



Monthly Retail Sales Report (May 2017)

《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	±0	-1	±0	±0	±0	±0	-1	±0	-1	±0	+1	+1	-1	-1	±0	-2	+2	-1	±0
TOTAL SALES		May-16	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Accumulated Total for FY 2018	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	18,746	22,250	20,597											42,847						
	YoY growth rate	-4.0	5.1	9.8											7.3						
Same store basis	YoY growth rate	-5.5	5.8	10.4											8.0						
TOTAL NUMBER OF PURCHASING CUSTOMERS		May-16	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	2,935	3,176	2,942											6,118						
	YoY growth rate	-5.1	1.5	0.2											0.9						
Same store basis	YoY growth rate	-6.6	2.5	1.2											1.9						
AVERAGE PURCHASE PRICE PER CUSTOMER		May-16	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	1.0	3.2	9.1											6.0						

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		May-16	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
YoY growth rate in same store basis																					
Automotive Goods		-6.8	4.5	11.6											7.8						
	Tires	-6.5	10.9	41.7											24.2						
	Car Electronics	-8.1	-4.8	-3.0											-4.0						
	Oil	-3.6	3.0	2.6											2.8						
	Batteries	-2.6	8.6	2.3											5.4						
	Accessories	-5.9	4.2	0.2											2.3						
Services		-3.0	9.9	12.3											11.0						
	Inspection & Maintenance	-3.1	18.7	11.1											14.8						
Car Purchase and Sales		0.8	4.6	-0.2											2.2						
Second-hand automotive goods		-12.7	-10.9	-20.2											-15.3						
Fuel		-22.3	20.1	9.2											14.5						

《Overseas sales》 (YoY growth rate in total store basis)	-14.7	-2.1	2.5												0.7						
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Number of Stores (Domestic)	AUTOBACS		Super AUTOBACS		AUTOBACS Secohan Ichiba		AUTOBACS Express		AUTOBACS CARS		Accumulated Total		1Q		2Q		3Q		4Q		1H		2H	
	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth	Count	YoY Growth
	495		74		9		11		12															

< COMMENTS > (YoY figures are on same store basis for the entire chain)

In May 2017, both same- and total-store sales increased by 10.4% and 9.8%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Strong sales of tires due to tire switchback demand (snow tires into normal tires), which has been inspired by the price increase coming in June; 2) Strong double-digit sales growth for statutory safety inspection and maintenance services according to the increasing number of cars subject to second- and more times statutory inspection and repeating announcement efforts at stores; 3) Solid results at car purchase and sales business owing to strong new car sales and BtoB sales as a result of Group-wide efforts to enhance the number of trade-in appraisals and car purchasing.

< STORE INFORMATION >

May 2017: Domestic / New store 0; Closed 0; Relocation, Scrap & build (include format changes) 0 Overseas / New store 0, Closed 0, Relocation, Scrap & build (include format changes) 0
 Total number of domestic stores at the end of May 2017: Domestic 601 (AUTOBACS 495, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 9, AUTOBACS Express 11, AUTOBACS CARS 12), Overseas 38

The data are preliminary for a quick release and are subject to revision.

*** Includes total store sales of Super AUTOBACS, AUTOBACS, AUTOBACS Secohan Ichiba, and AUTOBACS CARS, AUTOBACS Used Car Purchase Store.

< COMMENTS > (Yoy figures are on same store basis for the entire chain)

In April 2017, both same- and total-store sales increased by 5.8% and 5.1%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Strong sales of tires due to tire switchback demand (snow tires into normal tires) as well as the increasing number of buying customers pushed up by the high statutory safety inspection demand; 2) Strong double-digit sales growth for statutory safety inspection and maintenance services according to the increasing number of cars subject to second- and more times statutory inspection and repeating announcement efforts at stores; 3) Solid results at car purchase and sales business owing to strong new car sales and B2B sales as a result of Group-wide efforts to enhance the number of trade-in appraisals and car purchasing.