7-Apr-17
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Monthly Retail Sales Report（March 2017）

《Groupwide Sales results (Domestic) 》

# of weekends and holidays	YoY change (day)	±0	+1	-1	±0	+2	-1	-1	+1	-1	±0	±0	-1	±0	-1	±0	±0	±0	-1	±0	-1
TOTAL SALES		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Accumulated Total for FY 2017	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	23,541	21,167	18,746	17,838	23,054	19,557	18,802	20,884	27,646	31,097	21,670	17,852	23,753	**262,065**	57,751	61,413	79,627	63,275	119,164	142,901
	YoY growth rate	-0.6	-4.1	-4.0	-2.7	2.8	-7.0	-0.9	3.8	5.7	3.6	-5.9	3.0	0.9	**-0.2**	-3.6	-1.6	4.4	-1.0	-2.6	1.9
Same store basis	YoY growth rate	-2.0	-5.5	-5.5	-4.4	1.4	-8.3	-2.9	2.5	5.4	3.7	-6.0	2.3	0.6	**-1.1**	-5.2	-3.2	4.0	-1.3	-4.2	1.6
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	3,032	3,128	2,935	2,599	3,080	2,958	2,519	2,788	3,032	3,572	2,895	2,420	2,938	**34,863**	8,662	8,557	9,392	8,252	17,219	17,644
	YoY growth rate	-3.6	-5.4	-5.1	-4.4	1.4	-6.5	-6.2	-1.0	-3.1	-2.9	-5.5	-4.0	-3.1	**-3.8**	-5.0	-3.7	-2.4	-4.3	-4.3	-3.3
Same store basis	YoY growth rate	-5.2	-6.9	-6.6	-5.7	0.2	-7.4	-7.0	-1.2	-2.9	-2.6	-5.3	-3.7	-2.5	**-4.3**	-6.4	-4.7	-2.3	-3.8	-5.6	-3.0
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	3.3	1.3	1.0	1.4	1.1	-1.0	4.4	3.7	8.5	6.3	-0.8	6.1	3.1	**3.2**	1.3	1.5	6.3	2.6	1.4	4.7

《Groupwide Sales results (Domestic) 》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis		Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods		-4.1	-6.1	-6.8	-6.0	1.3	-10.8	-7.1	0.2	5.2	2.8	-9.6	1.3	-1.0	**-2.8**	-6.3	-5.3	3.0	-3.9	-5.8	0.0
	Tires	-0.9	-7.1	-6.5	-6.5	-2.2	-13.6	-7.9	-3.5	11.6	5.2	-12.1	4.6	-3.9	**-2.1**	-6.7	-7.8	5.7	-6.0	-7.3	1.5
	Car Electronics	-3.7	-5.2	-8.1	-9.1	3.7	-14.8	-5.6	3.5	-8.8	-1.8	-10.0	-5.2	-1.7	**-5.0**	-7.4	-4.8	-2.7	-5.3	-6.0	-4.0
	Oil	-2.0	-3.3	-3.6	-3.4	1.5	-4.8	-4.5	1.8	-0.8	1.1	1.2	-2.7	0.9	**-1.4**	-3.4	-2.6	0.7	-0.2	-3.0	0.3
	Batteries	-3.7	-4.0	-2.6	-2.7	4.9	-4.6	0.1	9.8	11.7	2.4	1.6	3.1	6.9	**2.5**	-3.1	-0.3	7.3	3.5	-1.5	5.5
	Accessories	-7.4	-4.2	-5.9	-3.8	3.6	-7.1	-4.2	4.1	-4.2	-0.1	-4.0	-3.8	-0.4	**-2.5**	-4.6	-2.6	-0.1	-2.6	-3.6	-1.3
Services		-1.5	-2.3	-3.0	-1.4	4.3	-1.6	4.7	8.5	9.4	6.6	1.9	6.0	7.5	**3.5**	-2.2	2.4	8.1	5.3	0.1	6.7
	Inspection & Maintenance	-3.2	-4.2	-3.1	-1.5	3.1	-0.1	10.0	11.2	10.5	10.9	11.7	8.8	13.2	**6.0**	-2.9	4.4	10.9	11.3	0.9	11.1
Car Purchase and Sales		10.9	-5.9	0.8	1.2	-1.5	-3.3	5.8	7.8	0.6	4.0	8.0	-0.5	-4.7	**0.7**	-1.3	0.6	4.0	-0.6	-0.3	1.5
Second-hand automotive goods		-18.4	-10.7	-12.7	-11.9	-24.8	-20.8	-5.3	-12.1	-3.7	-1.5	-24.0	-22.7	-8.9	**-13.0**	-11.8	-17.5	-5.4	-18.6	-14.6	-11.5
Fuel		-27.9	-22.9	-22.3	-14.2	-10.1	-14.7	-2.2	-0.4	-0.1	12.3	18.0	18.9	27.9	**-0.9**	-19.8	-9.4	4.2	21.5	-14.4	12.5

《Overseas sales》 (YoY growth rate in total store basis)	-7.2	-3.5	-14.7	-6.7	-6.1	-11.6	-5.0	2.2	0.2	4.5	2.3	-16.4	1.7	**-4.5**	-8.3	-7.6	2.4	-4.6	-8.0	-1.2

		Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Number of Stores (Domestic)	AUTOBACS	-1/+1	0	+1	0	-5	-1	-1	-1/+4	+2	0	-2/+1	-2/+1	**495**	+1	-6	+4	-2	-5	+2
	Super AUTOBACS	0	0	0	0	0	0	0	-1	0	0	0	0	**74**	0	0	-1	0	0	-1
	AUTOBACS *Secohan Ichiba*	0	0	0	0	0	0	0	0	0	0	0	0	**9**	0	0	0	0	0	0
	AUTOBACS Express	0	0	0	0	0	0	0	0	0	0	0	-1	**11**	0	0	0	-1	0	-1
	AUTOBACS CARS Stand-alone Store AUTOBACS Used Car Purchase Store	0	+1	0	+1	+1	0	0	-1	+1	+1	+4	0	**13**	+1	+2	0	+5	+3	+5

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

In March 2017, both same- and total-store sales increased by 0.6% and 0.9%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Decreased sales of tires due to less demand of switchbacks (snow tires into normal tires) affected by weather condition; 2) Robust sales for statutory safety inspection and maintenance services according to 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.

< STORE INFORMATION > March 2017: Domestic / New store 1; Closed 3 ; Relocation, Scrap & build (include format changes）0 Overseas / New store 0, Closed 1, Relocation, Scrap & build (include format changes）0
Total number of domestic stores at the end of March 2017: Domestic 602 (AUTOBACS 495, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 9, AUTOBACS Express 11,
AUTOBACS CARS Stand-alone Store 4, AUTOBACS Used Car Purchase Store 9),Overseas 37

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 2016, both same- and total-store sales decreased by 5.5% and 4.1%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) Less demand on tire changes from snow tire to all-season tire compared to LY; 2) Decreased sales in statutory safety inspection and maintenance services; 3) Stable results of car purchase business supported by the increasing number of trade-in appraisals. However, retail sales ended behind LY.

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

In May 2016, both same- and total-store sales decreased by 5.5% and 4.0%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) One less Saturdays compared to LY; 2) Decreased sales of car navigation devices and car accessories somewhat related to reduced amount of new car sales especially for K-cars; 3) Lower sales of statutory safety inspection and maintenance services due to fewer number of cars subject to statutory safety inspection. However, reservation at stores are becoming established; 3) Stable results at car purchase and sales business. Both retail and wholesale of new and used cars were in good condition.

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

In June 2016, both same- and total-store sales decreased by 4.4% and 2.7%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Decreased sales of car navigation devices, wheels and car accessories related to the reduced amount of new car sales in some degree; 2) Lower sales of statutory safety inspection and maintenance services due to fewer cars subject to statutory safety inspection; 3) Stable results at car purchase and sales business. Especially B2B sales were strong due to the Company's emphasis on car purchase business. New car retail sales were also in good condition.

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

In July 2016, both same- and total-store sales increased by 1.4% and 2.8%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Calendar shift of one additional Saturday and one additional Sunday compared to LY. 2) Improved sales of car navigation devices somewhat encouraged by sales promotion initiatives.; 3) Recovering sales of statutory safety inspection and maintenance services, both in number and amount; 3) Stable result at car purchase and sales business due to strong B2B sales pushed up by the growing number of trade-in appraisals, and solid new car retail sales.

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

In August 2016, both same- and total-store sales decreased by 8.3% and 7.0%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Calendar shift of one less weekends and holidays compared to LY; 2) Sluggish sales of overall car parts and accessories due to fewer number of customers verses LY affected by the unstable weather with the typhoon; 3) Sales of statutory safety inspection and maintenance services maintained the level of LY with the support of sales promotion activities including TVCMs; 3) Stable sales at car purchase and sales business (total stores) due to the increase in number of trade-in appraisals, despite the weak used car sales.

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

In September 2016, both same- and total-store sales decreased by 2.9% and 0.9%, respectively from the same month in the previous year (LY). Factors behind the percent changes are as follows. 1) Calendar shift of one less weekends and holidays compared to LY; 2) Sluggish sales of overall car parts and accessories due to less buying customers compared to LY somewhat affected by the unstable weather with the typhoon; 3) Better sales of statutory safety inspection and maintenance services due to increasing number of cars subject for the second-time statutory inspection and also advertising attempts such as TVCMs; 3) Stable sales at car purchase and sales business (total stores) due to the increase in number of trade-in appraisals and car purchasing.

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

In October 2016, both same- and total-store sales increased by 2.5% and 3.8%, respectively from the same month in the previous year (LY). Factors behind the percent changes are as follows. 1) Calendar shift of one additional weekends and holidays compared to LY; 2) Sales gain in Accessories according to the increase in average customer spending led by the selling price adjustment approach, and boosted sales of winter snow tires in the Hokkaido area due to early than usual snowfalls; 3) Growing sales of statutory safety inspection and maintenance services due to increasing number of cars subject for the second- and third-time statutory inspection; 3) Stable results at car purchase and sales business both in number and amount as a result of the Groups effort to enhance the number of trade-in appraisals and car purchasing.

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

In November 2016, both same- and total-store sales increased by 5.4% and 5.7%, respectively from the same month in the previous year (LY). Factors behind the percent changes are as follows. 1) Calendar shift of one less weekends and holidays compared to LY; 2) Sales growth for winter items such as snow tires and tire chains thanks to snowfalls; 3) Growing sales of statutory safety inspection and maintenance services according to increasing number of cars subject to second- and more times statutory inspection, and repeating announcement efforts at stores; 3) Stable sales at car purchase and sales business as a result of increasing BtoB sales based on growth in number of car purchasing. New car sales were also up from LY and pushed up its retail sales.

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

In December 2016, both same- and total-store sales increased by 3.7% and 3.6%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Sales growth for winter items such as snow tires and tire chains, compared to LY's plunging sales of those items affected by warmer than usual winter; 2) Growing sales of statutory safety inspection and maintenance services according to increasing number of cars subject to second- and more times statutory inspection and repeating announcement efforts at stores; 3) Stable sales at car purchase and sales business as a result of Group-wide efforts to enhance the number of trade-in appraisals and car purchasing.

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

In January 2017, both same- and total-store sales decreased by 6.0% and 5.9%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Weak sales for winter items compared to LY when the cold wave hit the Kanto region with snowfalls, although there were snowfalls in the Western Japan region in mid-January; 2) Growing sales, both in number and amount, for statutory safety inspection and maintenance services according to increasing number of cars subject to second- and more times statutory inspection and repeating announcement efforts at stores; 3) Stable sales at car purchase and sales business as a result of Group-wide efforts to enhance the number of trade-in appraisals and car purchasing.

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

In February 2017, both same- and total-store sales increased by 2.3% and 3.0%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) One less day compared to LY, which was a leap year. 2) Robust sales for winter items such as winter tires and tire chains due to the cold wave that hit the Western Japan region in mid-February; 3) Stable sales, both in number and amount, for statutory safety inspection and maintenance services according to increasing number of cars subject to second- and more times statutory inspection and repeating announcement efforts at stores; 4) Strong sales at car purchase and sales business as a result of Group-wide efforts to enhance the number of trade-in appraisals and car purchasing.