



Monthly Retail Sales Report (October 2022)

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

# of weekends and holidays	YoY change (day)	+ 1	+ 1	- 1	±0	±0	- 1	±0	+ 1	±0	±0	±0	- 1	±0	±0	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	Oct-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	-0.7	6.6	2.4	1.5	2.9	6.8	2.8	6.5					4.3	3.7	4.2			3.9		
	Same store basis	-0.9	6.2	2.0	1.5	3.2	6.8	3.1	6.9					4.3	3.4	4.3			3.9		
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-2.9	-0.8	-1.6	-1.7	-4.1	-2.5	-5.4	-1.1					-2.4	-1.3	-4.0			-2.6		
	Same store basis	-3.1	-1.0	-1.8	-1.5	-3.9	-2.5	-5.4	-1.1					-2.4	-1.4	-3.9			-2.6		
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	2.2	7.3	3.8	3.0	7.3	9.4	9.0	8.1					6.9	4.9	8.5			6.6		

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Oct-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	10.1	29.9	19.0	2.0	3.2	36.5	7.4	3.9						14.7	19.1	15.3			17.2	
	Car Electronics	-23.1	-18.2	-16.2	-11.1	-7.2	-16.9	-13.3	-2.4						-12.5	-15.5	-12.1			-13.8	
	Oil	-1.2	3.7	7.7	8.5	8.1	8.8	6.2	10.0						7.6	6.6	7.8			7.2	
	Batteries	2.7	3.2	5.0	2.7	7.6	11.9	6.8	11.3						7.4	3.6	8.9			6.6	
	Accessories	-9.5	-10.2	-10.8	-8.7	-7.1	-10.8	-11.0	-2.9						-8.9	-9.9	-9.4			-9.7	
Services		-2.2	6.5	3.3	3.3	2.8	5.6	3.6	8.8						4.9	4.5	4.0			4.2	
	Safety Inspection & Maintenance	-3.5	-4.7	-4.1	2.0	4.0	1.5	5.5	11.4						2.3	-2.2	3.7			0.9	
Car Purchase and Sales		5.2	25.6	11.9	21.4	31.5	20.7	25.5	29.9						24.0	19.6	26.2			23.1	

Number of Stores (Domestic)	AUTOBACS			1					+2/-1						496	1	0			1	
	Super AUTOBACS														74	0	0			0	
	AUTOBACS Secohan Ichiba			-1											5	-1	0			-1	
	AUTOBACS Express														11	0	0			0	
	AUTOBACS CARS		+1/-1												3	0	0			0	
	TOTAL		0	0	0	0	0	0	0	1					589	0	0			0	

Number of Stores 《Overseas》	1	1	2	1	0	4	0								71	4	5			9	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In October 2022, same-store and total-store sales increased by 6.9% and 6.5% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries remained strong due to maintenance demand necessary to continue driving existing cars. 2) Statutory safety inspection and maintenance services were strong due to an increase of numbers of vehicles subject to statutory safety inspection. 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.