

# Results for the Three Months ended June 30, 2025



AUTOBACS SEVEN CO., LTD.  
July 31, 2025

## Results of the First Three Months of FY March 31, 2026

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## TOPICS

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In the AUTOBACS Business, tires and vehicle inspection services remained strong, mainly due to the success of sales promotion measures. Both sales and income increased, partly due to the impact of subsidiaries acquired through M&A in the previous fiscal year.

	(Billion Yen)	1Q ended June 30, 2025			1Q ended June 30, 2024	
		Actual result	% of Sales	YoY change ratio	Actual result	YoY change ratio
Net sales		<b>64.2</b>		+18.9%	54.0	-6.3%
Gross profit		<b>22.9</b>	35.8%	+24.3%	18.4	-4.3%
SG&A		<b>20.2</b>	31.6%	+16.4%	17.4	+0.8%
Operating income		<b>2.6</b>	4.2%	+154.1%	1.0	-48.0%
Non-operating income/expenses		<b>0.3</b>	0.6%	+21.4%	0.2	—
Ordinary income		<b>3.0</b>	4.7%	+124.9%	1.3	-33.9%
Profit attributable to owners of parent		<b>2.0</b>	3.1%	+173.9%	0.7	-45.7%

- Amounts are rounded down to the nearest hundred million yen.  
- % of Net Sales and YoY comparisons are calculated in yen.

# Segment Information



	(Million Yen)	1Q FY March 2025	1Q FY March 2026	YoY	Summary
<b>AUTOBACS Business</b>	Gross sales	43,766	46,508	+6.3%	Sales and income increased. Domestic retail sales were strong due to demand for vehicle maintenance and strategic tire sales promotion measures. Gross profit improved due to the elimination of the impact of the FC package change in the previous fiscal year.
	Gross profit	15,418	17,452	+13.2%	
	SG&A	11,920	12,823	+7.6%	
	Operating income	3,497	4,628	+32.3%	
<b>Consumer Business</b>	Gross sales	4,907	12,193	+148.5%	Sales increased and operating loss narrowed. The newly acquired subsidiary through M&A in the previous fiscal year had a significant impact on performance. In addition, existing businesses such as Audi and BYD dealerships and AUTO IN also grew.
	Gross profit	1,246	3,299	+164.7%	
	SG&A	1,531	3,343	+118.3%	
	Operating income	-285	-43	-	
<b>Wholesale Business</b>	Gross sales	7,623	8,046	+5.5%	Sales increased and the business returned to profitability. In addition to expanded transactions with domestic retailers, wholesale oil sales remained strong due to demand for vehicle maintenance. Tire sales by the Chinese wholesale subsidiary also performed well.
	Gross profit	1,445	1,508	+4.4%	
	SG&A	1,615	1,369	-15.2%	
	Operating income	-169	139	-	
<b>Expansion Business</b>	Gross sales	2,201	2,706	+22.9%	Sales and income increased. Real estate income remained strong due to new store openings.
	Gross profit	377	711	+88.4%	
	SG&A	209	413	+97.2%	
	Operating income	167	297	+77.4%	
<b>Corporate<sup>(*1)</sup></b>	Operating income	-2,153	-2,335	-	

- Amounts are rounded down.  
- YoY comparisons are calculated in yen.

(\*1)"Corporate" is a company-wide expense not allocable to each reportable segment and primarily general, and administrative expenses.

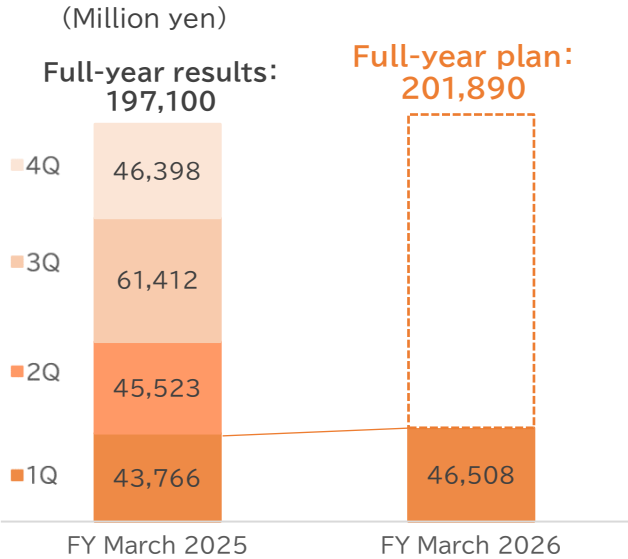
# Financial Results by Segment: AUTOBACS Business



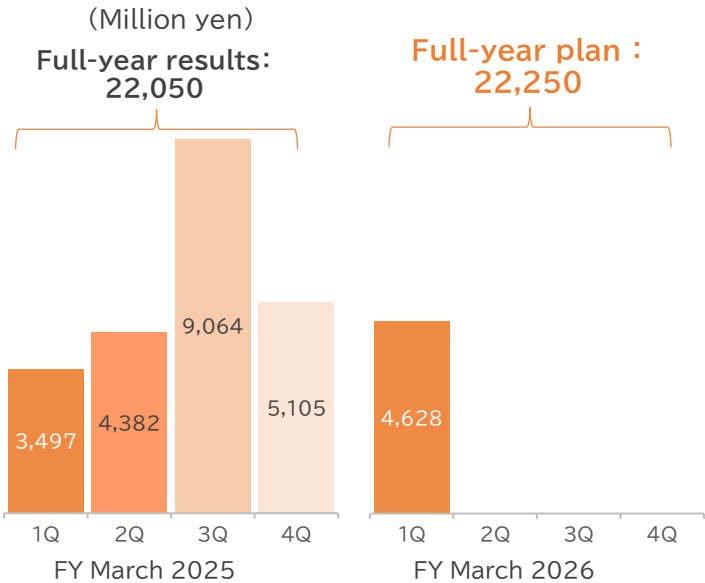
(Million yen)	1Q FY March 2025	1Q FY March 2026	YoY
Gross sales	43,766	46,508	+6.3%
Retail	20,589	22,730	+10.4%
Domestic	18,011	20,391	+13.2%
Overseas	2,577	2,339	-9.3%
Wholesale*	22,022	22,464	+2.0%
Inter-segment transactions	1,154	1,312	+13.7%
Operating income	3,497	4,628	+32.3%

\* Wholesale sales include franchise royalty income.

## Gross sales



## Operating income



Domestic retail sales were strong due to demand for vehicle maintenance. Gross profit increased due to the elimination of the impact of the FC package change in the previous fiscal year, resulting in higher sales and profits.

- Domestic AUTOBACS
  - Strategic sales promotion initiatives were successful, and tire sales grew.
  - Oil, batteries, and related service fees were strong due to demand for vehicle maintenance.
  - Vehicle inspections grew by double digits due to an increase in the number of vehicles subject to inspection.
  - Strong retail performance led to increased royalty income.

-Overseas retail  
<France>  
Despite expanding product lineup, sales decreased due to political instability and economic downturn.  
<Singapore>  
Pit services remained steady as demand for maintenance of existing vehicles increased.

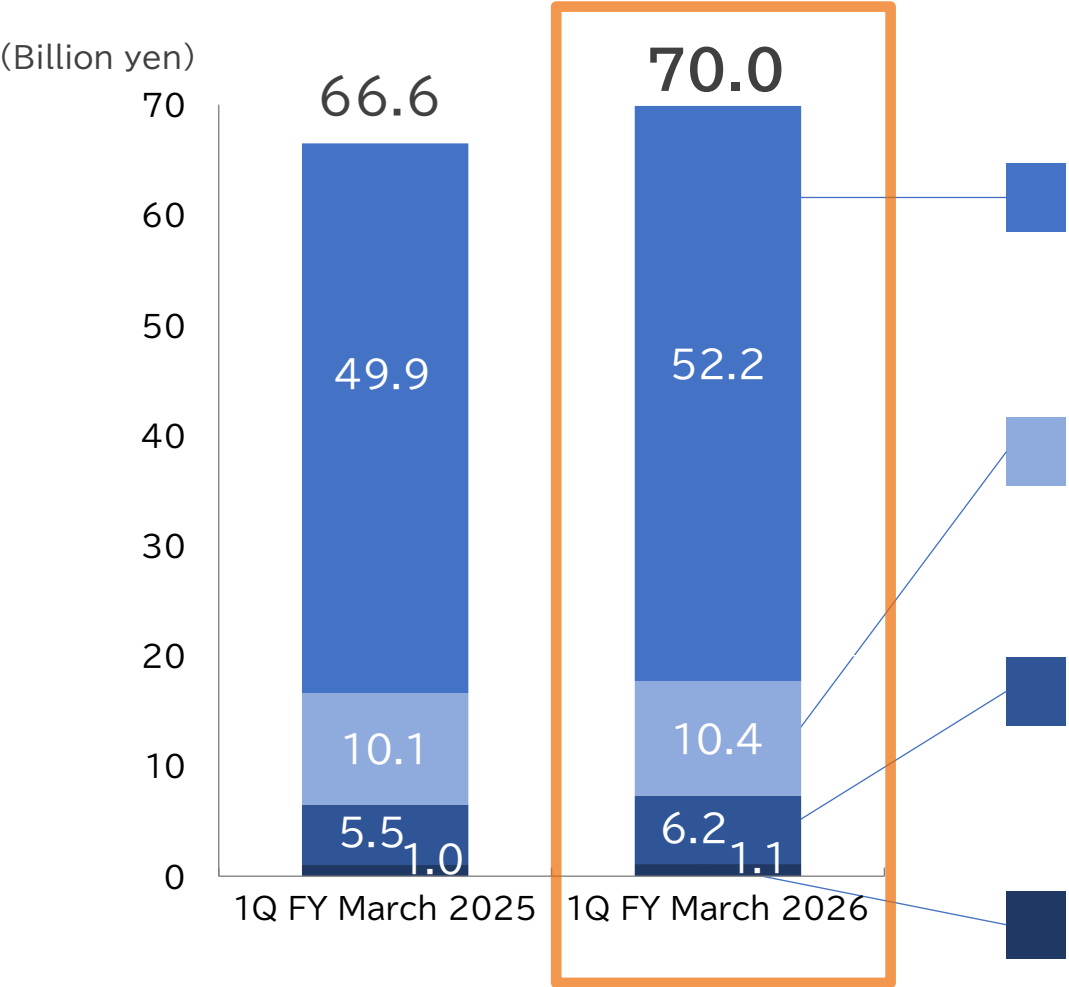
Retail Sales in Total AUTOBACS Group Stores



Retail Sales in  
Total AUTOBACS Group stores

70.0 billion yen

YoY +5.0%



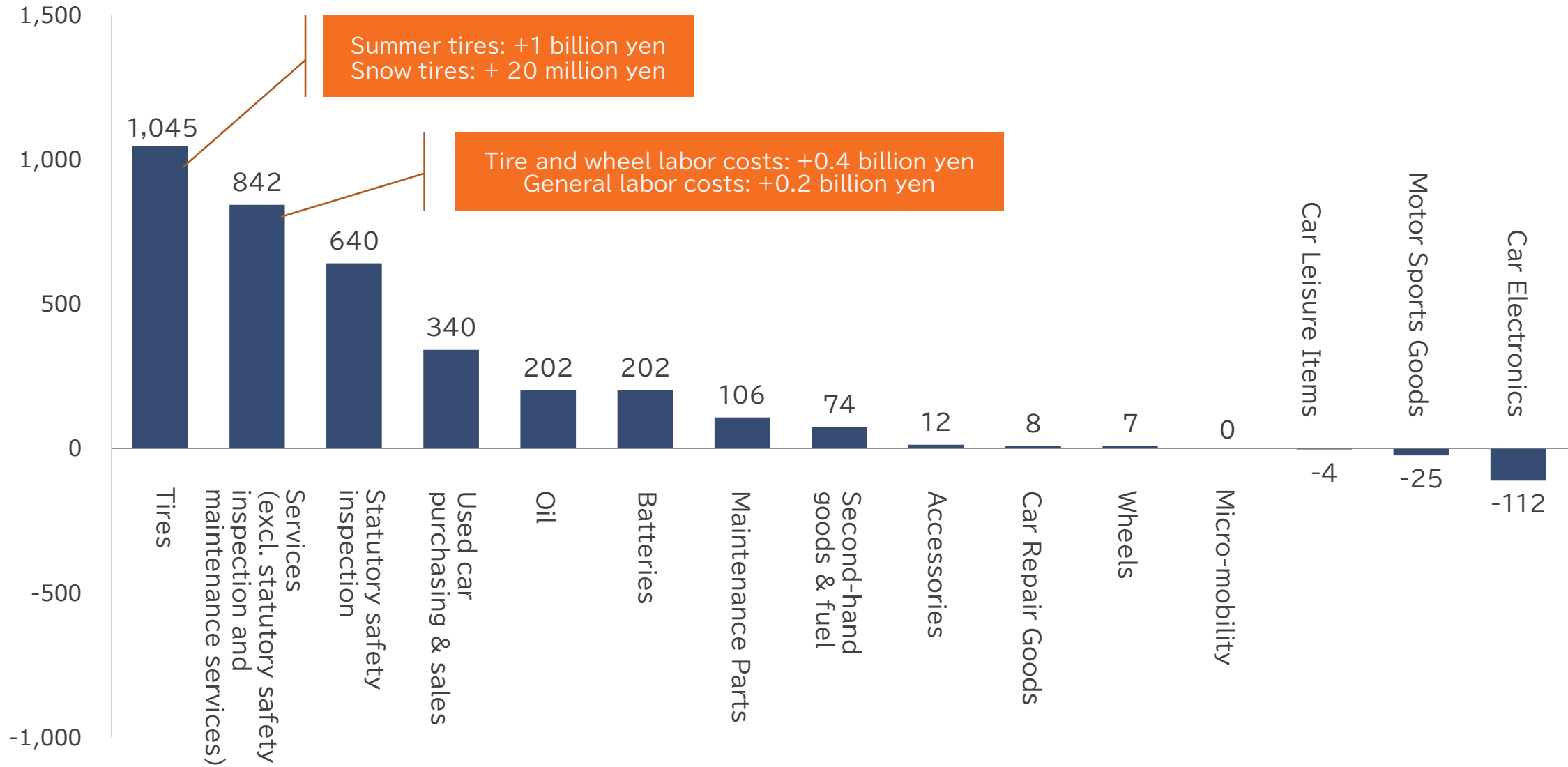
	実績	前期比
Automotive goods & services	52.2 BY	+4.6%
Used car purchasing & sales	10.4 BY	+3.3%
	9,320 cars	+3.2%
	Number of fully certified & designated stores 407 stores	+13 stores *from pre-period
Statutory safety inspection	6.2 BY	+11.5%
	166,000 cars	+8.9%
	Number of fully certified & designated stores 444 stores	+1 store *from pre-period
Second-hand goods & fuel	1.1 BY	+7.1%

- Amounts are rounded down to the nearest hundred million yen.  
- YoY comparisons are calculated in yen.

- Sales at all domestic store formats. Sales in Used car purchasing & sales include part of the sales of the Car Trading Business in Consumer Business.

# Sales Variance in Total AUTOBACS Group Stores (YoY change in amount)

(Million yen)



- Sales at all domestic store formats. Total store basis.  
- Amounts are rounded down.

Financial Results by Segment: Consumer Business



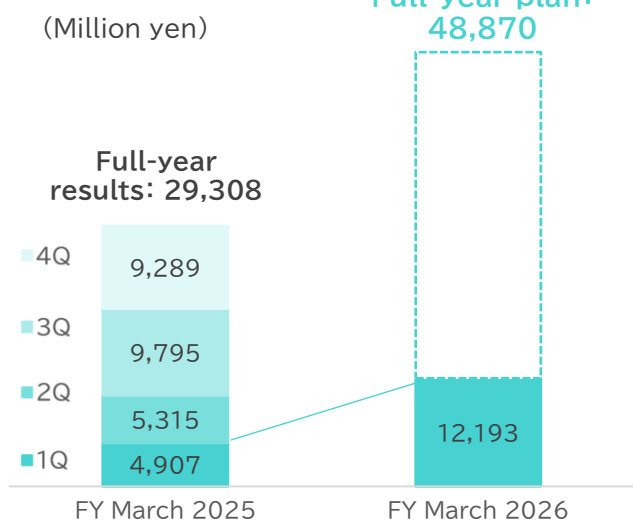
(Million yen)	1Q FY March 2025	1Q FY March 2026	YoY
Gross sales	4,907	12,193	+148.5%
Car Dealership*	1,358	3,887	+186.1%
BEE LINE	—	2,292	—
AUTOBACS CARS	1,603	2,107	+31.4%
Otoron	—	1,535	—
Online Store	1,266	1,549	+22.4%
Other	656	755	+15.0%
Inter-segment transactions	23	67	+192.8%
Operating income	-285	-43	—

\* Car Dealership: Audi, Honda, and BYD.

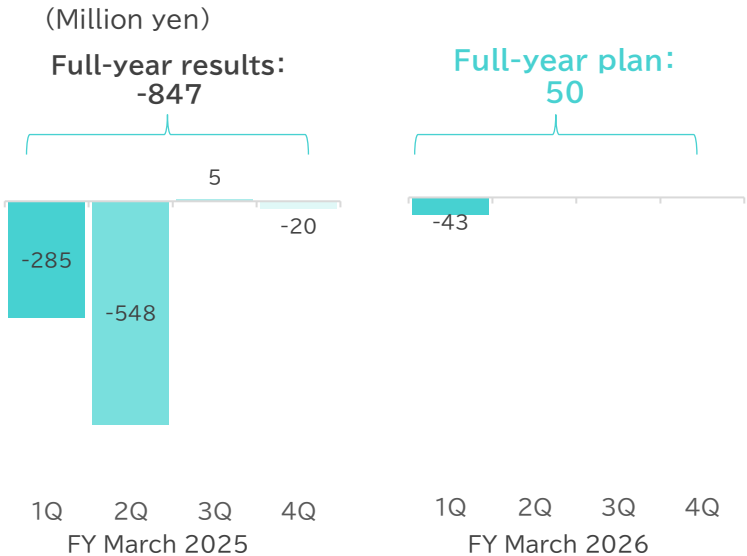
New subsidiaries acquired through M&A in the previous fiscal year (Car Dealership, BEE LINE, Otoron) contributed to performance. Existing businesses also grew, resulting in increased sales and a narrowing of operating losses.

- Car Dealership  
Acquired Honda dealership as a subsidiary in the previous term.
- AUTOBACS CARS  
Opened a new store in Kashiwa Oi and two new franchise stores.
- Online store  
Sales increased due to successful sales promotion initiatives on the e-commerce platform.
- Other  
Maintenance subsidiaries and AUTO IN performed well due to the acquisition of maintenance demand.

Gross sales



Operating income



Car Dealership



Tire shop



In-house loan type used car dealership



Large specialty store for car purchase and sales





# Financial Results by Segment: Wholesale Business

(Million yen)	1Q FY March 2025	1Q FY March 2026	YoY
Gross sales	7,623	8,046	+5.5%
Domestic wholesale	4,895	4,934	+0.8%
Overseas wholesale	698	688	-1.4%
Inter-segment transactions	2,029	2,423	+19.4%
Operating income	-169	139	—

**Domestic wholesale and Chinese wholesale subsidiary sales increased. Sales increased and the business returned to profitability.**

-Domestic Wholesale

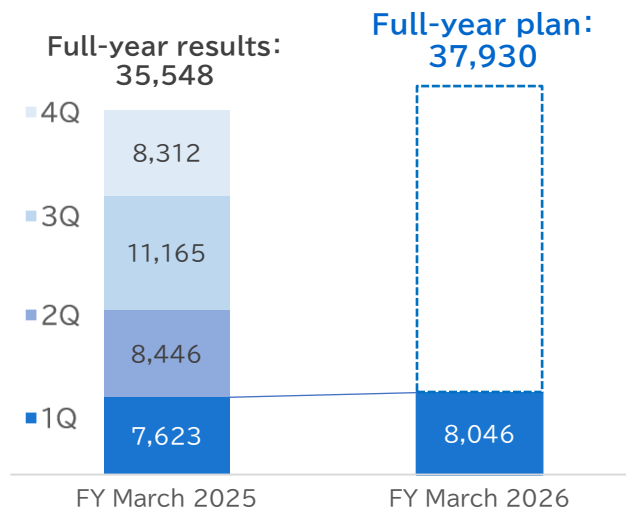
- Wholesale sales to 7-Eleven expanded.
- Driven by demand for vehicle maintenance, the wholesale subsidiary selling engine oil and other products performed well.

-Overseas Wholesale

- <Japan> Export transactions decreased.
- <Australia> Sales of new products were steady, although sales decreased due to exchange rate effects.
- <China> Exports of tires to Japan expanded, resulting in increased sales and operating income.
- <Malaysia> The number of authorized dealer certified stores increased.

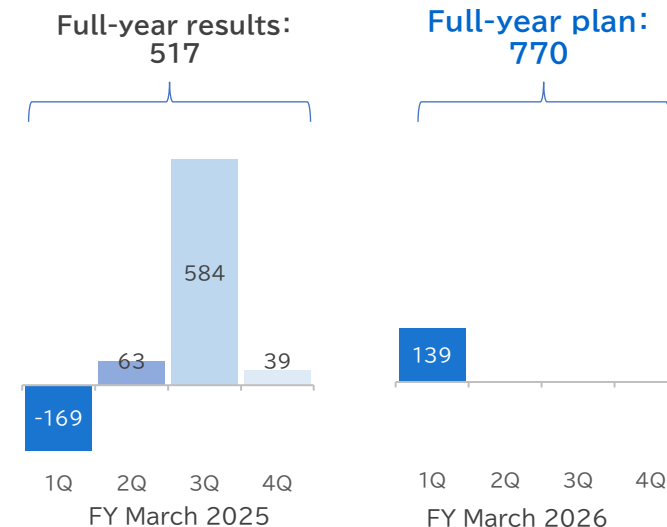
## ■ Gross sales

(Million yen)



## ■ Operating income

(Million yen)



Private brand "AQ."



Vehicle label "GORDON MILLER MOTORS"



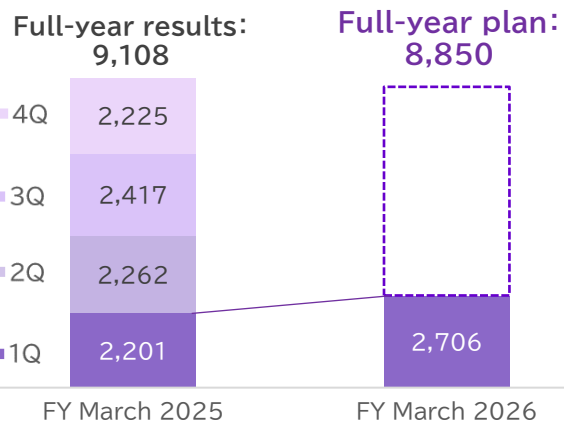
Private brands for overseas markets



Aluminum wheels

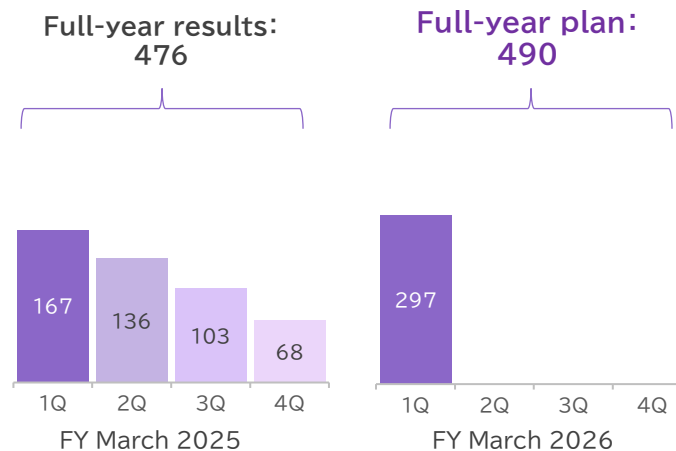
## ■ Gross sales

(Million yen)



## ■ Operating income

(Million yen)



Finance-related and real estate income were strong.

-Finance  
Sales increased due to higher loan interest rates.

-Real estate  
Real estate rental income increased due to new store openings.

## ■ Topics

### Narita International Airport introduced “VEEMO Welfare”

- Providing the “VEEMO Welfare” service to prevent inappropriate use of parking spaces for persons with disabilities and improve convenience for users.



### Acquired ARTA CO., LTD., which operates the ARTA racing team, as a subsidiary.

- Acquired ARTA CO., LTD., which operates racing teams and trains young drivers, as a subsidiary
- Aiming to commercialize motorsports in the future



## 1. “Create touch points” to continue to support mobility lifestyles

### Acquisition of JCA Co., Ltd. as a wholly owned subsidiary

- In April 2025, the Company acquired JCA Co., Ltd., which operates car goods sales and automobile maintenance businesses at shopping centers and home improvement stores nationwide, as a wholly owned subsidiary.
- Strengthening competitiveness in car goods sales and automobile maintenance businesses.



### Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
2. “Develop and supply products and solutions” tailored to mobility lifestyles
3. “Establishing new business domains” in response to changes in mobility lifestyles

### AUTOBACS CARS launched new franchise store operations

- Two AUTOBACS CARS franchise stores opened in the first quarter
- Aiming for 100 franchise stores by 2030



## 2. “Develop and supply products and solutions” tailored to mobility lifestyles

### Group optimization of product procurement and development functions through supply chain management

- In Phase 1, the company is focusing on consolidating product procurement and development functions.
- Absorbed the product procurement and development business of its subsidiary and integrated its functions into AUTOBACS SEVEN.
- Aiming to strengthen competitiveness through the development of high-quality, low-cost products.



### Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
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### Launch of two new exclusive tires for AUTOBACS Group

- China’s leading tire manufacturer, Linglong Tire, launches exclusive model for AUTOBACS.
- Summer tires that combine low price and comfort.



**COMFORT  
MASTER**  
コンフォート マスター



**GREEN-Max**  
グリーン マックス



### 3. “Establishing new business domains” in response to changes in mobility lifestyles

#### “AUTOBACS Rent-A-Car” gradually expands services for the general public

- Previously offered as a paid replacement vehicle during inspections, AUTOBACS’ rental car service is now gradually evolving into a general-use rental service under the name “AUTOBACS Rent-A-Car.”



#### Strategy Outline

1. “Create touch points” to continue to support mobility lifestyles
2. “Develop and supply products and solutions” tailored to mobility lifestyles
3. “Establishing new business domains” in response to changes in mobility lifestyles

#### Launch of electric mobility subscription and rental service

- Launched a monthly subscription rental service through the rental and subscription mall “KAURIRU.”
- Catering to the needs of companies and local governments for sales activities, tourism, and other purposes.



話題の電動モビリティ  
オートバックスで  
サブスク・レンタルが  
できます！  
※受取は一部店舗に限る

受取後すぐに使える！

POINT 01 ナンバー登録済み	POINT 03 任意保険加入済み
POINT 02 自賠責保険加入済み	POINT 04 組立済み

## ■ Enhancing efforts that consider the environment and society

Non-financial targets	KPI	FY2024 Results	FY2030 Target
Promoting spread of safe and secure EVs toward realization of a zero-carbon society	Installing fast chargers	13 stores	43 stores
	Promoting statutory safety inspections of EVs (No. of EVs inspected)	1,136 units/year	3,440 units/year
	Promoting sale of EVs (No. of EVs sold)	302 units/year	2,500 units/year
Reducing CO2 by establishing environmentally-friendly stores	Promoting environmentally-friendly stores	103 stores	140 stores
Promoting environmentally conscious business	Developing environmentally-friendly products	298 products	300 products
Realizing circular ecosystem	Reducing oil cans (increasing ratio of oil sale by measure)	50,000 cans (reduction)	260,000 cans (reduction)

## ■ Medium-term HR policies

Key Investment Areas	KPI	FY2024 Results	FY2030 Target
Human resource development/reskilling	Development of data analysis personnel	183 educational participants	320 persons
	Ensuring and fostering Level-2 mechanics	1,804 persons	1,100 persons
Diversity & inclusion	Increasing ratio of women in managerial positions (manager or higher)	7.5%	18.0%
Resource/talent management	Ratio of female employees	18.1%	30.0%
	Promoting paternity leave	51.7%	100.0%
Enhancement of engagement	Employee engagement (previously called “employee energetic level”)	2.6	3.0

### Donation from AQ. brand sales to educational foundations

- A portion of the sales proceeds from AUTOBACS' private brand "AQ." has been donated to a foundation that supports children who have lost their parents or guardians in traffic accidents.



Part of AQ products

### AUTOBACS started buying used car goods at approximately 600 stores

- The company launched a full-scale service for purchasing used car goods at approximately 600 stores nationwide from July 2025.
- The company aims to promote the reuse of unwanted car goods, reduce waste, and effectively utilize resources to reduce its environmental impact.



Total **9,320**cars YoY **+3.3 %**

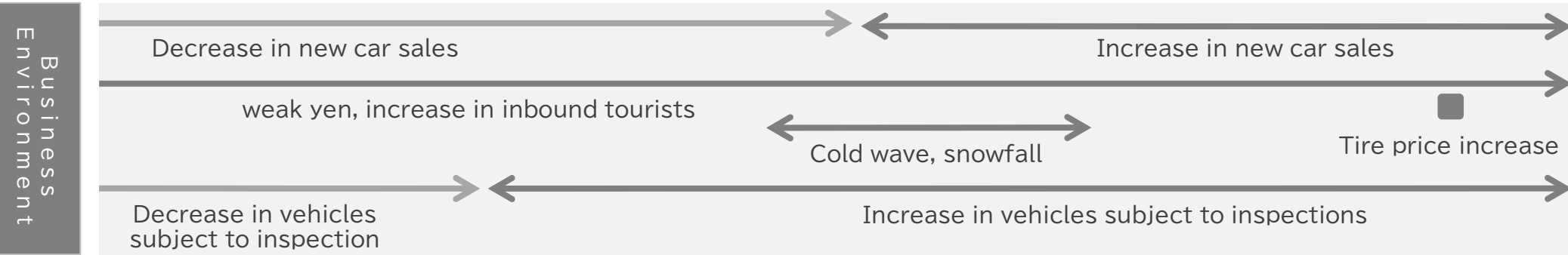
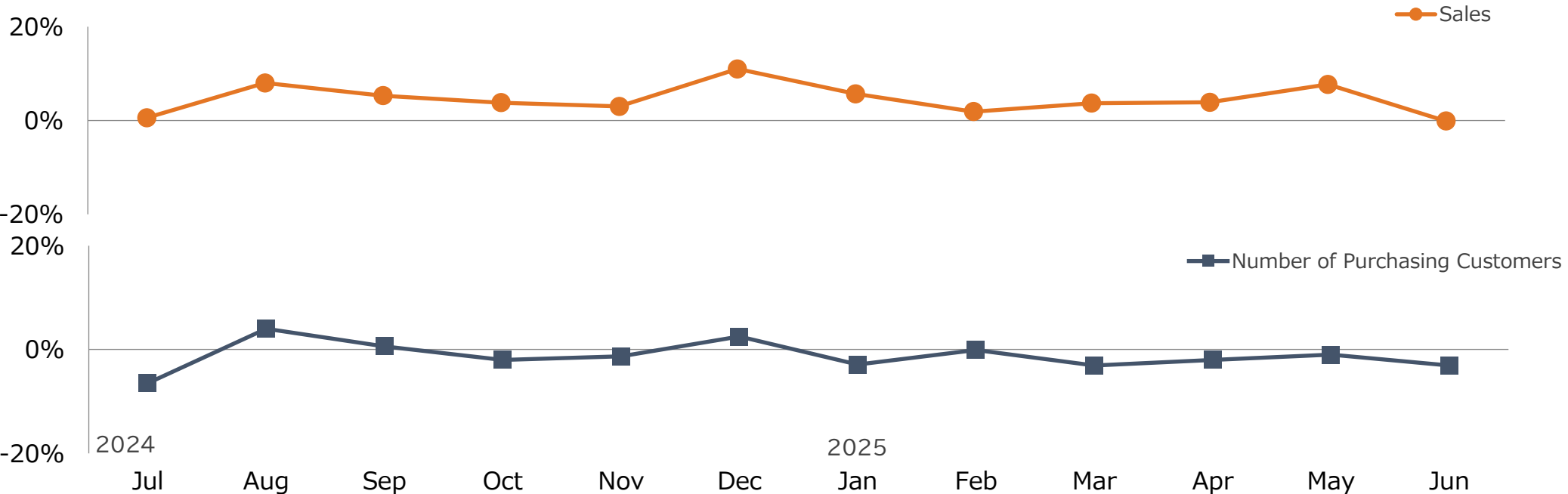
BtoB Sales	
Details	No. of cars sold
Sales to Headquarters	80
Sales to AA(Auto Auction) via Headquarters	1,717
Direct sales from stores	4,968
BtoB total	6,765

Retail	
Details	No. of cars sold
Used cars	1,858
New cars	697
Retail total	2,555

- Used car purchasing and sales in Domestic AUTOBACS Business and Consumer Business.



[Same store basis (YoY)]  
1Q Sales: +3.8%    Number of purchasing customers: -2.1%



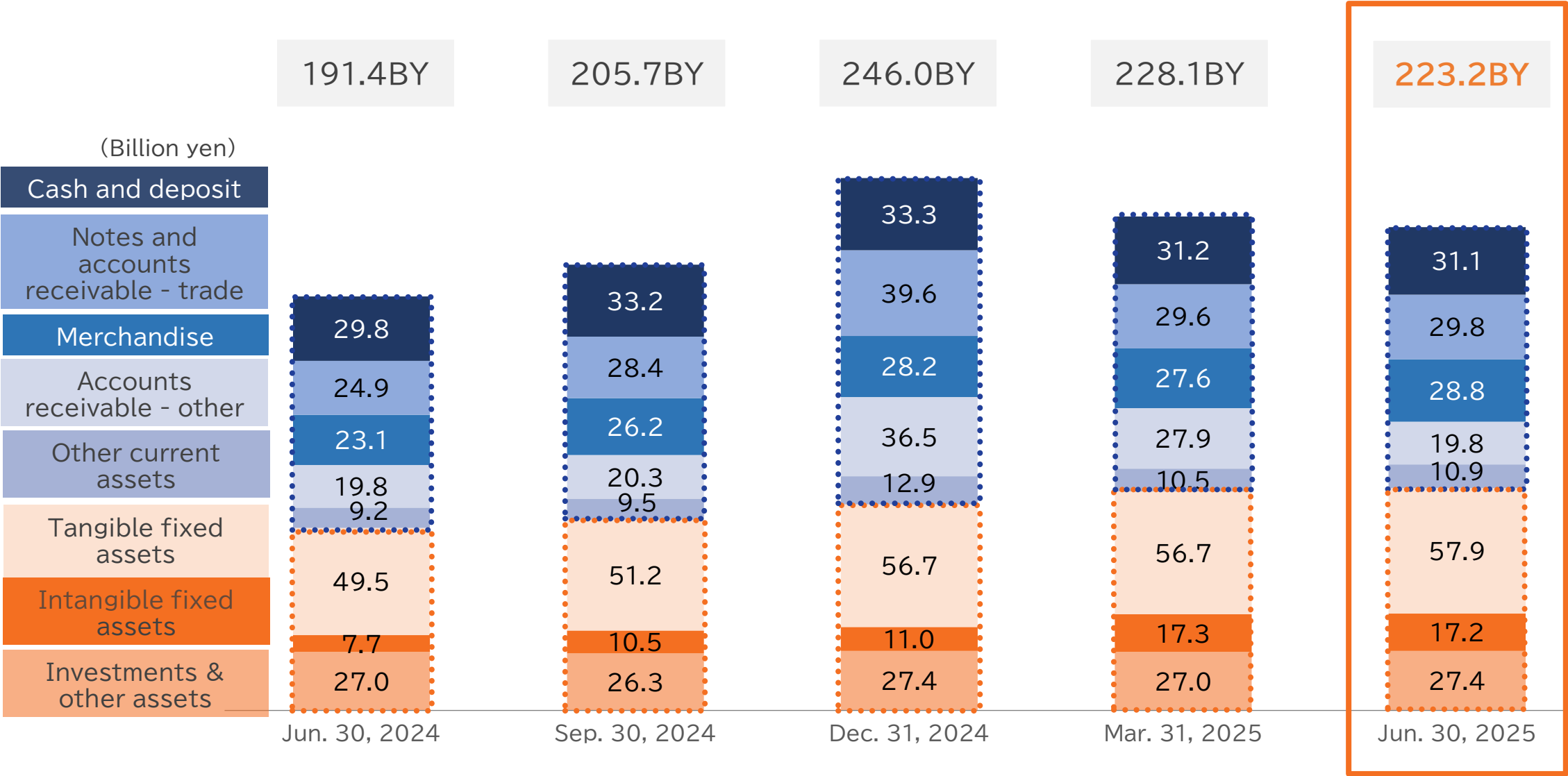
# Store Openings and Closings

Domestic	No. of stores at end of March 2025	FY March 2026				No. of stores at end of March 2026	
		1Q(Result)		No. of stores at end of June 2025	2Q-4Q(Plan)		
		New	Close		New		Close
AUTOBACS	509	+1		510	+9		519
AUTOBACS GARAGE	1			1			1
Super AUTOBACS	71			71			71
A PIT AUTOBACS	2			2			2
AUTOBACS Secohan Ichiba(*1)	18	+1	-1	18	+2		20
Smart+1(*1)	14			14	+1		15
AUTOBACS EXPRESS	11			11			11
AUTOBACS CARS(*1)	394	+13		407	+1		408
Car Dealership(*2)	20	+1		21			21
BEE LINE(*2)	79			79			79
Otoron(*2)	17			17			17
AUTO IN(*2)	8	+1		9			9
Total	1,144	+17	-1	1,160	+13		1,173

Overseas	No. of stores at end of March 2025	FY March 2026			No. of stores at end of March 2026
		1Q(Result)	No. of stores at end of June 2025	2Q-4Q (Plan)	
Taiwan	6		6		6
Singapore	2		2		2
Thailand	122		122	+28	150
France	8		8		8
Malaysia	4		4		4
Philippines	6		6		6
Total	148		148	+28	176

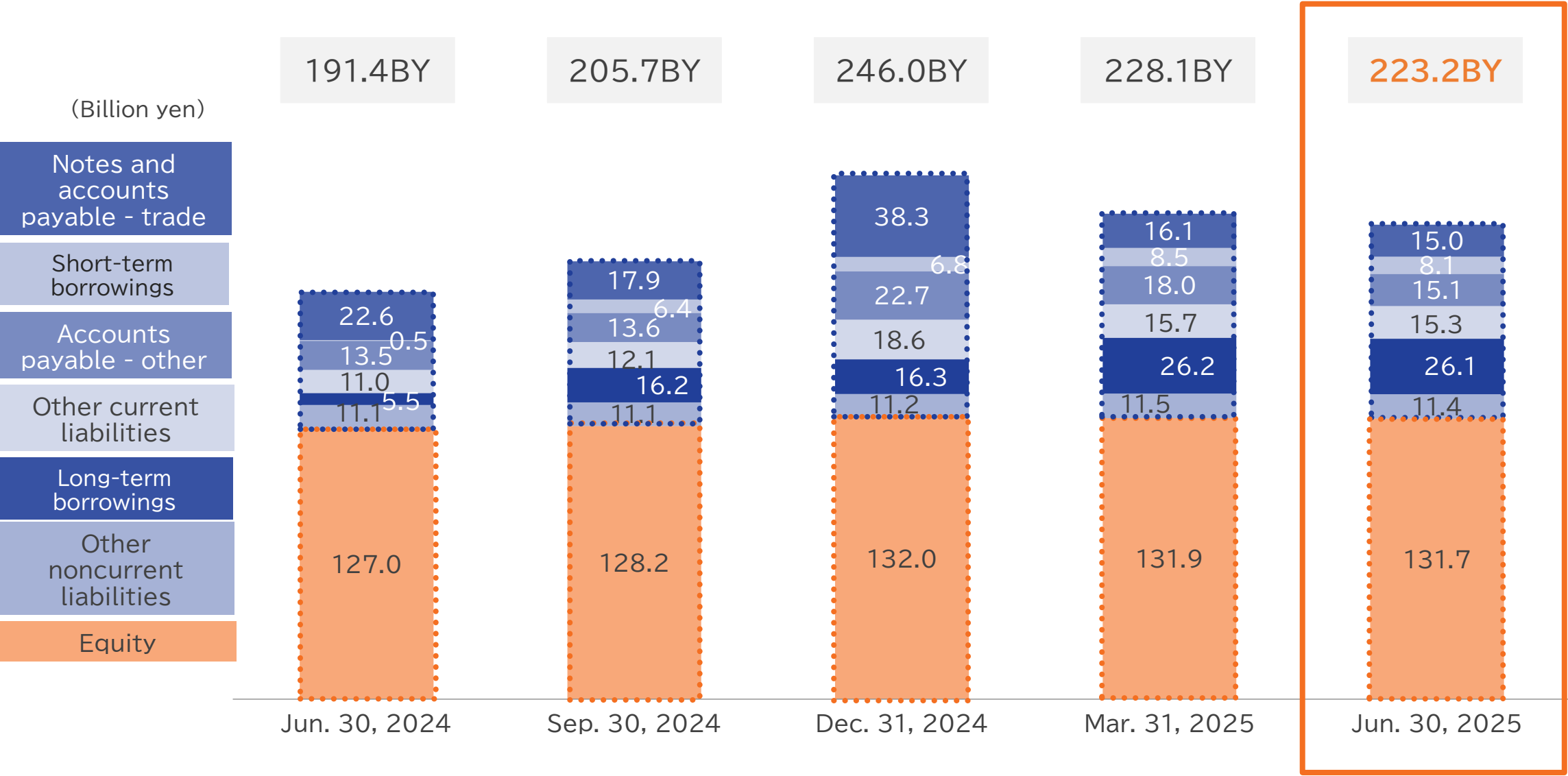
\*1 Includes in-shops and attached stores.  
 \*2 Plans for store openings and closings after the second quarter will be announced in the second quarter financial results.

Balance Sheet: Assets



- Amounts are rounded down to the nearest hundred million yen.

# Balance Sheets: Liabilities and Equity



- Amounts are rounded down to the nearest hundred million yen.



### Forward-Looking Statements

These materials include forecasts regarding the Company's future plans, strategies, and performance. This information is based on judgments and forecasts made in accordance with information currently available. Actual results may differ materially from forecasts due to such factors as changes in operating circumstances.