularly strong sales of snow tires due to the drop in temperature since the middle of the month. 2) Decreased sales of statutory safety inspection and maintenance service, due to the number of vehicles subject to inspection entered a cycle of decline. 3) An extra Sunday 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.