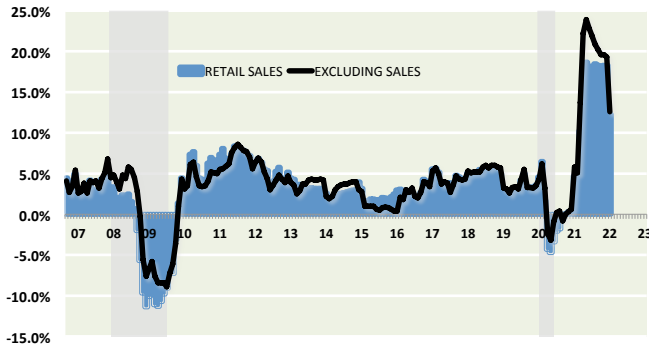




RETAIL SALES

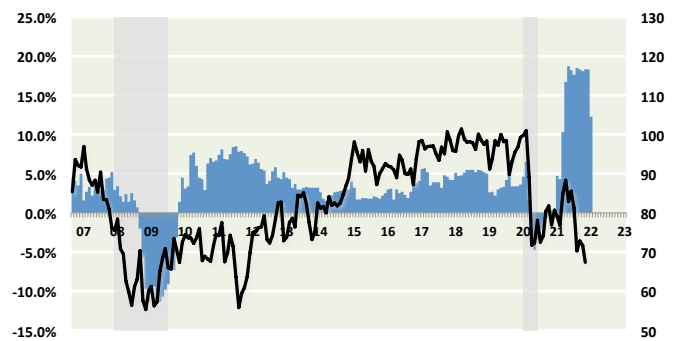
TOTAL RETAIL SALES

ANNUAL CHANGE IN TOTAL SALES and TOTAL EXCLUDING AUTOS, Year-over-Year



PERSONAL SPENDING & CONSUMER CONFIDENCE

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in \$Billions	Previous 6 Months YTD YoY Change						Current 1 Month Total			Annual Change		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Annl Chg	Pct	2018	2019	2020
Retail & Food Services	21.9%	20.9%	20.2%	19.6%	19.6%	19.3%	\$ 580.9	12.3%	100%	5.0%	3.6%	0.6%
Excluding Auto-Related	18.9%	18.5%	18.3%	18.1%	18.3%	18.3%	464.8	12.6%	-	5.5%	3.5%	0.5%
Motor Vehicles & Parts	34.0%	30.5%	27.8%	25.8%	24.9%	23.6%	\$ 116.1	11.4%	20%	3.0%	4.0%	1.1%
Furniture & Fixtures	38.5%	35.2%	32.0%	29.1%	28.2%	26.4%	10.9	1.5%	2%	3.5%	0.7%	-5.4%
Electronics & Appliances	34.8%	32.1%	30.0%	28.6%	27.2%	25.2%	6.9	-3.0%	1%	1.9%	-3.5%	-14.6%
Building Materials	16.4%	15.4%	14.4%	13.6%	13.4%	13.5%	35.2	12.7%	6%	3.5%	0.6%	14.0%
Food & Beverage	1.7%	2.1%	2.8%	3.2%	3.8%	4.2%	76.9	7.2%	13%	3.4%	3.0%	11.5%
Health & Personal Care	10.2%	10.1%	9.8%	9.8%	9.4%	9.5%	31.8	7.7%	5%	3.6%	3.1%	1.7%
Gasoline Stations	31.6%	32.1%	33.0%	34.6%	36.2%	36.6%	49.4	32.7%	9%	13.1%	0.5%	-15.9%
Clothing & Accessories	70.0%	64.2%	58.2%	53.6%	51.5%	48.4%	18.7	19.1%	3%	4.8%	-0.6%	-26.4%
Sporting, Hobby & Books	39.0%	36.1%	32.9%	31.0%	29.9%	28.6%	7.4	-0.8%	1%	-5.8%	-2.2%	5.7%
General Merchandise	10.5%	11.0%	11.3%	11.8%	11.6%	12.1%	63.5	6.4%	11%	3.2%	1.3%	2.7%
Miscellaneous Retailers	30.2%	28.4%	27.8%	28.1%	27.5%	27.3%	12.7	13.2%	2%	4.3%	3.9%	-1.2%
Nonstore Retailers	16.9%	15.7%	15.2%	14.2%	14.4%	13.6%	85.6	8.9%	15%	9.6%	13.1%	22.1%
Food Services & Drinking	30.5%	30.6%	30.5%	30.4%	31.2%	32.1%	65.9	24.9%	11%	5.9%	4.4%	-19.5%

RETAIL SALES REPORT AND CU STRATEGY

(February 2022) The Commerce Department reports US retail sales increased on a year-over-year basis by 12.3% in January. Excluding auto sales, retail sales increased at an 12.6% pace. A 32.7% increase in gasoline prices and a 24.9% increase food services & drinking costs led all of the sectors. It was the 11th consecutive month of double-digit increases in retail sales.

Despite the increase in sales, consumer confidence continues to moderate - namely due to continued pandemic and the pressures it has placed on retail establishments already having challenges due to supply chain blockages.

Strategically... The relatively prevailing level of retail sales together with the confident outlook of the consumer, put considerable challenges to retain the current level of consumer spending and demand for products and services. The relative strong levels of increase are more relative to the depth from its year-over-year metric is based. Moreover, the impact from e-commerce trades has had significant contribution to recent activity.