



# Monthly Retail Sales Report (July 2023)

7-Aug-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	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	- 1	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Jul-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	2.9	3.2	2.0	3.9	4.3									3.4	3.0					
	Same store basis	3.2	3.0	1.9	3.3	3.6									3.0	2.7					
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-4.1	-0.6	-6.3	-2.3	-0.4									-2.4	-3.0					
	Same store basis	-3.9	-0.8	-6.4	-2.8	-0.9									-2.7	-3.3					
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	7.3	3.8	8.8	6.2	4.5									5.7	6.1					

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jul-22	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	3.2	-2.4	0.9	8.0	12.6									3.7	1.0					
	Car Electronics	-7.2	-4.4	-7.6	-8.4	-3.5									-5.7	-6.6					
	Oil	8.1	15.1	10.9	8.6	11.1									11.4	11.5					
	Batteries	7.6	6.8	4.8	6.3	9.5									7.0	6.0					
	Accessories	-7.1	2.8	-2.9	0.8	4.1									1.4	0.3					
<b>Services</b>		2.8	4.3	3.8	3.3	5.0									4.2	3.8					
	Safety Inspection & Maintenance	4.0	13.8	12.8	7.2	6.3									9.7	11.1					
<b>Car Purchase and Sales</b>		31.5	15.1	15.4	8.1	-3.0									8.1	12.8					

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

<b>Number of Stores (Overseas)</b>	+3/-1	1	1	3											85	4					
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In July 2023, same-store and total-store sales increased by 3.6% and 4.3% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Tires, oil and batteries were strong due to maintenance demand for going out. 2) Car accessories and interiors performed well due to the recovery of car production. 3) Car Purchase & Sales decreased due to the reaction to double digit increase in LY. 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.