



# Monthly Retail Sales Report (May 2025)

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	- 1	±0	+ 1	- 1	±0	+ 1	- 1	±0	+ 2	±0	±0	±0	- 1	+ 1	±0	±0	+ 2	- 1	±0	+ 1
YoY growth rate	May-24	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	1.8	4.9	9.1										6.8							
	Same store basis	1.6	3.9	7.7										5.7							
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-0.4	-1.2	-0.1										-0.7							
	Same store basis	-0.8	-2.0	-1.0										-1.6							
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	2.4	6.0	8.8										7.3							

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		YoY growth rate in same store basis	May-24	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
<b>Automotive Goods</b>	Tires	-0.7	3.6	19.9												10.4						
	Car Electronics	-10.9	-4.6	0.1												-2.4						
	Oil	0.8	6.4	5.7												6.0						
	Batteries	2.8	11.6	6.7												9.1						
	Accessories	-1.5	-0.9	-0.3												-0.6						
<b>Services</b>		3.8	8.6	10.5												9.5						
	Safety Inspection & Maintenance	1.9	17.2	11.6												14.3						
<b>Car Purchase and Sales</b>		12.8	2.2	3.6												2.9						

<b>Number of Stores (Domestic)</b>	AUTOBACS	1														510						
	AUTOBACS GARAGE															1						
	Super AUTOBACS															71						
	A PIT AUTOBACS															2						
	AUTOBACS Secohan Ichiba (*1)			-1												17(14)						
	Smart+1 (*2)															14(11)						
	AUTOBACS Express															11						
	AUTOBACS CARS (*1)		12	1												407(404)						
	<b>TOTAL</b>		13	0												1,033						

<b>Number of Stores (Overseas)</b>																148						
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2025, same-store and total-store sales increased by 7.7% and 9.1% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires increased in both value and volume due to a surge in demand ahead of the price increase. 2) Services and maintenance items remained solid, backed by an increase in the number of vehicles subject to safety inspection. 3) Number of weekends and national holidays, +1 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.

\*1: The number in parentheses is the number of attached stores. \*2: Number in parentheses is the number of in-shops.