



Monthly Retail Sales Report (January 2022)

7-Feb-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)	±0	±0	±0	±0	+ 1	- 1	±0	+ 1	- 1	±0	±0	±0	+ 1	±0	±0	±0	±0	+ 1	±0	+ 1
YoY growth rate		Jan-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
TOTAL SALES	Total store basis	11.6	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7	-0.7	0.4	2.2			0.4	9.4	-6.9	-0.2		0.6	
	Same store basis	11.9	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9	-1.1	0.1	1.8			0.2	9.4	-7.0	-0.6		0.5	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	9.3	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9	-2.9	-2.9	-2.2			-2.6	1.0	-6.0	-2.9		-2.5	
	Same store basis	9.6	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1	-3.3	-3.3	-2.6			-2.8	1.0	-6.1	-3.2		-2.6	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	2.0	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2	2.2	3.5	4.5			3.1	8.2	-1.0	2.7		3.2	

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jan-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	19.6	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1	11.9	4.8	9.1			5.0	4.8	-3.2	8.2		0.7	
	Car Electronics	-1.8	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1	-33.4	-23.2	-9.9			-15.9	14.0	-26.9	-26.8		-10.8	
	Oil	0.9	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2	0.4	0.3	4.8			2.4	7.5	-0.2	-0.1		3.5	
	Batteries	24.7	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7	6.7	1.3	-1.9			-0.8	-5.1	-2.0	3.3		-3.4	
	Accessories	11.5	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5	-13.5	-6.8	-6.4			-6.0	3.0	-10.2	-9.8		-4.1	
Services		6.1	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2	1.0	1.8	2.1			2.0	9.9	-3.2	0.4		3.0	
	Safety Inspection & Maintenance	11.4	16.4	11.6	3.2	5.7	2.7	2.4	-3.5	-0.8	-0.5	-1.1			3.3	9.9	3.6	-1.6		6.6	
Car Purchase and Sales		6.6	23.2	71.9	28.7	15.8	-3.4	2.4	5.2	-3.3	7.7	18.2			13.0	38.4	4.7	3.0		18.2	

Number of Stores (Domestic)	Store Type	Jan-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
		AUTOBACS				1						1	1				493	1		2	
Super AUTOBACS															74						
AUTOBACS Secohan Ichiba															6						
AUTOBACS Express															11						
AUTOBACS CARS															3						
TOTAL			0	0	1	0	0	0	0	1	1	0			587	1	0	2		1	

Number of Stores 《Overseas》	Jan-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
	2	0	0	1	0	3	3	1	0	3				58	2	4	4		6	

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

In January 2022, same-store and total-store sales increased by 1.8% and 2.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Both sales and volume of tires increased due to increased demand for snow tires caused by cold wave and snowfall, in addition to strong sales of summer tires. 2) The slump in sales of car electronics due to the shortage of semiconductors is on a recovery trend. Sales of car purchase and sale business increased due to increase in unit price and other factors. 3) No change in number of Saturdays, Sundays and national holidays, 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.