



# Monthly Retail Sales Report (March 2025)

7-Apr-25  
 AUTOBACS SEVEN CO., LTD.  
 PR and IR Department  
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## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+ 2	- 1	- 1	+ 2	- 2	+ 1	+ 1	- 1	±0	±0	±0	±0	±0	- 1	±0	±0	- 1	±0	±0	- 1
YoY growth rate	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	-3.1	-1.4	1.8	9.0	0.6	8.4	5.7	4.7	3.9	11.9	7.0	3.0	5.1	5.1	2.7	4.7	7.2	5.1	3.7	6.3
	Same store basis	-3.2	-1.7	1.6	8.8	0.6	8.0	5.3	3.8	3.0	11.0	5.7	1.9	3.7	4.4	2.5	4.4	6.3	3.8	3.5	5.2
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-2.2	-3.9	-0.4	4.7	-6.4	4.4	1.2	-1.5	-0.6	3.3	-2.1	0.7	-2.1	-0.3	-0.2	-0.4	0.6	-1.3	-0.3	-0.2
	Same store basis	-2.3	-4.4	-0.8	4.4	-6.5	4.0	0.6	-2.0	-1.3	2.5	-2.9	-0.1	-3.1	-0.9	-0.6	-0.8	-0.1	-2.1	-0.7	-1.0
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	-0.9	2.7	2.4	4.2	7.5	3.8	4.6	5.9	4.4	8.2	8.8	2.0	7.0	5.3	3.1	5.2	6.3	6.0	4.1	6.3

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	-20.5	-1.8	-0.7	15.1	0.2	10.7	9.6	0.1	0.9	20.9	12.3	5.1	14.8	7.5	2.6	6.3	8.8	11.4	4.3	9.6
	Car Electronics	-2.2	-11.6	-10.9	0.0	-6.5	-0.9	-5.3	-5.8	-4.3	-7.0	-5.1	-10.1	-11.9	-6.8	-8.0	-4.5	-5.7	-9.2	-6.2	-7.4
	Oil	3.7	-1.7	0.8	9.0	1.0	7.5	5.7	4.5	7.4	4.1	4.7	3.2	4.3	4.2	2.6	4.6	5.2	4.1	3.6	4.7
	Batteries	19.0	0.2	2.8	8.4	2.6	17.2	13.8	4.6	15.3	15.2	9.0	20.3	1.0	9.9	3.7	11.6	12.0	9.9	8.3	11.1
	Accessories	0.3	-7.0	-1.5	9.9	-4.8	12.2	4.1	-0.3	2.0	0.5	-5.3	-3.9	-3.1	0.3	0.1	3.4	0.7	-4.0	1.8	-1.6
Services	-4.0	3.1	3.8	7.7	3.4	7.8	7.2	5.7	6.0	10.2	5.4	4.2	6.7	6.0	4.7	6.0	7.5	5.6	5.3	6.6	
	Safety Inspection & Maintenance	0.8	-2.2	1.9	4.9	2.5	3.0	6.5	8.0	8.3	5.1	5.3	6.4	8.7	5.0	1.6	4.0	7.1	7.0	2.9	7.0
Car Purchase and Sales	9.1	0.3	12.8	13.1	10.9	7.9	6.4	19.2	12.1	3.6	9.7	-8.3	1.5	6.9	8.6	8.3	11.7	0.1	8.4	5.5	

Number of Stores (Domestic)	AUTOBACS	5			1		2	3	2						509	5	3	5	0	8	5
	AUTOBACS GARAGE														1	0	0	0	0	0	0
	Super AUTOBACS						-1								71	0	-1	0	0	-1	0
	A PIT AUTOBACS														2	0	0	0	0	0	0
	AUTOBACS Secohan Ichiba (*1)							-1	1						18(15)	0	-1	1	0	-1	1
	Smart+1 (*2)	1						1	1					1	14(11)	1	1	1	1	2	2
	AUTOBACS Express														11	0	0	0	0	0	0
	AUTOBACS CARS (*1)	+1/-1							1						394(391)	0	0	1	0	0	1
	TOTAL	6			1	-1	2	6	2					1	1,020	6	2	8	1	8	9

Number of Stores 《Overseas》	2	4	4	3	6	3	+6/-1	1	6	2			3	148	10	12	12	5	22	17
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In March 2025, same-store and total-store sales increased by 3.7% and 5.1% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) In addition to strong tire sales, tire chains performed well due to snowfall mainly in Kanto-Koshinetsu area. 2) Services were strong due to an increase in the number of vehicles subject to safety inspection. 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.

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