



Monthly Retail Sales Report (February 2023)

7-Mar-23
 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	Feb-22	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	5.2	6.6	2.4	1.5	2.9	6.8	2.8	6.5	4.4	4.5	3.4	0.6	4.0	3.7	4.2	5.0			3.9	
	Same store basis	5.1	6.2	2.0	1.5	3.2	6.8	3.1	6.9	4.0	4.2	3.0	0.3	3.8	3.4	4.3	4.8			3.9	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-3.8	-0.8	-1.6	-1.7	-4.1	-2.5	-5.4	-1.1	-7.0	-3.3	-4.4	-3.3	-3.2	-1.3	-4.0	-3.8			-2.6	
	Same store basis	-4.1	-1.0	-1.8	-1.5	-3.9	-2.5	-5.4	-1.1	-7.3	-3.6	-4.7	-3.5	-3.3	-1.4	-3.9	-4.1			-2.6	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	9.5	7.3	3.8	3.0	7.3	9.4	9.0	8.1	12.1	8.0	8.0	3.9	7.3	4.9	8.5	9.2			6.6	

(Groupwide Sales results (Domestic))

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Feb-22	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	33.8	29.9	19.0	2.0	3.2	36.5	7.4	3.9	1.3	4.9	1.9	-6.9	8.2	19.1	15.3	3.5			17.2	
	Car Electronics	-17.9	-18.2	-16.2	-11.1	-7.2	-16.9	-13.3	-2.4	-2.5	-14.1	-15.0	-12.0	-12.0	-12.0	-15.5	-12.1	-6.9			-13.8
	Oil	-0.7	3.7	7.7	8.5	8.1	8.8	6.2	10.0	3.8	4.1	5.3	14.3	7.2	6.6	7.8	5.9			7.2	
	Batteries	19.0	3.2	5.0	2.7	7.6	11.9	6.8	11.3	-4.0	7.8	-0.3	-8.6	3.8	3.6	8.9	5.1			6.6	
	Accessories	-13.8	-10.2	-10.8	-8.7	-7.1	-10.8	-11.0	-2.9	-6.3	-8.8	-10.4	-1.2	-8.2	-9.9	-9.4	-6.1			-9.7	
Services		-1.1	6.5	3.3	3.3	2.8	5.6	3.6	8.8	5.0	5.6	3.4	5.9	4.9	4.5	4.0	6.2			4.2	
	Safety Inspection & Maintenance	-3.3	-4.7	-4.1	2.0	4.0	1.5	5.5	11.4	8.3	7.6	7.2	8.9	4.3	-2.2	3.7	9.1			0.9	
Car Purchase and Sales		8.3	25.6	11.9	21.4	31.5	20.7	25.5	29.9	37.0	32.1	31.3	25.5	26.8	19.6	26.2	33.0			23.1	

Number of Stores (Domestic)	AUTOBACS			1				+2/-1	1						497	1	0	2		1	
	Super AUTOBACS														74	0	0	0		0	
	AUTOBACS Secohan Ichiba			-1							-1				4	-1	0	-1		-1	
	AUTOBACS Express														11	0	0	0		0	
	AUTOBACS CARS		+1/-1												3	0	0	0		0	
	TOTAL		0	0	0	0	0	0	1	1	-1	0	0		589	0	0	1		0	

Number of Stores (Overseas)	1	1	2	1	0	4	0	2	3	0	1			77	4	5	5			9	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In February 2023, same-store and total-store sales increased by 0.3% and 0.6% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil exceeded the previous year by double digits due to maintenance demand for existing cars. 2) Tires and Batteries proceeded at the same level in the average year, despite a decline in sales in reaction to double-digit growth in the previous year. 3) Car Purchase & Sales continued double digit increase. 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.