



Monthly Retail Sales Report (December 2021)

11-Jan-22
 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	+ 1	±0	+ 1
YoY growth rate	Dec-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
TOTAL SALES	Total store basis	13.2	18.8	13.3	-3.6	-4.2	-12.0	-4.2	-0.7	-0.7	0.4			0.3	9.4	-6.9	-0.2		0.6	
	Same store basis	13.4	18.8	13.3	-3.7	-4.5	-12.1	-4.2	-0.9	-1.1	0.1			0.1	9.4	-7.0	-0.6		0.5	
TOTAL NUMBER OF PURCHASING CUSTOMERS	Total store basis	4.9	8.9	-1.0	-5.1	-1.6	-13.2	-2.0	-2.9	-2.9	-2.9			-2.7	1.0	-6.0	-2.9		-2.5	
	Same store basis	5.2	8.9	-1.0	-5.3	-1.9	-13.3	-2.1	-3.1	-3.3	-3.3			-2.8	1.0	-6.1	-3.2		-2.6	
AVERAGE PURCHASE PRICE PER CUSTOMER	Total store basis	7.7	9.0	14.3	1.6	-2.7	1.3	-2.2	2.2	2.2	3.5			3.0	8.2	-1.0	2.7		3.2	

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Dec-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																					
Automotive Goods	Tires	21.4	20.8	6.1	-14.6	-2.8	-8.5	2.6	10.1	11.9	4.8				4.7	4.8	-3.2	8.2		0.7	
	Car Electronics	-4.9	31.6	27.7	-12.5	-27.4	-29.8	-23.3	-23.1	-33.4	-23.2				-16.5	14.0	-26.9	-26.8		-10.8	
	Oil	-1.6	14.6	9.3	-0.7	3.4	-4.5	0.9	-1.2	0.4	0.3				2.2	7.5	-0.2	-0.1		3.5	
	Batteries	9.3	-3.1	-4.2	-8.1	3.6	-4.2	-4.5	2.7	6.7	1.3				-0.6	-5.1	-2.0	3.3		-3.4	
	Accessories	2.0	13.6	3.3	-7.2	-2.0	-18.6	-8.7	-9.5	-13.5	-6.8				-5.9	3.0	-10.2	-9.8		-4.1	
Services	5.8	19.7	12.1	-1.8	-0.9	-7.3	-1.4	-2.2	1.0	1.8				2.0	9.9	-3.2	0.4		3.0		
	Safety Inspection & Maintenance	4.4	16.4	11.6	3.2	5.7	2.7	2.4	-3.5	-0.8	-0.5				3.8	9.9	3.6	-1.6		6.6	
Car Purchase and Sales	24.6	23.2	71.9	28.7	15.8	-3.4	2.4	5.2	-3.3	7.7				12.5	38.4	4.7	3.0		18.2		

Number of Stores (Domestic)	AUTOBACS			1					1	1					493	1		2		1	
	Super AUTOBACS														74						
	AUTOBACS Secohan Ichiba														6						
	AUTOBACS Express														11						
	AUTOBACS CARS														3						
	TOTAL		0	0	1	0	0	0	0	0	1	1			587	1	0	2		1	

Number of Stores (Overseas)	2	0	0	1	0	3	3	1	0					55	2	4	4		6	
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< COMMENTS > (YoY figures are on same store basis for the entire chain)

In December 2021, same-store and total-store sales increased by 0.1% and 0.4% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Overall sales increased due to increased demand for snow tires and double-digit growth of tire chains as a result of cold weather and snowfall since late December, in addition to strong sales of summer tires. 2) Sales of car electronics continued to be sluggish due to the shortage of semiconductors, while sales of car purchase and sales increased due to higher unit prices. 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.