



# Monthly Retail Sales Report (May 2022)

7-Jun-22  
 AUTOBACS SEVEN CO., LTD.  
 PR and IR Department  
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## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	+ 1	- 1	±0	±0	- 1	±0	+ 1	±0	±0	±0	- 1	±0	±0	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	May-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	
<b>TOTAL SALES</b>	Total store basis	13.3	6.6	2.4										4.6							
	Same store basis	13.3	6.2	2.0										4.2							
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-1.0	-0.8	-1.6										-1.2							
	Same store basis	-1.0	-1.0	-1.8										-1.4							
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	14.3	7.3	3.8										5.7							

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		YoY growth rate in same store basis	May-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
<b>Automotive Goods</b>	Tires	6.1	29.9	19.0												25.2						
	Car Electronics	27.7	-18.2	-16.2												-17.3						
	Oil	9.3	3.7	7.7												5.6						
	Batteries	-4.2	3.2	5.0												4.1						
	Accessories	3.3	-10.2	-10.8												-10.5						
<b>Services</b>		12.1	6.5	3.3											5.0							
	Safety Inspection & Maintenance	11.6	-4.7	-4.1												-4.4						
<b>Car Purchase and Sales</b>			71.9	25.6	11.9											18.7						

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

<b>Number of Stores (Overseas)</b>	1	1														64						
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2022, same-store and total-store sales increased by 2.0% and 2.4% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Although a reactionary decrease after the tire price increase was expected, sales of tires and wheels exceeded the previous year value due to strategic sales promotion. 2) Sales of car electronics and accessories were weak strongly affected by the production decrease of new cars. 3) Car Purchase & Sales exceeded the previous year which increased significantly 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.