



Monthly Retail Sales Report (July 2020)

7-Aug-20
 AUTOBACS SEVEN CO., LTD.
 IR and PR Department
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《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-1	-2	±0	-1	-3	-2	-4
YoY growth rate	Jul-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total for FY 2021	1Q	2Q	3Q	4Q	1H	2H	
TOTAL SALES	Total store basis	3.0	-18.7	-10.0	-1.0	0.6								-7.5	-10.5						
	Same store basis	2.9	-18.9	-10.2	-1.0	0.8								-7.5	-10.6						
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	-7.5	-11.7	0.6	-0.2	6.5								-1.6	-4.2						
	Same store basis	-7.5	-11.9	0.4	-0.2	6.8								-1.6	-4.3						
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	11.2	-8.0	-10.5	-0.9	-5.7								-6.1	-6.7						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jul-19	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods	Tires	11.7	-25.6	-11.0	8.3	-8.9									-11.3	-12.3					
	Car Electronics	4.6	-29.1	-27.0	-13.9	7.4									-14.2	-23.4					
	Oil	-4.8	-14.7	-6.8	0.0	0.4									-5.4	-7.4					
	Batteries	-9.3	3.6	14.2	16.0	6.7									9.8	11.0					
	Accessories	-11.2	-15.3	0.8	-0.9	9.3									-1.7	-5.6					
Services		2.0	-14.9	-8.7	1.7	3.7									-4.7	-7.7					
	Safety Inspection & Maintenance	4.8	-9.9	-3.9	0.3	-0.5									-3.3	-4.3					
Car Purchase and Sales		14.0	-22.8	-34.8	-15.6	-17.7									-22.3	-24.2					

Number of Stores (Domestic)	AUTOBACS		1	-1											489	-1					
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba				-1										6	-1					
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	1	-2	0									583	-2					

Number of Stores (Overseas)	0	-2	0	0											43	-2					
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In July 2020, same-store and total-store sales decreased by 0.8% and 0.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) YoY increase in number of purchasing customers and sales due to strong sales of vehicle dashboard cameras boosted by strengthened penalties for dangerous driving and favorable sales of batteries and car washing/maintenance items. 2) An extra Holiday compared to 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.