



Monthly Retail Sales Report (March 2021)

7-Apr-21
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《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-6	-2	±0	-1	-3	-2	-4
YoY growth rate	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total for FY 2021	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	-10.9	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6	13.2	11.6	-1.1	5.4	0.0	-10.5	-9.8	14.3	5.4	-10.1	10.3
	Same store basis	-11.2	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7	13.4	11.9	-0.8	5.6	0.2	-10.6	-9.6	14.5	5.7	-10.1	10.6
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-5.8	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0	4.9	9.3	-0.8	-2.6	1.0	-4.2	0.0	6.1	1.8	-2.1	4.1
	Same store basis	-6.1	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2	5.2	9.6	-0.5	-2.3	1.1	-4.3	0.2	6.4	2.1	-2.0	4.4
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-5.4	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3	7.7	2.0	-0.4	8.0	-1.0	-6.7	-9.9	7.5	3.5	-8.3	5.9

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	-13.7	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8	21.4	19.6	-10.0	9.9	-1.3	-12.3	-27.8	20.8	8.5	-20.9	16.7
	Car Electronics	-17.2	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3	-4.9	-1.8	-1.4	-3.3	-8.9	-23.4	-13.3	5.0	-2.2	-17.6	1.5
	Oil	-3.9	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3	-1.6	0.9	-4.4	-0.5	-1.5	-7.4	-2.3	4.9	-1.3	-4.8	1.9
	Batteries	1.4	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2	9.3	24.7	-7.5	-1.1	6.9	11.0	1.7	9.2	6.5	5.6	8.0
	Accessories	-7.5	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5	2.0	11.5	2.4	-0.3	2.2	-5.6	4.4	6.6	4.2	-0.4	5.4
Services		-9.8	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3	5.8	6.1	2.2	11.5	1.2	-7.7	-4.4	10.2	7.0	-6.0	8.7
	Safety Inspection & Maintenance	-10.9	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1	4.4	11.4	5.9	13.7	3.8	-4.3	-0.9	10.5	10.4	-2.5	10.5
Car Purchase and Sales		-15.7	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3	24.6	6.6	3.2	11.4	-1.9	-24.2	-14.7	31.2	7.5	-18.8	18.0

Number of Stores (Domestic)	AUTOBACS				-1				-1		1			1	490	-1	-1	1	1	-2	2
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba				-1										6	-1				-1	
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0	-2	0	0	-1	0	1	0	0	0	1	584	-2	-1	1	1	-3	2

Number of Stores (Overseas)	0	-2	0	0	1	0	0	1	0	0	1	-1	45	-2	1	1	0	-1	1
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In March 2021, same-store and total-store sales increased by 5.6% and 5.4% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Increase in demand for tire replacement and increase in the number of vehicles subject to statutory safety inspection; 2) Number of Saturdays, Sundays and national holidays less by two days than 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.

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

In April 2020, same-store and total-store sales decreased by 18.9% and 18.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Store operations limited to maintenance services in order to prevent the spreading of COVID-19 coronavirus infection, following the government's declaration of emergency announcement. As people stayed at home and avoided going out, number of customers and overall sales decreased and all merchandise categories except Batteries and Car Repair Parts saw sales revenue drop from LY. 2) One less Holiday compared to LY. 3) Continued decline in sales of tires, both in volume and revenue, due to less demand of tire switchbacks (snow tires into normal tires) affected by warm winter weather conditions.

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

In May 2020, same-store and total-store sales decreased by 10.2% and 10.0% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Though stores continued to limit operations to maintenance services to prevent the spreading of COVID-19 coronavirus infection, the number of customers has been recovering with the ending of national declaration of emergency. Sales of merchandise related to car washing and car maintenance were on a recovery trend but the high-priced merchandise such as car electronics devices have been sluggish, which resulted to lower average purchase price per customer for the month. 2) An extra Holiday compared to LY.

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

In June 2020, both same-store sales and total-store sales decreased by 1.0% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Same as LY's number of purchasing customers. 2) Recovering overall sales almost reaching LY's level according to the improving demand of tires, car washing items and maintenance goods. 3) One less Saturday and Sunday, respectively compared to LY.

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

In July 2020, same-store and total-store sales increased by 0.8% and 0.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY increase in number of purchasing customers and sales due to strong sales of vehicle dashboard cameras boosted by strengthened penalties for dangerous driving and favorable sales of batteries and car washing/maintenance items. 2) An extra Holiday compared to LY.

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

In August 2020, same-store and total-store sales increased by 0.7% and 0.5% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY increase in number of purchasing customers, both in same-store and total-store basis, due to increased use of cars. 2) Steady sales of cleaning and sanitizing/disinfecting goods and car wash/maintenance items as well as emergency supplies such as auto escape hammers. 3) No change in number of Saturdays, Sundays and national holidays, from LY.

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

In September 2020, same-store and total-store sales decreased by 26.8% and 26.9% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY decrease in number of customers and sales. 2) Tough year-on-year comparisons because of the last minute demand before the consumption tax rate hike and tire price increases that both occurred in last October. 3) One less Sunday compared to LY.

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

In October 2020, same-store and total-store sales increased by 25.0% and 24.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Significant sales increase from LY when sales fell sharply after the consumption tax hike and tire price increase in last October. Sales were also positive compared to the year before last year. 2) One fewer number of "Saturdays, Sundays and public holidays" compared to LY.

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

In November 2020, same-store and total-store sales increased by 8.7% and 8.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Sales increase from LY due to the continued strong sales of car wash items, repair supplies and in-car supplies reflecting the increasing opportunities of car use, as well as demand growth in dashboard cameras. Sales also exceeded the level of November 2018. 2) One additional number of "Saturdays, Sundays and public holidays" compared to LY.

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

In December 2020, same-store and total-store sales increased by 13.4% and 13.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Growing demand for winter items due to the cold weather from mid-December and the arrival of cold wave at the end of 2020; Solid strong sales of car wash items, repair supplies and in-car supplies continuing from November; YoY sales increase in Statutory Safety Inspection & Maintenance and Car Purchase & Sales category. 2) One fewer number of "Saturdays, Sundays and public holidays" compared to LY.

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

In January 2021, same-store and total-store sales increased by 11.9% and 11.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Growing demand for winter items due to the arrival of cold wave in the beginning of January; Solid strong sales for car wash items, in-car supplies continuing from November and YoY sales increase for Statutory Safety Inspection & Maintenance. 2) No change in number of Saturdays, Sundays and national holidays, from LY.

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

In February 2021, same-store and total-store sales decreased by 0.8% and 1.1 % respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Poor sales of tires, etc. that pulled down the overall sales, although sales of car washing, in-car supplies and services such as statutory safety inspection were strong. 2) One less number of Saturdays, Sundays and national holidays, from LY.