



# Monthly Retail Sales Report (August 2022)

7-Sep-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)	- 1	+ 1	- 1	±0	±0	- 1	±0	+ 1	±0	±0	±0	- 1	±0	- 1	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	Aug-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	-12.0	6.6	2.4	1.5	2.9	6.8							4.1	3.7						
	Same store basis	-12.1	6.2	2.0	1.5	3.2	6.8							4.0	3.4						
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-13.2	-0.8	-1.6	-1.7	-4.1	-2.5							-2.1	-1.3						
	Same store basis	-13.3	-1.0	-1.8	-1.5	-3.9	-2.5							-2.1	-1.4						
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	1.3	7.3	3.8	3.0	7.3	9.4							6.2	4.9						

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Aug-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																					
<b>Automotive Goods</b>	Tires	-8.5	29.9	19.0	2.0	3.2	36.5								18.9	19.1					
	Car Electronics	-29.8	-18.2	-16.2	-11.1	-7.2	-16.9								-13.9	-15.5					
	Oil	-4.5	3.7	7.7	8.5	8.1	8.8								7.3	6.6					
	Batteries	-4.2	3.2	5.0	2.7	7.6	11.9								6.5	3.6					
	Accessories	-18.6	-10.2	-10.8	-8.7	-7.1	-10.8								-9.5	-9.9					
<b>Services</b>		-7.3	6.5	3.3	3.3	2.8	5.6								4.3	4.5					
	Safety Inspection & Maintenance	2.7	-4.7	-4.1	2.0	4.0	1.5								-0.1	-2.2					
<b>Car Purchase and Sales</b>		-3.4	25.6	11.9	21.4	31.5	20.7								22.5	19.6					

Number of Stores (Domestic)	Store Type	Aug-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
		AUTOBACS				1											495	1			
Super AUTOBACS															74	0					
AUTOBACS Secohan Ichiba				-1											5	-1					
AUTOBACS Express															11	0					
AUTOBACS CARS		+1/-1													3	0					
<b>TOTAL</b>		0	0	0	0	0	0								588	0					

Number of Stores (Overseas)	Aug-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	
	1	1	2	1	0									67	4						

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

In August 2022, same-store and total-store sales both increased by 6.8% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires and wheels increased double digits, due to rush demand before the second tire price increase this fiscal year, which was achieved by strategic sales promotions. 2) Oil and batteries were strong due to vehicle maintenance necessary to continue driving existing cars, in addition to an increase in demand for return trips home and long drives with no restrictions on activities for the first time in three years. 3) Car Purchase & Sales continued double digit increase 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.