



Monthly Retail Sales Report (October 2023)

8-Nov-23
 AUTOBACS SEVEN CO., LTD.
 PR and IR Department
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《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+ 1	±0	- 1	±0	±0	±0	±0	- 1	±0	±0	±0	+ 1	+ 2	- 2	- 1	±0	- 1	+ 3	- 1	+ 2
YoY growth rate	Oct-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	
TOTAL SALES	Total store basis	6.5	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9						2.3	3.0	2.8			2.9	
	Same store basis	6.9	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2						1.9	2.7	2.3			2.5	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-1.1	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9						-2.4	-3.0	-0.8			-1.9	
	Same store basis	-1.1	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2						-2.7	-3.3	-1.2			-2.3	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	8.1	3.8	8.8	6.2	4.5	1.0	4.8	4.2						4.7	6.1	3.5			4.8	

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Oct-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																					
Automotive Goods	Tires	3.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7						-1.2	1.0	-3.5			-1.1	
	Car Electronics	-2.4	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3						-3.8	-6.6	-0.9			-3.8	
	Oil	10.0	15.1	10.9	8.6	11.1	9.5	12.7	5.2						10.4	11.5	11.1			11.3	
	Batteries	11.3	6.8	4.8	6.3	9.5	8.1	14.0	7.3						8.3	6.0	10.4			8.5	
	Accessories	-2.9	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3						1.9	0.3	4.7			2.5	
Services	8.8	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1						2.7	3.8	2.8			3.3		
	Safety Inspection & Maintenance	11.4	13.8	12.8	7.2	6.3	7.4	5.3	-0.1						7.2	11.1	6.3			8.5	
Car Purchase and Sales		29.9	15.1	15.4	8.1	-3.0	12.8	12.3	1.9						8.5	12.8	6.9			9.6	

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

Number of Stores 《Overseas》	+3/-1	1	1	3	+2/-1	5	+2/-2								91	4	9			13	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In October 2023, same-store and total-store sales decreased by 1.2% and 0.9% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Although sales of summer tires were solid, sales of snow tires were sluggish. 2) Sales of Services decreased due to decline in number of cars subject to statutory inspection. 3) Car Purchase & Sales increased due to strong performance in retail 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.