



# Monthly Retail Sales Report (March 2019)

## 《Groupwise Sales results (Domestic)》

| # of weekends and holidays                  | YoY change (day) | +1     | ±0     | -1     | +1     | -1     | ±0     | +2     | -1     | -1     | +1     | ±0     | ±0     | +1     | +1                            | ±0     | +1     | -1     | +1     | +1      | ±0      |
|---|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------------------|--------|--------|--------|--------|---------|---------|
| <b>TOTAL SALES</b>                          |                  | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Accumulated Total for FY 2019 | 1Q     | 2Q     | 3Q     | 4Q     | 1H      | 2H      |
| Total store basis                           | Millions of yen  | 24,266 | 22,225 | 18,760 | 18,241 | 22,216 | 19,897 | 19,219 | 20,383 | 26,464 | 36,081 | 20,368 | 18,140 | 25,235 | <b>267,230</b>                | 59,226 | 61,332 | 82,929 | 63,743 | 120,558 | 146,672 |
|   | YoY growth rate  | 2.1    | -0.2   | -9.0   | 2.1    | 3.4    | 2.5    | 3.6    | 0.2    | -4.6   | 9.5    | -10.0  | 2.6    | 3.9    | <b>0.5</b>                    | -2.5   | 3.2    | 2.4    | -1.3   | 0.3     | 0.7     |
| Same store basis                            | YoY growth rate  | 1.6    | -0.2   | -9.2   | 1.6    | 3.2    | 2.7    | 3.9    | 0.2    | -4.6   | 9.7    | -10.0  | 2.5    | 4.1    | <b>0.5</b>                    | -2.7   | 3.2    | 2.4    | -1.3   | 0.2     | 0.8     |
| <b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b> |                  | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Accumulated Total             | 1Q     | 2Q     | 3Q     | 4Q     | 1H      | 2H      |
| Total store basis                           | In thousands     | 2,988  | 3,116  | 2,636  | 2,501  | 2,869  | 2,798  | 2,422  | 2,590  | 2,834  | 3,588  | 2,614  | 2,254  | 2,968  | <b>33,190</b>                 | 8,253  | 8,089  | 9,012  | 7,836  | 16,342  | 16,848  |
|   | YoY growth rate  | 1.7    | -2.0   | -10.4  | -1.7   | -0.5   | -0.7   | -1.8   | -0.9   | -6.5   | 0.4    | -6.3   | -2.7   | -0.7   | <b>-2.8</b>                   | -4.8   | -1.0   | -2.2   | -3.2   | -2.9    | -2.7    |
| Same store basis                            | YoY growth rate  | 1.9    | -1.9   | -10.4  | -1.6   | -0.4   | -0.1   | -1.0   | -0.3   | -6.2   | 0.8    | -6.1   | -2.3   | 0.0    | <b>-2.5</b>                   | -4.7   | -0.5   | -1.8   | -2.8   | -2.7    | -2.3    |
| <b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>  |                  | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Accumulated Total             | 1Q     | 2Q     | 3Q     | 4Q     | 1H      | 2H      |
| Total store basis                           | YoY growth rate  | -0.4   | 1.6    | 1.3    | 3.3    | 3.5    | 2.8    | 4.9    | 0.5    | 1.7    | 8.8    | -4.3   | 4.8    | 4.0    | <b>3.0</b>                    | 2.0    | 3.7    | 4.3    | 1.4    | 2.9     | 3.0     |

## 《Groupwise Sales results (Domestic)》

| <b>SALES BREAKDOWN BY MERCHANDISE AND SERVICES</b> |                          | Mar-18 | Apr-18 | May-18 | Jun-18 | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Accumulated Total | 1Q    | 2Q    | 3Q   | 4Q    | 1H    | 2H    |
|--|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------|-------|-------|------|-------|-------|-------|
| YoY growth rate in same store basis                |                          |        |        |        |        |        |        |        |        |        |        |        |        |        |                   |       |       |      |       |       |       |
| <b>Automotive Goods</b>                            |                          | 4.1    | 0.1    | -11.7  | 2.8    | 3.2    | 1.6    | 5.3    | -1.2   | -6.1   | 10.9   | -14.1  | 1.6    | 3.7    | <b>-0.2</b>       | -3.2  | 3.3   | 2.2  | -3.7  | 0.0   | -0.3  |
|  | Tires                    | 11.7   | -2.9   | -29.6  | 10.9   | 9.0    | 2.2    | 9.4    | 6.1    | -7.4   | 12.2   | -27.5  | 1.5    | 6.0    | <b>-1.5</b>       | -10.3 | 6.7   | 3.7  | -9.3  | -2.7  | -0.7  |
|  | Car Electronics          | 5.0    | 9.4    | 8.5    | 2.7    | 5.1    | 3.5    | 12.0   | -16.8  | -5.9   | 0.6    | 10.4   | 7.4    | 0.4    | <b>2.7</b>        | 6.9   | 6.7   | -6.7 | 5.4   | 6.8   | -0.9  |
|  | Oil                      | -0.2   | -0.4   | -5.3   | -2.2   | -1.4   | 0.2    | -1.1   | 3.9    | 0.1    | -3.6   | 4.3    | 2.3    | 3.7    | <b>-0.1</b>       | -2.7  | -0.7  | -0.1 | 3.5   | -1.7  | 1.6   |
|  | Batteries                | -3.6   | -1.7   | 11.5   | 6.3    | 9.7    | 14.0   | 13.1   | 8.0    | -0.7   | 6.2    | 1.4    | 0.5    | 13.3   | <b>6.5</b>        | 5.2   | 12.3  | 4.5  | 4.3   | 9.3   | 4.4   |
|  | Accessories              | -3.4   | -4.0   | -10.5  | -2.7   | 2.0    | 1.7    | 1.6    | -2.9   | -1.2   | 1.1    | -1.1   | 2.5    | 5.6    | <b>-0.7</b>       | -5.7  | 1.8   | -0.9 | 2.5   | -2.0  | 0.8   |
| <b>Services</b>                                    |                          | 3.6    | 1.1    | -4.9   | 2.1    | 3.0    | 4.1    | 5.6    | 5.4    | 1.9    | 11.9   | 3.3    | 9.0    | 7.2    | <b>4.3</b>        | -0.6  | 4.2   | 6.7  | 6.5   | 1.8   | 6.6   |
|  | Inspection & Maintenance | -5.0   | -6.5   | -2.1   | -2.1   | -1.7   | 2.0    | 6.5    | 11.2   | 10.2   | 9.1    | 10.8   | 10.4   | 10.4   | <b>4.8</b>        | -3.5  | 2.1   | 10.2 | 10.5  | -0.6  | 10.4  |
| <b>Car Purchase and Sales</b>                      |                          | -12.1  | -7.2   | -5.6   | -7.8   | 0.7    | 3.6    | -6.7   | -2.9   | -7.5   | -6.8   | -4.1   | -1.5   | 1.3    | <b>-3.6</b>       | -6.9  | -1.3  | -5.8 | -1.0  | -3.9  | -3.3  |
| <b>Second-hand automotive goods</b>                |                          | -11.4  | -1.8   | -14.0  | -14.2  | -19.0  | -15.8  | 5.5    | 0.9    | -17.1  | -7.9   | -17.2  | -15.2  | -14.2  | <b>-10.9</b>      | -9.3  | -10.7 | -8.7 | -15.5 | -10.0 | -11.7 |
| <b>Fuel</b>  |                          | 6.7    | 8.1    | 14.6   | 21.3   | 20.6   | 19.9   | 20.5   | 14.1   | 6.1    | -2.7   | -10.1  | -11.5  | -2.7   | <b>7.2</b>        | 14.5  | 20.3  | 5.1  | -8.1  | 17.5  | -1.6  |

|  |     |      |     |      |      |     |      |      |     |      |     |       |      |             |      |      |      |      |      |      |
|--|-----|------|-----|------|------|-----|------|------|-----|------|-----|-------|------|-------------|------|------|------|------|------|------|
| <b>《Overseas sales》</b> (YoY growth rate in total store basis) | 4.2 | -2.8 | 1.5 | -5.6 | -9.7 | 1.4 | -4.3 | -5.3 | 0.3 | -4.2 | 2.4 | -14.0 | -4.8 | <b>-4.1</b> | -2.5 | -4.9 | -3.2 | -5.8 | -3.7 | -4.5 |
|--|-----|------|-----|------|------|-----|------|------|-----|------|-----|-------|------|-------------|------|------|------|------|------|------|

|                                    |                         |   |    |    |    |   |   |   |   |    |    |   |    |            |    |    |    |    |    |    |
|------------------------------------|-------------------------|---|----|----|----|---|---|---|---|----|----|---|----|------------|----|----|----|----|----|----|
| <b>Number of Stores (Domestic)</b> | AUTOBACS                | 0 | -2 | 0  | -2 | 0 | 1 | 1 | 0 | 0  | -1 | 0 | -1 | <b>493</b> | -2 | -1 | 1  | -2 | -3 | -1 |
|                                    | Super AUTOBACS          | 0 | 0  | 0  | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 0 | 0  | <b>74</b>  | 0  | 0  | 0  | 0  | 0  | 0  |
|                                    | AUTOBACS Secohan Ichiba | 0 | 0  | 0  | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 0 | -1 | <b>7</b>   | 0  | 0  | 0  | -1 | 0  | -1 |
|                                    | AUTOBACS Express        | 0 | 0  | 0  | 0  | 0 | 0 | 0 | 0 | 0  | 0  | 0 | 0  | <b>11</b>  | 0  | 0  | 0  | 0  | 0  | 0  |
|                                    | AUTOBACS CARS           | 0 | 0  | -3 | 0  | 0 | 0 | 0 | 0 | -1 | 0  | 0 | -1 | <b>8</b>   | -3 | 0  | -1 | -1 | -3 | -2 |

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

In March 2019, same-store and total-store sales increased by 4.1% and 3.9% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) An extra Sunday compared to LY. 2) Strong sales of tires due to increased demand of tire switchbacks (snow tires into normal tires) and enhanced sales promotion. 3) Strong sales of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Greater sales to both business customers and individual customers as a result of increased number of car purchasing via the Car Purchase Specialty stores.

### < STORE INFORMATION >

March 2019: Domestic / New store 0; Closed 2; 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 March 2019: Domestic 593 (AUTOBACS 493, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 7, AUTOBACS Express 11, AUTOBACS CARS 8), Overseas 46

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

\*\*\* Includes total store sales of AUTOBACS (includes Smart +1, AUTOBACS GARAGE and AUTOBACS Mini), Super AUTOBACS (includes A PIT AUTOBACS), AUTOBACS Secohan Ichiba, and AUTOBACS CARS.

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

In April 2018, both same-store and total-store sales decreased by 0.2% from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Decreased tire selling affected by tire switchback demand (snow tires into normal tires) that occurred earlier than LY while sales of Car Electronic devices have been keeping its growth trend. 2) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 3) Decrease in sales at car purchase and sales business despite the number of car purchasing via the Car Purchase Specialty stores has been increasing.

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

In May 2018, same-store and total-store sales decreased by 9.2% and 9.0%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less weekend days and holidays compared to LY. 2) Decreased tire selling in reaction to LY's strong sales inspired by the price increase in June. 3) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 4) Increased car sales to individual customers although sales to business customers decreased.

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

In June 2018, same-store and total-store sales increased by 1.6% and 2.1%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) An extra Saturday compared to LY. 2) Increased Tire sales both in number and sales amount being compared to LY's weak sales after the price-raising, also inspired by the strong sales of low priced tires and focused efforts on sales promotion activities. 3) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 4) Increased car sales to business customers although sales to individual customers decreased.

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

In July 2018, same-store and total-store sales increased by 3.2% and 3.4%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less Saturday compared to LY. 2) Increased tire sales both in number and sales amount compared to LY's weak sales after the price-raising, also inspired by the strong sales of low priced tires such as private brand tires and focused efforts on sales promotion activities. 3) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 4) Increased sales in car purchase and sales compared to LY thanks to strong car sales to business customers and growth in new car sales.

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

In August 2018, same-store and total-store sales increased by 2.7% and 2.5%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Increased sales of windshield sun shades and other car goods in the extreme heat weather. 2) Although the number of cars subject to statutory inspection continued to decrease, its sales amount increased than LY. 3) Increased sales in car purchase and sales business compared to LY, thanks to the upward trend of car purchasing and the growth in new and used car sales. 4) Super AUTOBACS Tokyo Bay Shinonome store is closed for renovation from August 1.

In September 2018, same-store and total-store sales increased by 3.9% and 3.6%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) An extra holiday and Sunday compared to LY. 2) Strong sales of car electronics such as car navigation devices and dashcams. 3) Strong sales of statutory safety inspection and maintenance services both in number and sales amount according to the increasing number of cars subject to statutory inspection than LY. 4) Decrease in sales to both business customers and individual customers despite the number of car purchasing via the Car Purchase Specialty stores has increased.

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

In October 2018, both same-store and total-store sales increased by 0.2%, from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less Sunday compared to LY. 2) Sales of dashcams declined as a result of the reaction to the demand increase due to news and reports about dangerous driving, such as speeding, tailgating, aggressive driving in October LY, while sales of tires were strong mainly in low priced tires. 3) Strong sales of statutory safety inspection and maintenance services both in number and sales amount according to the increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Super AUTOBACS Tokyo Bay Shinonome store is closed for renovation until November 22.

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

In November 2018, both same-store and total-store sales decreased by 4.6%, from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less holiday compared to LY. 2) Weak sales of winter snow tires and aluminum wheels effected by warm weather. 3) Sales of statutory safety inspection and maintenance services increased double digits on same store basis according to the increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Decrease in sales at car purchase and sales business despite the increasing number of cars purchased via the Car Purchase Specialty stores.

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

In December 2018, same-store and total-store sales increased by 9.7% and 9.5% respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) An extra holiday compared to LY. 2) Strong sales of winter snow tires due to chilling weather and snowfalls; strong sales of tire chains by increased demand due to chain attachment mandatory on some roads. 3) Strong sales of statutory safety inspection and maintenance services according to the increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Decrease in sales at car purchase and sales business despite the number of car purchasing via the Car Purchase Specialty stores has increased.

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

In January 2019, both same-store and total-store sales decreased by 10.0% from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Decreased sales compared to LY's strong sales of winter tires and wheels especially in the Kanto region that had been hit by cold weather and snowfall, although this year's sales of winter goods showed similar results to the usual years. 2) Strong double-digit sales of statutory safety inspection and maintenance services according to the increasing number of cars subject to statutory inspection and sales initiatives at stores. 3) Decrease in sales at car purchase and sales business despite the strong retail sales and BtoB sales (in number).

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

In February 2019, same-store and total-store sales increased by 2.5% and 2.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Strong YoY growth for dashboard cameras and normal tires, while winter items such as winter tires and tire chains were lower than LY, 2) Double-digit growth in number of cars for statutory safety inspection and maintenance services according to the increasing number of cars subject to statutory inspection and sales initiatives at stores.3) Growth in number of cars dealt at the car purchase and sales business compared to LY, thanks to strong BtoB sales and new car retail sales via the CARS franchise stores.