



# Monthly Retail Sales Report (November 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		Nov-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	8.6	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7	-0.7					<b>0.2</b>	9.4	-6.9			0.6	
	Same store basis	8.7	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9	-1.1					<b>0.1</b>	9.4	-7.0			0.5	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	3.0	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9	-2.9					<b>-2.6</b>	1.0	-6.0			-2.5	
	Same store basis	3.2	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1	-3.3					<b>-2.8</b>	1.0	-6.1			-2.6	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	5.3	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2	2.2					<b>2.9</b>	8.2	-1.0			3.2	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Nov-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	7.8	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1	11.9					<b>4.6</b>	4.8	-3.2			0.7	
	Car Electronics	14.3	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1	-33.4					<b>-15.5</b>	14.0	-26.9			-10.8	
	Oil	3.3	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2	0.4					<b>2.5</b>	7.5	-0.2			3.5	
	Batteries	0.2	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7	6.7					<b>-1.0</b>	-5.1	-2.0			-3.4	
	Accessories	9.5	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5	-13.5					<b>-5.8</b>	3.0	-10.2			-4.1	
<b>Services</b>	6.3	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2	1.0					<b>2.1</b>	9.9	-3.2			3.0		
	Safety Inspection & Maintenance	5.1	16.4	11.6	3.2	5.7	2.7	2.4	-3.5	-0.8					<b>4.3</b>	9.9	3.6			6.6	
<b>Car Purchase and Sales</b>		25.3	23.2	71.9	28.7	15.8	-3.4	2.4	5.2	-3.3					<b>13.2</b>	38.4	4.7			18.2	

<b>Number of Stores (Domestic)</b>	AUTOBACS			1						1					<b>492</b>	1				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	0	1				<b>586</b>	1	0			1	

<b>Number of Stores (Overseas)</b>	2	0	0	1	0	3	3	1							<b>55</b>	2	4			6	
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In November 2021, same-store and total-store sales decreased by 1.1% and 0.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sluggish sales of Car Electronics due to shortage of semiconductor supplies, etc. 2) Strong sales of snow tires and also of batteries for hybrid vehicles and idle reduction vehicles according to the drop in temperature since the middle of the month. 3) One less 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.