



# Monthly Retail Sales Report (February 2021)

5-Mar-21  
 AUTOBACS SEVEN CO., LTD.  
 IR and PR Department  
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## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+2	-1	+1	-2	+1	±0	-1	-1	+1	-1	±0	-1	-2	-4	-2	±0	-1	-3	-2	-4
YoY growth rate	Feb-20	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	
<b>TOTAL SALES</b>	Total store basis	-2.2	-18.7	-10.0	-1.0	0.6	0.5	-26.9	24.6	8.6	13.2	11.6	-1.1	-0.5	-10.5	-9.8	14.3			-10.1	
	Same store basis	-2.4	-18.9	-10.2	-1.0	0.8	0.7	-26.8	25.0	8.7	13.4	11.9	-0.8	-0.3	-10.6	-9.6	14.5			-10.1	
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	2.9	-11.7	0.6	-0.2	6.5	4.3	-11.0	11.6	3.0	4.9	9.3	-0.8	1.3	-4.2	0.0	6.1			-2.1	
	Same store basis	3.1	-11.9	0.4	-0.2	6.8	4.5	-10.8	12.0	3.2	5.2	9.6	-0.5	1.4	-4.3	0.2	6.4			-2.0	
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-5.3	-8.0	-10.5	-0.9	-5.7	-3.7	-17.9	11.5	5.3	7.7	2.0	-0.4	-1.8	-6.7	-9.9	7.5			-8.3	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Feb-20	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																					
<b>Automotive Goods</b>	Tires	-5.2	-25.6	-11.0	8.3	-8.9	-12.3	-51.2	50.0	7.8	21.4	19.6	-10.0	-2.1	-12.3	-27.8	20.8			-20.9	
	Car Electronics	-8.9	-29.1	-27.0	-13.9	7.4	-4.1	-36.0	8.6	14.3	-4.9	-1.8	-1.4	-9.4	-23.4	-13.3	5.0			-17.6	
	Oil	8.9	-14.7	-6.8	0.0	0.4	-0.3	-7.1	15.0	3.3	-1.6	0.9	-4.4	-1.6	-7.4	-2.3	4.9			-4.8	
	Batteries	11.8	3.6	14.2	16.0	6.7	0.6	-1.3	20.5	0.2	9.3	24.7	-7.5	7.6	11.0	1.7	9.2			5.6	
	Accessories	5.6	-15.3	0.8	-0.9	9.3	10.0	-7.3	9.3	9.5	2.0	11.5	2.4	2.5	-5.6	4.4	6.6			-0.4	
<b>Services</b>		0.0	-14.9	-8.7	1.7	3.7	2.6	-18.1	22.5	6.3	5.8	6.1	2.2	0.2	-7.7	-4.4	10.2			-6.0	
	Safety Inspection & Maintenance	-0.6	-9.9	-3.9	0.3	-0.5	2.2	-4.0	23.1	5.1	4.4	11.4	5.9	2.7	-4.3	-0.9	10.5			-2.5	
<b>Car Purchase and Sales</b>		-6.3	-22.8	-34.8	-15.6	-17.7	1.8	-23.0	46.5	25.3	24.6	6.6	3.2	-3.5	-24.2	-14.7	31.2			-18.8	

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

<b>Number of Stores (Overseas)</b>	0	-2	0	0	1	0	0	1	0	0	1			46	-2	1	1			-1
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In February 2021, same-store and total-store sales decreased by 0.8% and 1.1 % respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Poor sales of tires, etc. that pulled down the overall sales, although sales of car washing, in-car supplies and services such as statutory safety inspection were strong. 2) One less number of Saturdays, Sundays and national holidays, 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.