



# Monthly Retail Sales Report (September 2021)

7-Oct-21  
 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	±0	±0	+1	-1	±0	+1	-1	±0	±0	±0	+1	±0	±0	±0	±0	+1	±0	+1
YoY growth rate	Sep-20	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	
<b>TOTAL SALES</b>	Total store basis	-26.9	18.8	13.3	-3.6	-4.2	-12.0	-4.2						<b>0.6</b>	9.4	-6.9			0.6		
	Same store basis	-26.8	18.8	13.3	-3.7	-4.5	-12.1	-4.2						<b>0.5</b>	9.4	-7.0			0.5		
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Total store basis	-11.0	8.9	-1.0	-5.1	-1.6	-13.2	-2.0						<b>-2.5</b>	1.0	-6.0			-2.5		
	Same store basis	-10.8	8.9	-1.0	-5.3	-1.9	-13.3	-2.1						<b>-2.6</b>	1.0	-6.1			-2.6		
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Total store basis	-17.9	9.0	14.3	1.6	-2.7	1.3	-2.2						<b>3.2</b>	8.2	-1.0			3.2		

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Sep-20	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
<b>Automotive Goods</b>	Tires	-51.2	20.8	6.1	-14.6	-2.8	-8.5	2.6							<b>0.7</b>	4.8	-3.2			0.7	
	Car Electronics	-36.0	31.6	27.7	-12.5	-27.4	-29.8	-23.3							<b>-10.8</b>	14.0	-26.9			-10.8	
	Oil	-7.1	14.6	9.3	-0.7	3.4	-4.5	0.9							<b>3.5</b>	7.5	-0.2			3.5	
	Batteries	-1.3	-3.1	-4.2	-8.1	3.6	-4.2	-4.5							<b>-3.4</b>	-5.1	-2.0			-3.4	
	Accessories	-7.3	13.6	3.3	-7.2	-2.0	-18.6	-8.7							<b>-4.1</b>	3.0	-10.2			-4.1	
<b>Services</b>		-18.1	19.7	12.1	-1.8	-0.9	-7.3	-1.4							<b>3.0</b>	9.9	-3.2			3.0	
	Safety Inspection & Maintenance	-4.0	16.4	11.6	3.2	5.7	2.7	2.4							<b>6.6</b>	9.9	3.6			6.6	
<b>Car Purchase and Sales</b>		-23.0	23.2	71.9	28.7	15.8	-3.4	2.4							<b>18.2</b>	38.4	4.7			18.2	

<b>Number of Stores (Domestic)</b>	AUTOBACS			1											<b>491</b>	1				1	
	Super AUTOBACS														<b>74</b>						
	AUTOBACS Secohan Ichiba														<b>6</b>						
	AUTOBACS Express														<b>11</b>						
	AUTOBACS CARS														<b>3</b>						
	<b>TOTAL</b>		0	0	1	0	0	0							<b>585</b>	1	0			1	

<b>Number of Stores 《Overseas》</b>	2	0	0	1	0	3									<b>51</b>	2	4			6	
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### < COMMENTS > (YoY figures are on same store basis for the entire chain)

In September 2021, both same-store and total-store sales decreased by 4.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Still negative but recovering sales trend from the decline in August, though the state of emergency declaration was extended. 2) Decreased sales of dashboard cameras compared to LY when sales surged along with the strengthened penalties for dangerous driving. Strong sales of tires and wheels that increased for the first time in four months. Increasing trend of oil, statutory safety inspection and car purchase. 3) No change in 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.