



Monthly Retail Sales Report (March 2023)

7-Apr-23
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 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	- 1	±0	- 1	+ 1	- 1	- 1	±0
YoY growth rate	Mar-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	3.5	6.6	2.4	1.5	2.9	6.8	2.8	6.5	4.4	4.5	3.4	0.6	6.0	4.2	3.7	4.2	5.0	3.6	3.9	4.4
	Same store basis	3.3	6.2	2.0	1.5	3.2	6.8	3.1	6.9	4.0	4.2	3.0	0.3	5.8	4.0	3.4	4.3	4.8	3.3	3.9	4.2
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	0.3	-0.8	-1.6	-1.7	-4.1	-2.5	-5.4	-1.1	-7.0	-3.3	-4.4	-3.3	-1.2	-3.0	-1.3	-4.0	-3.8	-2.9	-2.6	-3.4
	Same store basis	0.0	-1.0	-1.8	-1.5	-3.9	-2.5	-5.4	-1.1	-7.3	-3.6	-4.7	-3.5	-1.3	-3.1	-1.4	-3.9	-4.1	-3.1	-2.6	-3.6
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	3.2	7.3	3.8	3.0	7.3	9.4	9.0	8.1	12.1	8.0	8.0	3.9	7.2	7.3	4.9	8.5	9.2	6.6	6.6	8.0

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-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	23.0	29.9	19.0	2.0	3.2	36.5	7.4	3.9	1.3	4.9	1.9	-6.9	4.9	7.9	19.1	15.3	3.5	1.2	17.2	2.7
	Car Electronics	-14.7	-18.2	-16.2	-11.1	-7.2	-16.9	-13.3	-2.4	-2.5	-14.1	-15.0	-12.0	-8.2	-11.6	-15.5	-12.1	-6.9	-11.6	-13.8	-9.3
	Oil	3.7	3.7	7.7	8.5	8.1	8.8	6.2	10.0	3.8	4.1	5.3	14.3	14.0	7.8	6.6	7.8	5.9	11.1	7.2	8.4
	Batteries	6.1	3.2	5.0	2.7	7.6	11.9	6.8	11.3	-4.0	7.8	-0.3	-8.6	2.0	3.7	3.6	8.9	5.1	-2.3	6.6	1.7
	Accessories	-9.8	-10.2	-10.8	-8.7	-7.1	-10.8	-11.0	-2.9	-6.3	-8.8	-10.4	-1.2	-0.4	-7.6	-9.9	-9.4	-6.1	-4.0	-9.7	-5.1
Services		0.6	6.5	3.3	3.3	2.8	5.6	3.6	8.8	5.0	5.6	3.4	5.9	9.5	5.4	4.5	4.0	6.2	6.6	4.2	6.4
	Safety Inspection & Maintenance	-5.7	-4.7	-4.1	2.0	4.0	1.5	5.5	11.4	8.3	7.6	7.2	8.9	13.0	5.2	-2.2	3.7	9.1	10.0	0.9	9.6
Car Purchase and Sales		7.9	25.6	11.9	21.4	31.5	20.7	25.5	29.9	37.0	32.1	31.3	25.5	19.7	26.0	19.6	26.2	33.0	24.6	23.1	28.6

Number of Stores (Domestic)	AUTOBACS	YoY change (day)											Accumulated Total	1Q	2Q	3Q	4Q	1H	2H		
	AUTOBACS			1					+2/-1	1				-1	496	1	0	2	-1	1	1
	Super AUTOBACS														74	0	0	0	0	0	0
	AUTOBACS Secohan Ichiba			-1										-1	4	-1	0	-1	0	-1	-1
	AUTOBACS Express														11	0	0	0	0	0	0
	AUTOBACS CARS		+1/-1												3	0	0	0	0	0	0
	TOTAL		0	0	0	0	0	0	1	1	-1	0	0	-1	588	0	0	1	-1	0	0

Number of Stores 《Overseas》																					
	1	1	2	1	0	4	0	2	+3/-1	0	1	2		78	4	5	4	3	9	7	

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

In March 2023, same-store and total-store sales increased by 5.8% and 6.0% 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 performed well and exceeded the previous year. 3) Car Purchase & Sales continued double digit increase both in business and retail sales. 4) Number of weekends and national holidays, ± 0 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.

< 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.

< 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.

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

In June 2022, same-store and total-store sales both increased by 1.5% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Sales of car electronics and accessories were weak strongly affected by the production decrease of new cars, but tires, oil, and batteries remained strong due to maintenance demand for existing cars. 2) Car Purchase & Sales exceeded the previous year which increased significantly by double digits due to strong business sales. 3) Number of weekends and national holidays, +-0 from LY.

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

In July 2022, same-store and total-store sales increased by 3.2% and 2.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil, and batteries were strong due to increased demand for vehicle maintenance necessary to continue driving existing cars. 2) Car Purchase & Sales continued double digit increase due to strong business sales. 3) Number of weekends and national holidays, +-0 from LY.

< 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.

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

In September 2022, same-store and total-store sales increased by 3.1% and 2.8% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires and wheels exceeded the previous year, due to strategic sales promotions, etc., although there were concerns about a reactionary decline after the raise of tire price. 2) Sales of car electronics and accessories were weak strongly affected by the production decrease of new cars, but tires, oil, and batteries remained strong due to maintenance demand necessary to continue driving existing cars. 3) Car Purchase & Sales continued double digit increase due to strong business sales. 4) Number of weekends and national holidays, +-0 from LY.

< 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.

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

In November 2022, same-store and total-store sales increased by 4.0% and 4.4% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires and Oil was strong due to maintenance demand necessary to continue driving existing cars. 2) Car electronics is on recovery trend due to new car production recovery. 3) Car Purchase & Sales continued double digit increase due to strong new car retail sales in addition to business sales. 4) Number of weekends and national holidays, +-0 from LY.

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

In December 2022, same-store and total-store sales increased by 4.2% and 4.5% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Demand for snow tires and batteries increased on the back of temperature decrease in late December, and domestic sales exceeded the previous year. 2) Car Purchase & Sales continued double digit increase due to strong retail sales and business sales. 3) Number of weekends and national holidays, +-0 from LY.

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

In January 2023, same-store and total-store sales increased by 3.0% and 3.4% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Demand for winter items such as snow tires and tire chains increased on the back of temperature decrease in late January, and domestic sales exceeded the previous year. 2) Car Purchase & Sales continued double digit increase. 3) Number of weekends and national holidays, +-0 from LY.

< 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.