

Results for the Three Months ended June 30, 2024



AUTOBACS SEVEN CO., LTD.
July 31, 2024

Results of the First Three Months of FY March 31, 2025

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Wholesale sales decreased in reaction to a rise in tire prices effected last year despite strong tire sales and services in retail. Both net sales and income decreased due to the sale of two subsidiaries in the Car Dealership Business in the previous fiscal year.

	1Q ended June 30, 2024			1Q ended June 30, 2023		
	(Billion Yen)	Actual result	% of Sales	YoY change ratio	Actual result	YoY change ratio
Net sales		54.0		-6.3%	57.6	+9.1%
Gross profit		18.4	34.2%	-4.3%	19.3	+7.4%
SG&A		17.4	32.3%	+0.8%	17.2	+5.3%
Operating income		1.0	2.0%	-48.0%	2.0	+29.8%
Non-operating income/expenses		0.2	0.6%	—	0.0	-92.4%
Ordinary income		1.3	2.5%	-33.9%	2.0	+12.6%
Profit attributable to owners of parent		0.7	1.4%	-45.7%	1.3	-23.4%

- Amounts are rounded down to the nearest hundred million yen.
- % of Net Sales and YoY comparisons are calculated in yen.

Segment Information



	(Million Yen)	1Q FY March 2025	1Q FY March 2024	YoY
Domestic AUTOBACS Business	Sales	41,175	42,007	-2.0%
	Gross profit	14,124	14,153	-0.2%
	SG&A	10,501	9,910	+6.0%
	Operating income	3,622	4,243	-14.6%
Overseas Business	Sales	3,438	3,735	-8.0%
	Gross profit	1,549	1,641	-5.6%
	SG&A	1,739	1,675	+3.9%
	Operating income	-190	-33	—
Car Dealership, BtoB and Online Alliance Business	Sales	9,281	12,320	-24.7%
	Gross profit	1,948	2,722	-28.4%
	SG&A	2,158	2,690	-19.8%
	Operating income	-210	32	—
Other Business	Sales	4,592	4,128	11.2%
	Gross profit	865	803	7.7%
	SG&A	877	973	-9.9%
	Operating income	-11	-169	—
Reconciling Items	Operating income	-2,153	-2,041	—

Summary

Retail sales remained strong due in part to enhanced sales promotion. Meanwhile, wholesale decreased with a reaction to last year's rise in tire prices, resulting in a fall in net sales and operating income.

Although sales increased in the retail and service businesses, sales and operating income decreased due to a significant fall in export from Japan in the wholesale business.

In the Dealership Business, sales decreased due to the transfer of two subsidiaries in the previous year. In the BtoB business, sales of the subsidiary that conducts statutory safety inspection, maintenance services and tire sales, and the subsidiary that wholesales wheels were solid due to rising demand for maintenance.

The Car Trading Business was strong and sales increased, resulting in a decrease in the operating loss.

- Amounts are rounded down to the nearest hundred million yen.
- YoY comparisons are calculated in yen.

Retail Sales in Total AUTOBACS Group Stores

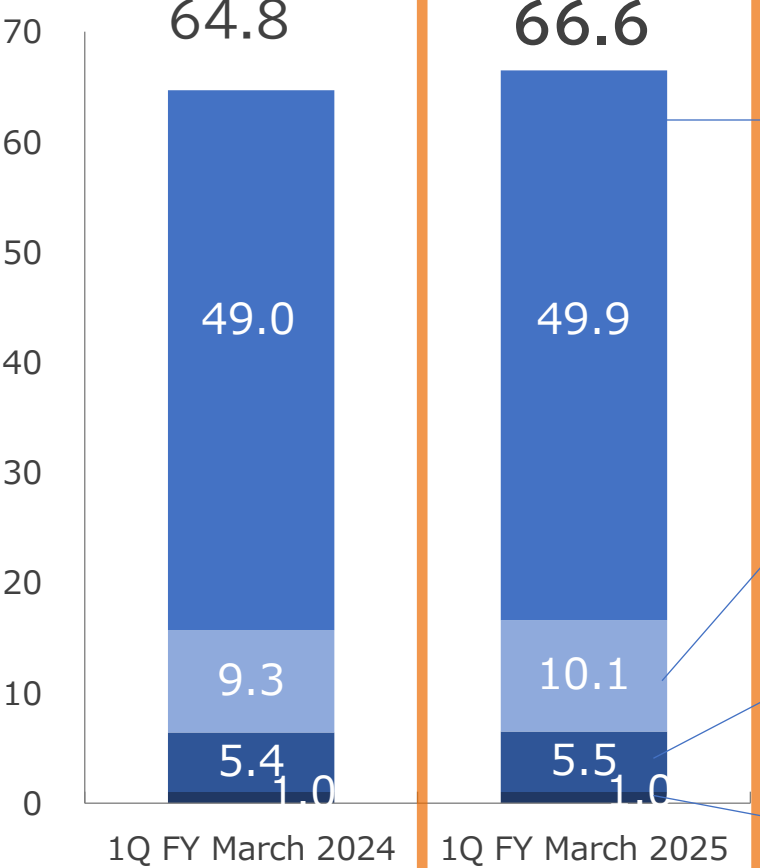


Retail Sales in
Total AUTOBACS Group Stores

66.6 billion yen

YoY +2.7%

(Billion Yen)



	Result	YoY
<div></div> Automotive goods & services	49.9BY	+1.8%
<div></div> Used car purchase & sales	10.1BY 9,031 cars	+8.5%
Number of fully certified & designated stores	393 stores	±0 stores *from pre-period
<div></div> Statutory safety inspection	5.5BY 152,000 cars	+1.6%
Number of fully certified & designated stores	442 stores	+2 stores *from pre-period
<div></div> Second-hand goods & fuel	1.0BY	+0.6%

- Amounts are rounded down.
- YoY comparisons are calculated in yen.

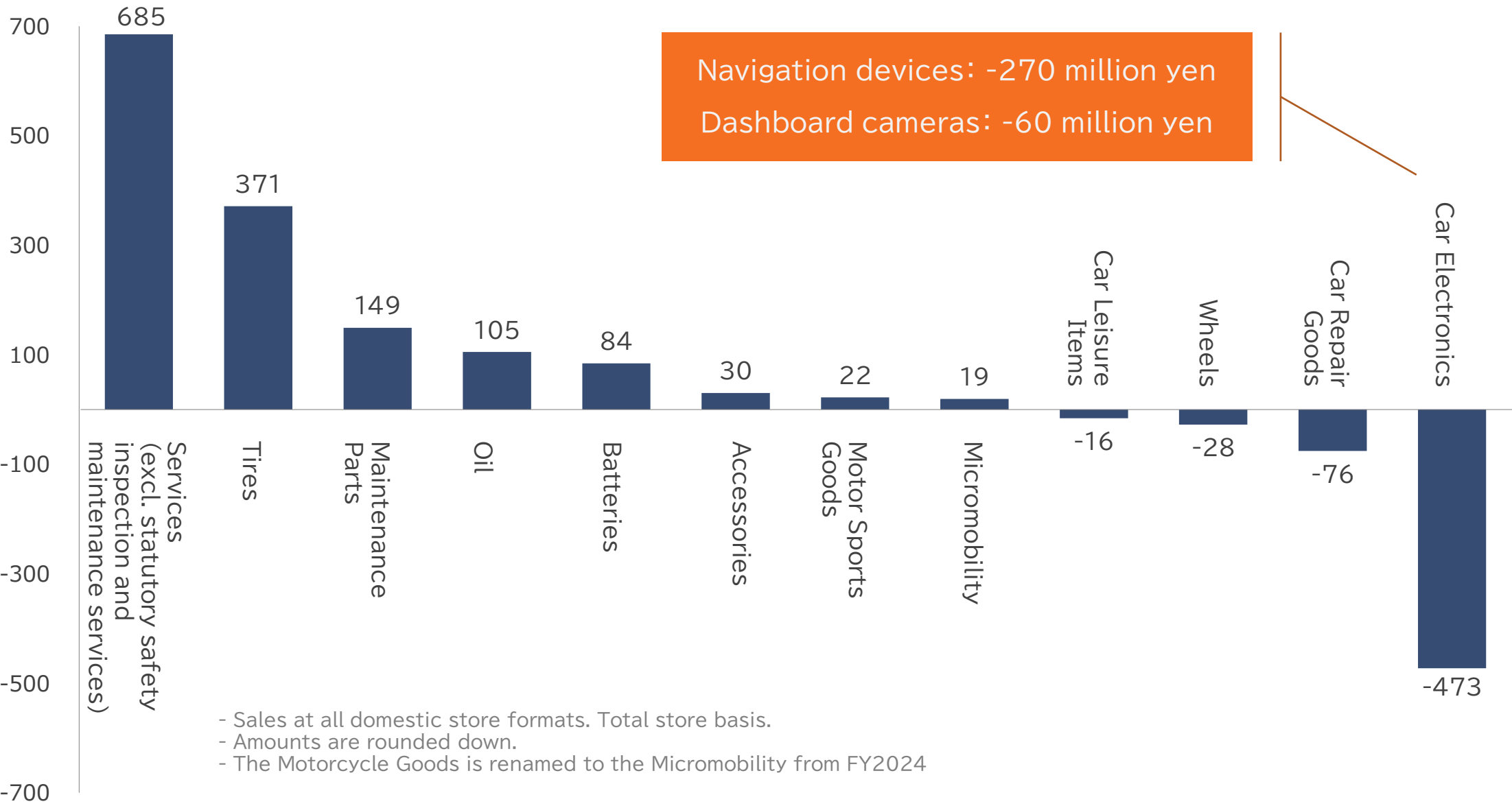
- Sales at all domestic store formats. Sales in Used car purchasing & sales include part of the sales of the Car Trading Business in Other Business.

Sales Variance by Merchandise

(YoY change in amount; total store basis)

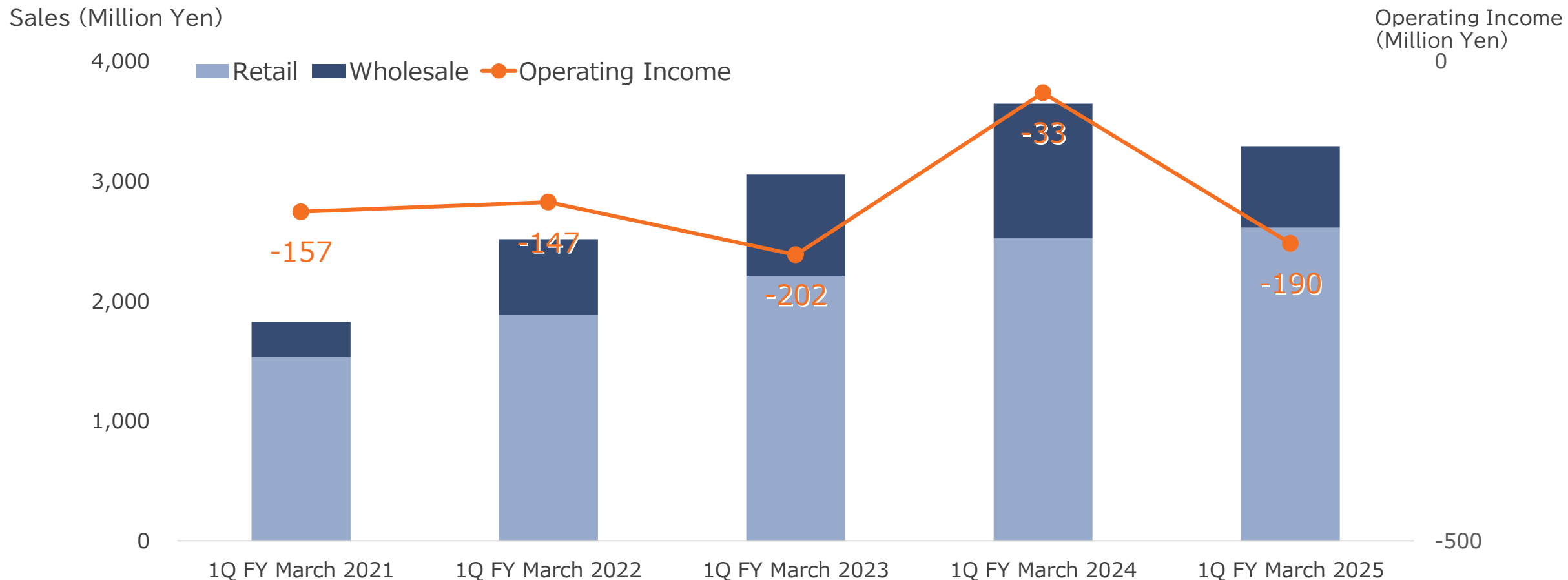


(Million Yen)



- Sales at all domestic store formats. Total store basis.
- Amounts are rounded down.
- The Motorcycle Goods is renamed to the Micromobility from FY2024

Sales and income decreased due to a significant fall in export from Japan in the wholesale business.



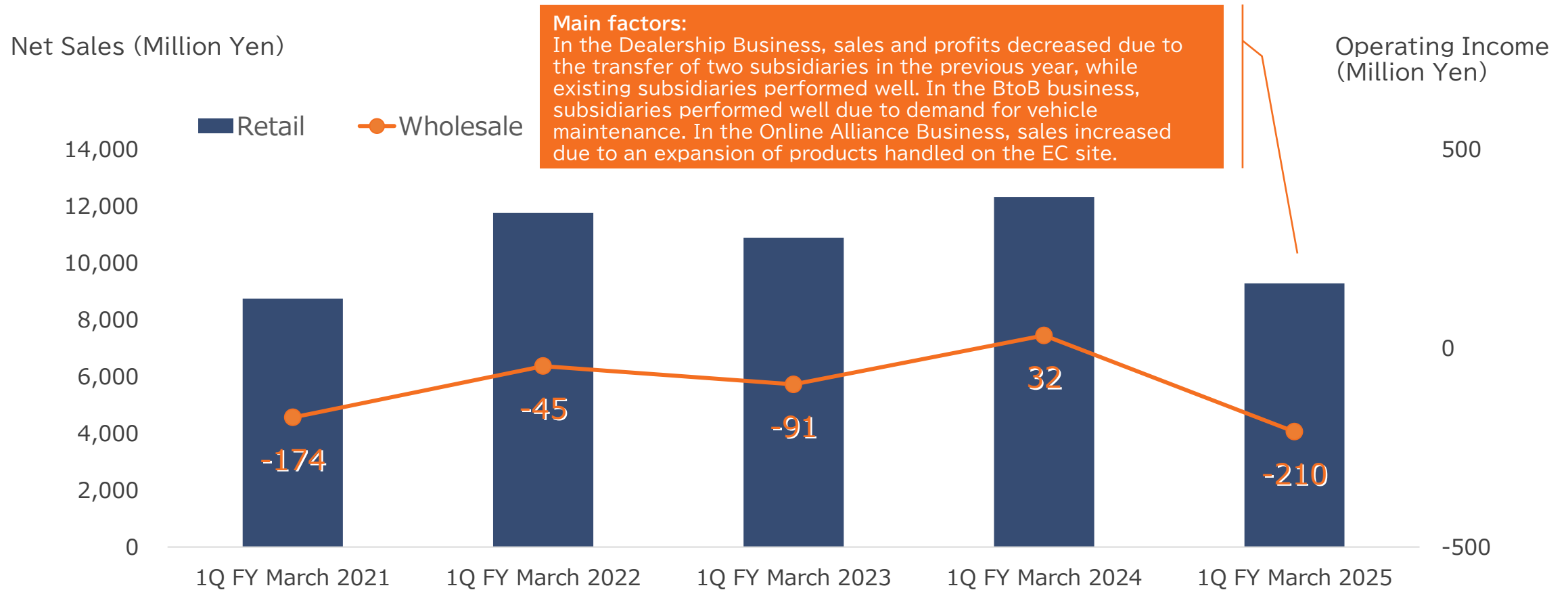
- Amounts are rounded down.

Performance by Overseas Subsidiaries

(Million Yen)	France		Australia		Singapore		China		Malaysia	
Number of stores	8		0		2		0		5	
Period	25/3 1Q	24/3 1Q	25/3 1Q	24/3 1Q	25/3 1Q	24/3 1Q	25/3 1Q	24/3 1Q	25/3 1Q	24/3 1Q
Net sales	2,085	2,042	585	655	500	429	261	212	33	33
SG&A	1,222	1,161	186	168	213	181	78	65	17	16
Operating income	-154	-160	-16	18	-1	1	-19	-19	-1	-2
Business condition	Operating income was at the same level as previous year due to optimization of price and sales activities.		Sales declined due to a decrease in consumer purchasing appetite against a backdrop of inflation and rising central bank interest rates.		Works at service pits performed well by capturing demand for maintenance parts for existing vehicles due to the price increase of COE.		Although sales increased due to an increase in exports to Japan, labor costs increased.		The number of authorized dealers increased. Sales and operating income remained at the same level as the previous year.	

- Amounts are rounded down.

Sales and profits decreased year on year due to the transfer of two subsidiaries in the Dealership Business in the previous year



- Amounts are rounded down.

Car Dealership Business

- ✓ The subsidiary that operates the authorized Audi dealership and the subsidiary that operates the authorized BYD dealership performed well.
- ✓ Sales decreased year on year due to the transfer of two subsidiaries operating BMW/MINI authorized dealership businesses in the previous year.



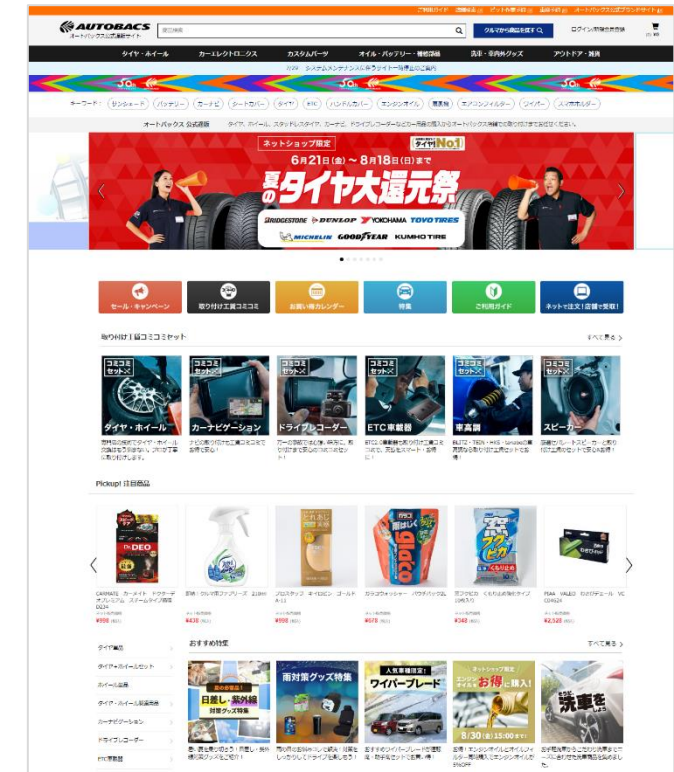
BtoB Business

- ✓ Steady increase in the number of companies subscribing to the Autobacs Corporate Membership Program.
- ✓ Sales of the subsidiary that conducts statutory safety inspection, maintenance services and tire sales, and the subsidiary that wholesales wheels were solid due to rising demand for maintenance.



Online Alliance Business

- ✓ The Company expanded the amount of goods handled on the EC site.
- ✓ It continues to promote the integration of online and physical stores.



1. “Create touch points” to continue to support mobility lifestyles

Four next-generation AUTOBACS stores opened in Tohoku area.

- Next-generation stores initiating online customer service and a customer service support system
- Aiming for store operation to build local infrastructure and support residents facing issues such as population aging and decline



Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
2. “Develop and supply products and solutions” tailored to mobility lifestyles
3. “Establishing new business domains” in response to changes in mobility lifestyles

Acquisition of Otoron Co., Ltd., a used car seller specializing in in-house loans, to make it a wholly owned subsidiary

- Made Otoron a wholly owned subsidiary as part of measures to expand new bases and channels
- Considering the development of a new car finance services with the aim of raising the competitiveness of the used car sale business



2. “Develop and supply products and solutions” tailored to mobility lifestyles

Launch of the sale of AQ Pit Menu, a low-priced, high-quality original pit service

- Providing 10 services carefully selected to meet customer demand for prices starting from 1,100 yen
- Providing regular maintenance at AUTOBACS Group stores across Japan
- Providing works at service bays with consistent quality and prices of the AQ brand



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Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
2. “Develop and supply products and solutions” tailored to mobility lifestyles
3. “Establishing new business domains” in response to changes in mobility lifestyles

On-demand sale of automotive goods and services of AUTOBACS 50th anniversary private brand

- Renewal and re-release of EVERSTRON originally released in 1978 with a new performance
- New release of original goods with the 50th anniversary design



Automotive battery “EVERSTRON”



50th ORIGINAL GOODS
50周年記念力一用品新登場！

3. “Establishing new business domains” in response to changes in mobility lifestyles

Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
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Increase in stores offering Hyundai

- Exhibition and test-driving of new high-performance EV “IONIQ 5 N” at A PIT AUTOBACS KYOTO SHIJO
- Placing Hyundai Corner for test-driving, consultations on purchase, car delivery, and inspection and maintenance at seven Super AUTOBACS stores



Materiality	Non-financial targets	Range	KPI	FY2023 results	FY2030 goals
Creation of businesses that solve social issues	Promoting efforts to achieve zero traffic accidents	Consolidated	Sale of merchandise for curbing accidents	190,000/year	230,000/year
		Consolidated	Building of bases for checking tires and emergency (including bases of partner companies)	250 bases	734 bases
		Consolidated	Holding regional traffic safety events	9 times/year	25 times/year(*)
	Improving the position of and developing certified mechanics	Consolidated	Ensuring and fostering inspectors	510 persons	1,000 persons
		Consolidated	Ensuring and fostering Level-2 mechanics	726 persons	1,100 persons
		Consolidated	Completing education for supporting EVs	586 persons	1,096 persons
	Promoting social contribution related to automobiles	Consolidated	Disaster assistance using automobiles	45 units	111 units
Enhancing efforts that consider the environment and society	Reducing CO2 emissions by installing environmentally-enhanced stores	Consolidated	Promoting environmentally-enhanced stores	73 stores	140 stores
	Promoting environmentally friendly businesses/realizing a circular ecosystem	Non-consolidated	Developing eco-friendly products	124 products	300 products
		Consolidated	Reducing oil cans (increasing ratio of oil sale by measure)	30,000 cans/year	220,000 cans/year
	Promoting the dissemination of safe and secure EVs aiming for the realization of a decarbonized society	Consolidated	Installing fast chargers	6 stores	43 stores
		Consolidated	Promoting statutory safety inspections of EVs (No. of EVs inspected)	516 units/year	3,440 units/year
		Consolidated	Promoting sale of EVs (No. of EVs sold)	324 units/year	2,500 units/year
Development of organization and personnel	Developing a corporate culture where diverse employees can demonstrate their capabilities	Consolidated	Increasing ratio of females	18.4%	30.0%
		Consolidated	Increasing ratio of female Group Managers and above	7.9%	18.0%
		Consolidated	Promoting acquisition of childcare leave by male employees	58.0%	100.0%
	Building a system to evaluate challenges	Non-consolidated	Keeping employees energetic	2.7	3.0
Sustainable and strong management base	Creating a healthy and vibrant workplace	Consolidated	Reducing ratio of smokers*	34.3%	20.0%
	Reviewing/formulating and conforming with ESG- and SDG-related policies	Non-consolidated	Enhancing sustainability policy and related policies	Implemented fixed-point checks of existing policies, established and disclosed Policies	Update
	Enhancing monitoring	Non-consolidated	Further monitoring corporate governance system and progress status	internal distribution, and appropriate disclosure	Improvement
	Organizing and utilizing databases to create value	Consolidated	Promoting data utilization project	Constructed customer data base. Promoting utilization	Data linkage /utilization
		Non-consolidated	Development of personnel for data analysis	72 training participants	320 persons

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Initiatives for ESG・SDGs : APPENDIX

Non-financial targets:
Reducing CO₂ by establishing environmentally-enhanced stores

First in the AUTOBACS Group
A wooden store that reduces energy consumption by 56%.



Signed agreement with Ministry of Agriculture, Forestry and Fisheries to “Promote the Use of Wood in Buildings for New Store Construction”

- Helping to achieve a carbon-neutral society and the revitalization of mountain villages by using wood for the structure, interior, and exterior when building a new store and actively using local materials.



Non-financial targets:
Promotion of efforts to eliminate traffic accidents

Launch of “Komamori,” a device to prevent children from being left behind in cars

- Device linked to a mobile phone prevents a child from being left alone in a car.
- Easy to install, with no engineering work required



Four companies collaborate and agree to develop communication-enabled dashboard cameras to solve social issues

- Aiming to provide new solutions for existing vehicles such as quick responses to accidents and tailgating



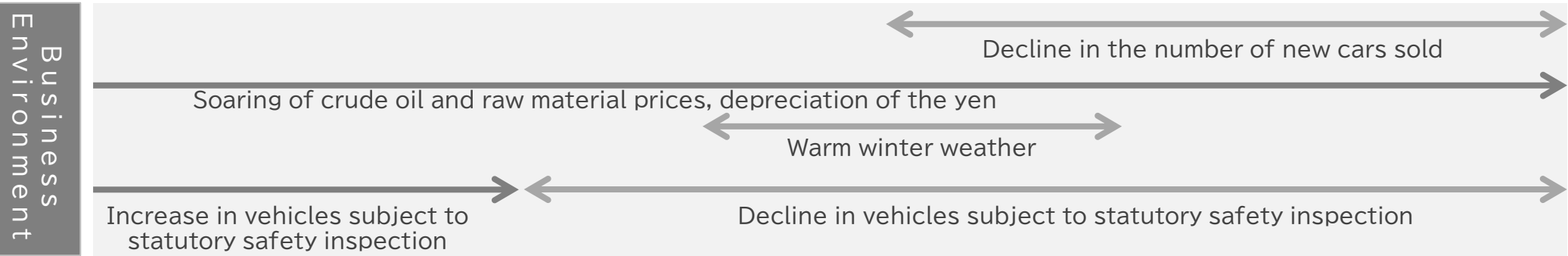
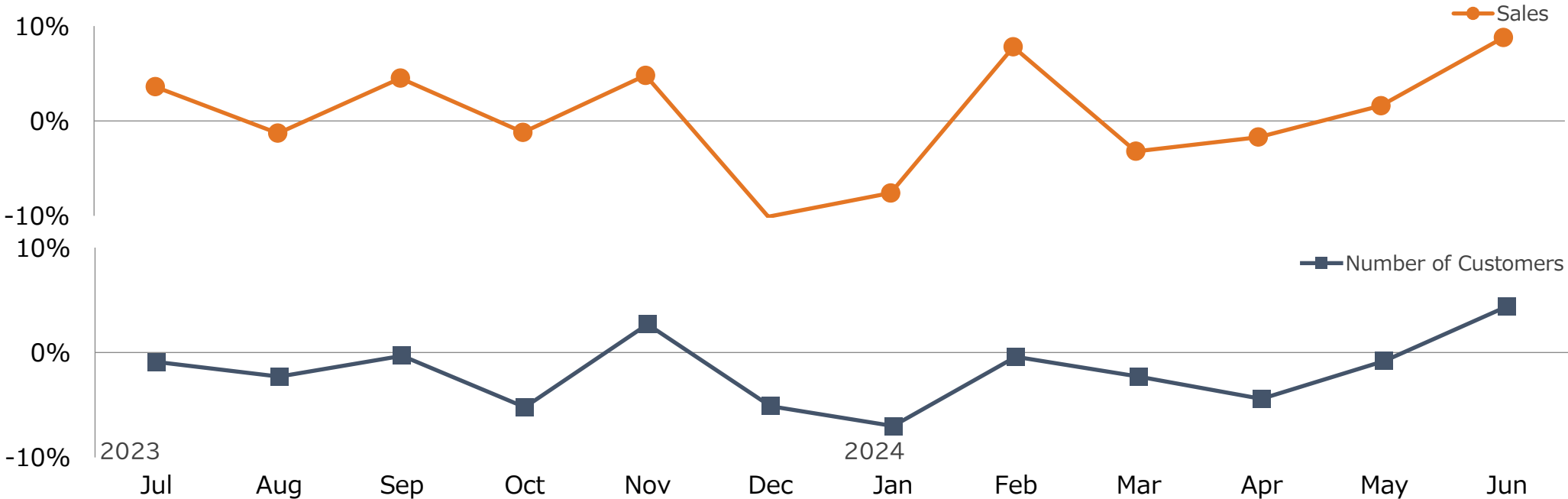
Total **9,031** cars YoY **-1.1%**

BtoB Sales	
Details	No. of cars sold
Sales to Headquarters	193
Sales to AA(Auto Auction) via Headquarters	1, 591
Direct sales from stores	4, 894
BtoB total	6, 678

Retail	
Details	No. of cars sold
Used cars	1, 684
New cars	669
Retail total	2, 353

- Used car purchasing and sales in Domestic AUTOBACS Business and Other Business.

[Same store basis (YoY)]
1Q Sales: +2.5% Number of purchasing customers: -0.6%



Store Openings and Closings

Domestic	No. of stores at end of March 2024	FY March 2025					No. of stores at end of March 2025
		1Q(Result)		No. of stores at end of June 2024	2Q-4Q(Plan)		
		New	Close		New	Close	
AUTOBACS	496	+5		501	+10		511
AUTOBACS GARAGE	1			1			1
Super AUTOBACS	72			72		-1	71
A PIT AUTOBACS	2			2			2
AUTOBACS Secohan Ichiba(*1)	18(15)			18(15)			18(15)
Smart+1(*2)	10(8)	+1		11(9)	+1		12(9)
AUTOBACS EXPRESS	11			11			11
AUTOBACS CARS (*1)	393(391)	+1	-1	393(391)	+1		394(391)
Total	1,003(414)	+7	-1	1,009(415)	+12	-1	1,020(415)

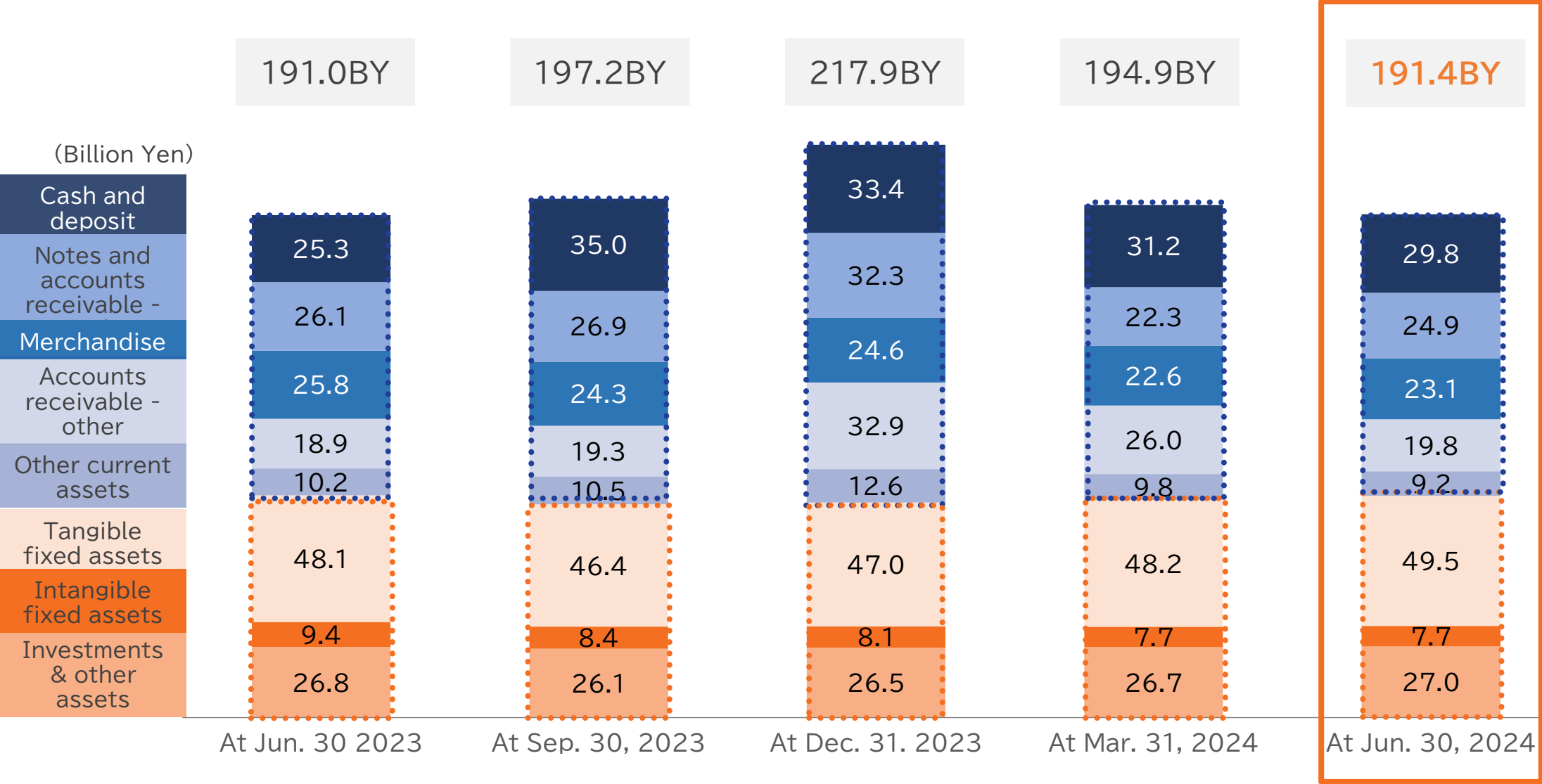
Overseas	No. of stores at end of March 2024	FY March 2025			No. of stores at end of March 2025
		1Q(Result)	No. of stores at end of June 2024	2Q-4Q(Plan)	
Taiwan	6		6		6
Singapore	2		2		2
Thailand	82	+10	92	+36	128
France	8		8		8
Malaysia	5		5		5
Philippines	6		6		6
Total	109	+10	119	+36	155

* The stated number of stores began to include annex stores and in-store shops at the beginning of the fiscal year ending March 2025.

*1 The parentheses indicates the number of annex stores.

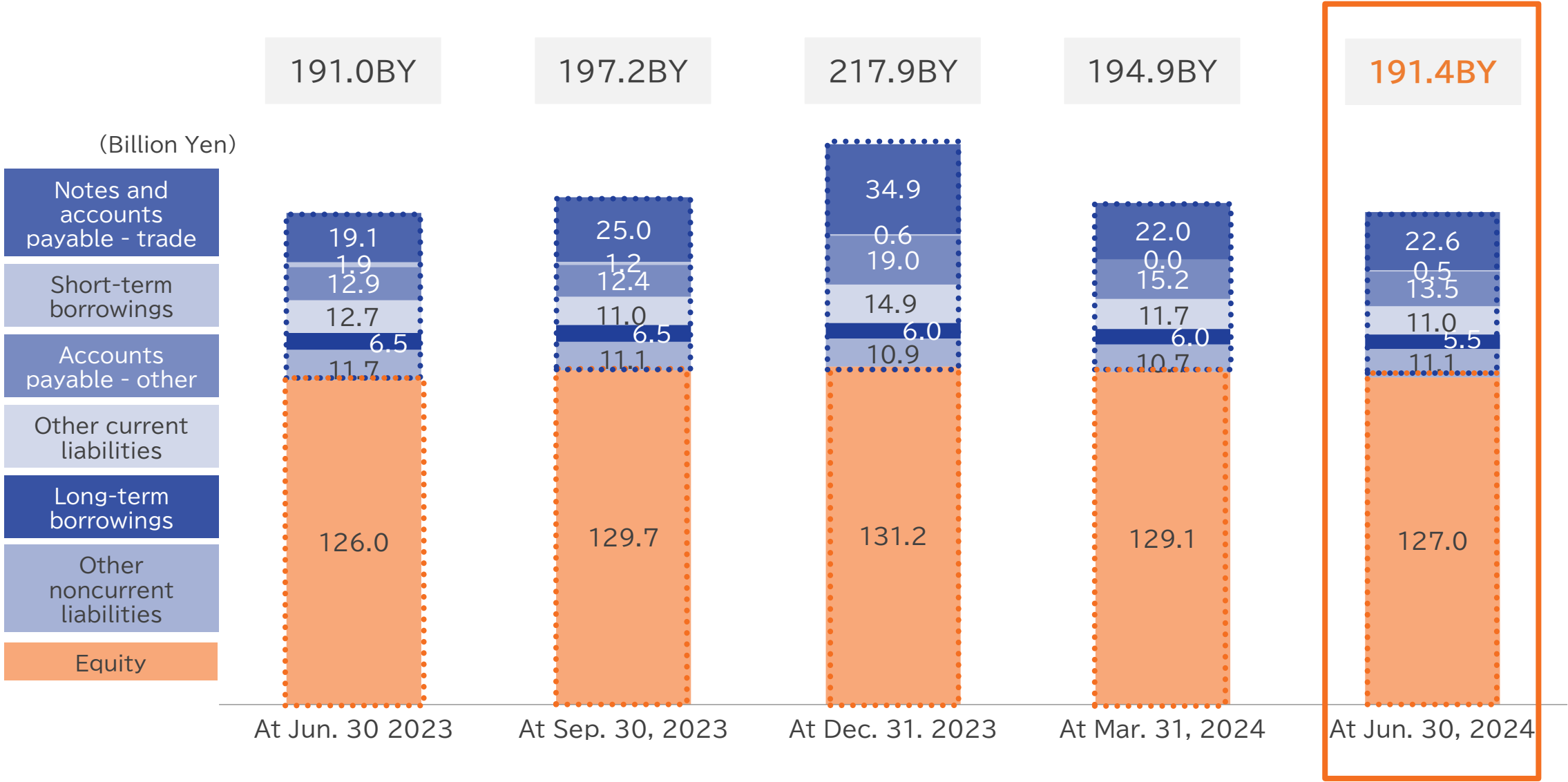
*2 The parentheses indicates the number of in-store shops.

Balance Sheet: Assets



- Amounts are rounded down to the nearest hundred million yen.

Balance Sheets: Liabilities and Equity



- Amounts are rounded down to the nearest hundred million yen.



Forward-Looking Statements

These materials include forecasts regarding the Company's future plans, strategies, and performance. This information is based on judgments and forecasts made in accordance with information currently available. Actual results may differ materially from forecasts due to such factors as changes in operating circumstances.