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July 31, 2025

Consolidated Financial Results for the Three Months Ended June 30, 2025 (Under Japanese GAAP)

Company name: AUTOBACS SEVEN CO., LTD.
 Listing: Tokyo Stock Exchange
 Securities code: 9832
 URL: <https://www.autobacs.co.jp/en>
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 Scheduled date to commence dividend payments: —
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the three months ended June 30, 2025 (from April 1, 2025 to June 30, 2025)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Three months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
June 30, 2025	64,223	18.9	2,686	154.1	3,049	124.9	2,000	173.9
June 30, 2024	54,011	(6.3)	1,057	(48.0)	1,356	(33.9)	730	(45.7)

Note: Comprehensive income For the three months ended June 30, 2025: ¥ 2,001 million [55.1%]
 For the three months ended June 30, 2024: ¥ 1,290 million [(11.0%)]

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
June 30, 2025	25.49	—
June 30, 2024	9.37	—

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
June 30, 2025	223,232	131,798	58.9	1,674.30
March 31, 2025	228,170	131,963	57.8	1,679.29

Reference: Equity
 As of June 30, 2025: ¥131,413 million
 As of March 31, 2025: ¥131,808 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2025	—	30.00	—	30.00	60.00
Fiscal year ending March 31, 2026	—				
Fiscal year ending March 31, 2026 (Forecast)		30.00	—	30.00	60.00

Note: Revisions to the forecast of cash dividends most recently announced: None

3. Forecast for the fiscal year ending March 2026 (from April 1, 2025 to March 31, 2026)

(Unit: Millions of Yen, percentage figures denote year-on-year change)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Annual	276,000	10.6	13,500	11.3	13,500	7.9	8,200	0.8	104.47

Note: Revisions to financial forecasts published most recently: None

4. Notes

(1) Significant changes in the scope of consolidation during the period: None

Newly included: — companies

Excluded: — companies

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: None

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(4) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of June 30, 2025	82,050,105 shares
As of March 31, 2025	82,050,105 shares

(ii) Number of treasury shares at the end of the period

As of June 30, 2025	3,561,549 shares
As of March 31, 2025	3,559,799 shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Three months ended June 30, 2025	78,489,136 shares
Three months ended June 30, 2024	77,951,720 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Proper use of earnings forecasts, and other special matters

(Statement regarding the proper use of financial forecasts)

These forecast performance figures are based on the information currently available to the Company's management and certain assumptions judged rational. Accordingly, these might be cases in which actual results materially differ from forecasts of this report.

5. Qualitative Information Concerning the Three Months Ended June 30, 2025

(1) Explanation of business results

During the first three months of the fiscal year under review, the Japanese economy continued its gradual recovery against the backdrop of improvements in employment and income conditions, as well as a rebound in inbound demand. Nonetheless, the economic outlook remained uncertain due to the sluggish consumer spending attributable to sustained high consumer prices, along with international uncertainties such as U.S. trade policies.

As a trend in the domestic automotive-related industry, the number of new cars sold, recovered to a level higher than the previous year as some automakers resumed shipments that had been suspended. In the used car market, demand for used cars for export remained firm, and the number of used car registrations remained at the same level as the previous year.

In this environment, the Group aims to provide “Mobility Lifestyle Infrastructure” for customers on a global scale and is pursuing initiatives with key strategies, including the creation of touch points, the development and supply of products and solutions, and the establishment of new business domains, based on its 2024 Medium-term Business Plan, “Accelerating Towards Excellence.”

As a result, the Group’s sales during the first three months of the consolidated fiscal year under review increased by 18.9% year on year, to 64,223 million yen, gross profit increased by 24.3% year on year, to 22,971 million yen, and selling, general, and administrative expenses increased by 16.4% year on year, to 20,285 million yen, resulting in operating income of 2,686 million yen, an increase of 154.1% from a year earlier. Ordinary income increased by 124.9% year on year, to 3,049 million yen. As a result, profit attributable to owners of parent increased by 173.9% year on year, to 2,000 million yen.

Results by business segment are as follows.

From the second quarter of the previous fiscal year, the Company changed the classification of reporting segments. With respect to comparisons with results for the same period of the previous year, comparisons and analyses were made based on figures for the previous year's segments that have been reclassified according to the new segment classification.

[AUTOBACS Business]

In the AUTOBACS Business, net sales increased by 6.3% year on year, to 46,508 million yen, and the segment profit increased by 32.3%, to 4,628 million yen.

Sales of the entire domestic AUTOBACS chain (including franchise stores) increased by 3.8% year on year on a same-store basis and by 5.0% year on year on an overall basis.

In the domestic AUTOBACS chain, while a decline in tire sales due to price hikes was a concern, strategic sales promotions were effective, resulting in steady performance. Sales of maintenance-related products such as oil and batteries grew on the back of demand for vehicle maintenance, along with service labor costs associated with these products.

The statutory safety inspection and maintenance services performed well against the backdrop of an increase in the number of vehicles subject to inspection, with the number of vehicles that underwent statutory safety inspection and maintenance services increasing by 8.9% year-on-year to approximately 166,000.

As for automobile sales, sales increased by 1.6% year on year to approximately 7,500 units, driven by growth in retail sales of new and used vehicles at domestic AUTOBACS stores. However, total sales revenue remained flat at 8,452 million yen, reflecting a decline in the average price of used vehicles due to an increase in the number of vehicles offered at used car auctions.

As for domestic store openings and closures, 15 new stores opened and one store closed, and the number of stores increased from 1,020 (including 417 annex stores and in-store shops) at the end of March 2025 to 1,034 (including 430 annex stores and in-store shops) as of June 30, 2025.

As for overseas sales, sales in France decreased due to unstable political conditions and economic downturn decreased, despite efforts to expand product lineups. In Singapore, works at service pits remained robust by capturing maintenance demand for existing vehicles.

There were no store openings or closures overseas, resulting in a total of 148 stores as of June 30, 2025.

[Consumer Business]

In the Consumer Business, performance was significantly boosted by a series of strategic acquisitions: Otoron Co., Ltd., which operates self-financed used car dealerships, in August 2024; Tokatsu Holdings Co., Ltd., which operates Honda-authorized dealerships, in October 2024; and BEE LINE Corporation, which operates tire specialty stores, in January 2025. These acquisitions contributed substantially to the segment's growth, resulting in a marked increase in revenue and an improvement in profitability.

As a result, sales in the Consumer Business increased 148.5% year on year, to 121.93 million yen, and segment loss was 43 million yen (compared to a segment loss of 285 million yen in the same period of the previous year).

In the car dealership, the Company opened an Audi authorized dealership, "Audi Oyama," in Oyama City, Tochigi Prefecture, in May 2025.

In the online store business, sales promotion initiatives in the e-commerce mall were successful, resulting in increased sales.

Additionally, in April 2025, the Company opened "AUTO IN Shaken & Tire Center Imizu Store," a specialized business focused on vehicle inspections, maintenance, and repairs.

In the consumer business, there were two new store openings, resulting in a total of 126 stores as of June 30, 2025, compared to 124 stores as of March 31, 2025.

[Wholesale Business]

Sales in the Wholesale Business increased by 5.5% year on year, to 8,046 million yen, and segment loss was 139 million yen (compared to a segment loss of 169 million yen in the same period of the previous year).

In Japan, subsidiaries engaged in the wholesale of engine oil and related products performed steadily, supported by rising demand for vehicle maintenance. Additionally, sales were boosted by expanded wholesale transactions with Seven-Eleven stores.

Overseas, in China, sales increased due to expanded exports to Japan following the commencement of exclusive tire transactions. In Australia, while the launch of new products helped maintain steady sales, overall revenue declined due to exchange rate fluctuations.

[Expansion Business]

Sales for the Expansion Business increased by 22.9% year on year, to 2,706 million yen, and segment profit increased by 77.4%, to 297 million yen.

(2) Overview of financial condition for the quarter under review

Financial condition is as follows.

Total assets as of June 30, 2025, decreased by 4,937 million yen from the end of the previous fiscal term to 223,232 million yen. This was mainly due to an increase in merchandise, despite a decrease in accounts receivable-other.

Liabilities decreased by 4,772 million yen from the end of the previous fiscal term to 91,434 million yen. This was mainly due to decreases in notes and accounts payable-trade, accounts payable-other, and income taxes payable.

Total net assets decreased by 165 million yen from the end of the previous fiscal term to 131,798 million yen. This was mainly due to a decrease in retained earnings due to dividend payment, despite an increase in profit attributable to owners of parent.

6. Quarterly Consolidated Financial Statements
(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2025	As of June 30, 2025
Assets		
Current assets		
Cash and deposits	31,292	31,125
Notes and accounts receivable - trade	29,602	29,838
Merchandise	27,649	28,869
Accounts receivable - other	27,902	19,839
Other	10,646	11,013
Allowance for doubtful accounts	(64)	(88)
Total current assets	127,028	120,597
Non-current assets		
Property, plant and equipment		
Land	29,421	29,449
Other, net	27,336	28,501
Total property, plant and equipment	56,757	57,950
Intangible assets		
Goodwill	8,694	8,725
Other	8,676	8,522
Total intangible assets	17,370	17,247
Investments and other assets		
Guarantee deposits	11,998	11,976
Other	15,044	15,487
Allowance for doubtful accounts	(28)	(27)
Total investments and other assets	27,014	27,436
Total non-current assets	101,142	102,634
Total assets	228,170	223,232
Liabilities		
Current liabilities		
Notes and accounts payable - trade	16,157	15,074
Short-term borrowings	8,514	8,188
Accounts payable - other	18,015	15,176
Income taxes payable	2,781	1,336
Other	12,963	14,033
Total current liabilities	58,432	53,809
Non-current liabilities		
Bonds payable	200	200
Long-term borrowings	26,263	26,169
Provisions	7	7
Retirement benefit liability	266	282
Asset retirement obligations	3,398	3,431
Other	7,638	7,533
Total non-current liabilities	37,774	37,624
Total liabilities	96,206	91,434

(Millions of yen)

	As of March 31, 2025	As of June 30, 2025
Net assets		
Shareholders' equity		
Share capital	33,998	33,998
Capital surplus	34,138	34,138
Retained earnings	66,246	65,892
Treasury shares	(6,060)	(6,060)
Total shareholders' equity	128,323	127,969
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,736	1,691
Foreign currency translation adjustment	1,748	1,752
Total accumulated other comprehensive income	3,484	3,443
Non-controlling interests	155	385
Total net assets	131,963	131,798
Total liabilities and net assets	228,170	223,232

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

(Millions of yen)

	Three months ended June 30, 2024	Three months ended June 30, 2025
Net sales	54,011	64,223
Cost of sales	35,523	41,251
Gross profit	18,487	22,971
Selling, general and administrative expenses	17,430	20,285
Operating profit	1,057	2,686
Non-operating income		
Interest income	25	23
Dividend income	66	65
Share of profit of entities accounted for using equity method	126	178
Lease revenue-system equipment	199	94
Other	366	310
Total non-operating income	784	673
Non-operating expenses		
Interest expenses	13	96
Lease cost-system equipment	247	110
Loss on retirement of non-current assets	15	6
Other	209	97
Total non-operating expenses	485	310
Ordinary profit	1,356	3,049
Profit before income taxes	1,356	3,049
Income taxes - current	199	1,088
Income taxes - deferred	423	(79)
Total income taxes	622	1,009
Profit	733	2,040
Profit attributable to		
Profit attributable to owners of parent	730	2,000
Profit attributable to non-controlling interests	2	39
Other comprehensive income		
Valuation difference on available-for-sale securities	228	(42)
Foreign currency translation adjustment	263	19
Share of other comprehensive income of entities accounted for using equity method	65	(16)
Total other comprehensive income	557	(39)
Comprehensive income	1,290	2,001
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,287	1,959
Comprehensive income attributable to non-controlling interests	3	41

7. Notes on the quarterly consolidated financial statements

(Segment Information)

I Three months ended June 30, 2024

1. Information about sales and profit (loss) and breakdown of sales

(Millions of yen)

	Reportable segments					Reconciling items (Note 1)	Per quarterly consolidated financial statements (Note 2)
	AUTOBACS Business	Consumer Business	Wholesale Business	Expansion Business	Reportable segments		
Sales							
Revenue from contracts with customers	42,611	4,884	5,593	333	53,423	—	53,423
Other revenue	—	—	—	587	587	—	587
Revenues from external customers	42,611	4,884	5,593	921	54,011	—	54,011
Transactions with other segments	1,154	23	2,029	1,280	4,488	(4,488)	—
Net sales	43,766	4,907	7,623	2,201	58,499	(4,488)	54,011
Operating profit (loss)	3,497	(285)	(169)	167	3,210	(2,153)	1,057

Notes:

1. The amount (2,153) million yen of "Reconciling items" of Operating profit (loss) is the corporate administrative expense which is not allocable to each reportable segment.
2. Operating profit (loss) corresponds to Operating profit in the Consolidated Statements of Income and Comprehensive Income.

2. Impairment losses of assets, goodwill, and others, by reporting segment

Not applicable.

II Three months ended June 30, 2025

1. Information about sales and profit (loss) and breakdown of sales

(Millions of yen)

	Reportable segments					Reconciling items (Note 1)	Per quarterly consolidated financial statements (Note 2)
	AUTOBACS Business	Consumer Business	Wholesale Business	Expansion Business	Reportable segments		
Sales							
Revenue from contracts with customers	45,195	12,126	5,622	708	63,652	—	63,652
Other revenue	—	—	—	570	570	—	570
Revenues from external customers	45,195	12,126	5,622	1,279	64,223	—	64,223
Transactions with other segments	1,312	67	2,423	1,427	5,231	(5,231)	—
Net sales	46,508	12,193	8,046	2,706	69,454	(5,231)	64,223
Operating profit (loss)	4,628	(43)	139	297	5,021	(2,335)	2,686

Notes:

1. The amount (2,335) million yen of "Reconciling items" of Operating profit (loss) is the corporate administrative expense which is not allocable to each reportable segment.
2. Operating profit (loss) corresponds to Operating profit in the Consolidated Statements of Income and Comprehensive Income.

2. Matters concerning change in reportable segments

In the 2024 Medium-term Business Plan "Accelerating Towards Excellence" announced in May 2024, we have set a new direction to become a "Mobility Life Infrastructure" for our customers on a global scale, and are changing to a structure that concentrates on and strengthens the two axes: retail and wholesale. In order to promptly launch initiatives in line with this direction and accelerate the speed of strategy implementation, from the previous interim consolidated accounting period, the Company has changed its reporting segments, which were previously divided into "Domestic AUTOBACS Business," "Overseas Business," "Car Dealership, B to B, Online Alliance Business," and "Other Business," into the reportable segments based on retail and wholesale.

It changed its segment to four: "AUTOBACS Business," which conducts retail sales to AUTOBACS stores in Japan and overseas and wholesale sales to AUTOBACS stores; "Consumer Business," which operates online sale of automotive goods and services, and the purchase and sale of new and used cars as retail sales other than those conducted in the AUTOBACS Business; "Wholesale Business," which wholesales private brands including lifestyle brands as wholesale sales other than those conducted in the AUTOBACS Business; and "Expansion Business," which handles peripheral businesses such as financing, property/site development, and EV solutions.

In addition, segment information for the Three months ended June 30, 2024 has been disclosed based on the revised reportable segment classification.

3. Impairment losses of assets, goodwill, and others, by reporting segment

Not applicable.

(Notes in case significant changes were made to the amount of shareholders' equity)

Not applicable.

(Notes on the Going-concern Assumption)

Not applicable.

(Notes on the quarterly consolidated cash flow statement)

The Company has not prepared the quarterly consolidated cash flow statement for the Three Months ended June 30, 2025. Depreciation (including depreciation of intangible assets excluding goodwill) and amortization of goodwill for the Three Months ended June 30, 2025, are as follows.

(Millions of yen)

	Three months ended June 30, 2024	Three months ended June 30, 2025
Depreciation	1,335	1,511
Amortization of goodwill	93	248