



Monthly Retail Sales Report (March 2024)

5-Apr-24
 AUTOBACS SEVEN CO., LTD.
 PR and IR Department
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《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	Mar-23	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	6.0	3.2	2.0	3.9	4.3	-0.9	4.9	-0.9	4.7	-10.1	-7.6	7.7	-3.1	0.0	3.0	2.8	-2.9	-1.6	2.9	-2.3
	Same store basis	5.8	3.0	1.9	3.3	3.6	-1.3	4.5	-1.2	4.8	-10.1	-7.6	7.8	-3.2	-0.2	2.7	2.3	-2.9	-1.6	2.5	-2.4
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-1.2	-0.6	-6.3	-2.3	-0.4	-2.0	0.0	-4.9	2.6	-5.1	-7.1	-0.5	-2.2	-2.5	-3.0	-0.8	-2.6	-3.4	-1.9	-3.0
	Same store basis	-1.3	-0.8	-6.4	-2.8	-0.9	-2.3	-0.3	-5.2	2.7	-5.1	-7.0	-0.4	-2.3	-2.6	-3.3	-1.2	-2.7	-3.4	-2.3	-3.0
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	7.2	3.8	8.8	6.2	4.5	1.0	4.8	4.2	2.0	-5.3	-0.7	8.1	-0.9	2.5	6.1	3.5	-0.3	1.7	4.8	0.6

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-23	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	4.9	-2.4	0.9	8.0	12.6	-18.7	-1.9	-1.7	8.6	-17.7	-13.4	18.7	-20.5	-4.7	1.0	-3.5	-5.6	-10.0	-1.1	-7.0
	Car Electronics	-8.2	-4.4	-7.6	-8.4	-3.5	-2.1	3.5	-4.3	-10.1	-0.7	-6.0	-2.4	-2.2	-4.0	-6.6	-0.9	-5.0	-3.5	-3.8	-4.3
	Oil	14.0	15.1	10.9	8.6	11.1	9.5	12.7	5.2	8.7	12.0	6.0	6.7	3.7	9.2	11.5	11.1	8.7	5.4	11.3	7.1
	Batteries	2.0	6.8	4.8	6.3	9.5	8.1	14.0	7.3	15.6	1.1	2.1	9.2	19.0	8.2	6.0	10.4	7.1	9.0	8.5	8.0
	Accessories	-0.4	2.8	-2.9	0.8	4.1	3.8	6.5	-2.3	1.3	-1.6	-4.5	-2.3	1.6	0.8	0.3	4.7	-0.9	-1.5	2.5	-1.2
Services		9.5	4.3	3.8	3.3	5.0	-0.3	3.3	-1.1	5.5	-1.6	0.6	5.2	-4.0	1.8	3.8	2.8	0.9	0.0	3.3	0.5
	Safety Inspection & Maintenance	13.0	13.8	12.8	7.2	6.3	7.4	5.3	-0.1	2.8	4.9	3.8	4.6	0.8	5.5	11.1	6.3	2.4	2.9	8.5	2.7
Car Purchase and Sales		19.7	15.1	15.4	8.1	-3.0	12.8	12.3	1.9	-2.6	-8.1	-8.0	12.9	9.1	5.2	12.8	6.9	-3.1	5.6	9.6	1.4

Number of Stores (Domestic)	AUTOBACS					+2/-1				+1/-1	+1/-1			2	499	0	1	0	2	1	2
	Super AUTOBACS									+1/-1					74	0	0	0	0	0	0
	AUTOBACS Secohan Ichiba													-1	3	0	0	0	-1	0	-1
	AUTOBACS Express														11	0	0	0	0	0	0
	AUTOBACS CARS														3	0	0	0	0	0	0
	TOTAL														590	0	1	0	1	1	1

Number of Stores 《Overseas》	+3/-1	1	1	3	+2/-1	5	+2/-2	2	4	7	+3/-2	4	109	4	9	6	12	13	18
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In March 2024, same-store and total-store sales decreased by 3.2% and 3.1% respectively from the same month in the previous year (LY). Factors of sales increase/decrease: 1) Oil and batteries were solid due to maintenance demand for existing cars. 2) Sales of tires decreased due to drop in temperature and a lot of rainfall. 4) Number of weekends and national holidays, +2 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.