



Monthly Retail Sales Report (July 2022)

5-Aug-22
 AUTOBACS SEVEN CO., LTD.
 PR and IR Department
 Tel: 03-6219-8718, Fax: 03-6219-8762

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+ 1	+ 1	- 1	±0	±0	- 1	±0	+ 1	±0	±0	±0	- 1	±0	±0	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	Jul-21	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	-4.2	6.6	2.4	1.5	2.9								3.5	3.7						
	Same store basis	-4.5	6.2	2.0	1.5	3.2								3.3	3.4						
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-1.6	-0.8	-1.6	-1.7	-4.1								-2.1	-1.3						
	Same store basis	-1.9	-1.0	-1.8	-1.5	-3.9								-2.1	-1.4						
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-2.7	7.3	3.8	3.0	7.3								5.5	4.9						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jul-21	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis		Jul-21	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods	Tires	-2.8	29.9	19.0	2.0	3.2									15.0	19.1					
	Car Electronics	-27.4	-18.2	-16.2	-11.1	-7.2									-13.2	-15.5					
	Oil	3.4	3.7	7.7	8.5	8.1									7.0	6.6					
	Batteries	3.6	3.2	5.0	2.7	7.6									4.8	3.6					
	Accessories	-2.0	-10.2	-10.8	-8.7	-7.1									-9.1	-9.9					
Services		-0.9	6.5	3.3	3.3	2.8									4.0	4.5					
	Safety Inspection & Maintenance	5.7	-4.7	-4.1	2.0	4.0									-0.5	-2.2					
Car Purchase and Sales		15.8	25.6	11.9	21.4	31.5									22.9	19.6					

Number of Stores (Domestic)	AUTOBACS			1											495	1					
	Super AUTOBACS														74	0					
	AUTOBACS Secohan Ichiba			-1											5	-1					
	AUTOBACS Express														11	0					
	AUTOBACS CARS		+1/-1												3	0					
	TOTAL		0	0	0	0									588	0					

Number of Stores (Overseas)	1	1	2	1											67	4					
------------------------------------	---	---	---	---	--	--	--	--	--	--	--	--	--	--	-----------	---	--	--	--	--	--

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

In July 2022, same-store and total-store sales increased by 3.2% and 2.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil, and batteries were strong due to increased demand for vehicle maintenance necessary to continue driving existing cars. 2) Car Purchase & Sales continued double digit increase due to strong business sales. 3) Number of weekends and national holidays, +0 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.