



Monthly Retail Sales Report (April 2022)

11-May-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 | + 1 | - 1 | ±0 | ±0 | - 1 | ±0 | + 1 | ±0 | ±0 | ±0 | - 1 | ±0 | + 1 | ±0 | - 1 | + 1 | - 1 | - 1 | ±0 |
|---|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|-----|----|-----|-----|-----|-----|----|
| YoY growth rate | Apr-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 | 18.8 | 6.6 | | | | | | | | | | | 6.6 | | | | | | | |
| | Same store basis | 18.8 | 6.2 | | | | | | | | | | | 6.2 | | | | | | | |
| TOTAL NUMBER OF PURCHASING CUSTOMERS | Total store basis | 8.9 | -0.8 | | | | | | | | | | | -0.8 | | | | | | | |
| | Same store basis | 8.9 | -1.0 | | | | | | | | | | | -1.0 | | | | | | | |
| AVERAGE PURCHASE PRICE PER CUSTOMER | Total store basis | 9.0 | 7.3 | | | | | | | | | | | 7.3 | | | | | | | |

《Groupwide Sales results (Domestic)》

| SALES BREAKDOWN BY MERCHANDISE AND SERVICES | | Apr-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 | | | | | | | | | | | | | | | | | | | | | |
| Automotive Goods | Tires | 20.8 | 29.9 | | | | | | | | | | | | 29.9 | | | | | | |
| | Car Electronics | 31.6 | -18.2 | | | | | | | | | | | | -18.2 | | | | | | |
| | Oil | 14.6 | 3.7 | | | | | | | | | | | | 3.7 | | | | | | |
| | Batteries | -3.1 | 3.2 | | | | | | | | | | | | 3.2 | | | | | | |
| | Accessories | 13.6 | -10.2 | | | | | | | | | | | | -10.2 | | | | | | |
| Services | | 19.7 | 6.5 | | | | | | | | | | | 6.5 | | | | | | | |
| | Safety Inspection & Maintenance | 16.4 | -4.7 | | | | | | | | | | | | -4.7 | | | | | | |
| Car Purchase and Sales | | 23.2 | 25.6 | | | | | | | | | | | 25.6 | | | | | | | |

| | | | | | | | | | | | | | | | | | | | | | |
|------------------------------------|-------------------------|--|-------|--|--|--|--|--|--|--|--|--|--|--|-----|--|--|--|--|--|--|
| Number of Stores (Domestic) | AUTOBACS | | | | | | | | | | | | | | 494 | | | | | | |
| | Super AUTOBACS | | | | | | | | | | | | | | 74 | | | | | | |
| | AUTOBACS Secohan Ichiba | | | | | | | | | | | | | | 6 | | | | | | |
| | AUTOBACS Express | | | | | | | | | | | | | | 11 | | | | | | |
| | AUTOBACS CARS | | +1/-1 | | | | | | | | | | | | 3 | | | | | | |
| | TOTAL | | 0 | | | | | | | | | | | | 588 | | | | | | |

| | | | | | | | | | | | | | | | | | | | | | |
|------------------------------------|---|--|--|--|--|--|--|--|--|--|--|--|--|--|----|--|--|--|--|--|--|
| Number of Stores (Overseas) | 1 | | | | | | | | | | | | | | 63 | | | | | | |
|------------------------------------|---|--|--|--|--|--|--|--|--|--|--|--|--|--|----|--|--|--|--|--|--|

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

In April 2022, same-store and total-store sales increased by 6.2% and 6.6% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of tires and wheels exceeded the previous year in both value and volume due to a rush before tire price increase, an increase in demands for tire replacement, and strategic sales promotion. 2) Sales of car electronics was weak strongly affected by the production decrease of new cars. 3) Car Purchase & Sales exceeded the previous year by double digits due to strong business sales. 4) Number of weekends and national holidays, +1 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.