



# Monthly Retail Sales Report (March 2014)

7-Apr-14  
 AUTOBACS SEVEN CO., LTD.  
 IR and PR Department  
 Tel: 03-6219-8718, Fax: 03-6219-8762

## 《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+1	-1	±0	+1	-1	+1	±0	±0	+1	-1	±0	±0	±0	±0	±0	±0	±0	±0	±0	
<b>TOTAL SALES</b>	Mar-13	25,933	23,021	20,280	20,368	23,020	22,226	20,222	20,515	29,937	37,891	22,329	22,676	32,897	Accumulated Total for FY 2014	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	25,933	23,021	20,280	20,368	23,020	22,226	20,222	20,515	29,937	37,891	22,329	22,676	32,897	295,381	63,669	65,469	88,342	77,902	129,138	166,244
	YoY growth rate	-3.8	-10.0	-4.6	-6.3	-8.6	-1.5	-3.5	-0.4	9.0	0.2	-6.3	19.2	26.8	1.2	-7.2	-4.7	2.9	13.2	-5.9	7.5
Same store basis	YoY growth rate	-6.3	-12.2	-6.9	-8.2	-10.4	-3.4	-5.7	-2.4	7.2	-1.1	-7.3	17.7	24.9	-0.6	-9.3	-6.7	1.2	11.8	-8.0	5.9
<b>TOTAL NUMBER OF PURCHASING CUSTOMERS</b>	Mar-13	3,561	3,425	3,230	3,016	3,354	3,427	2,855	2,862	3,435	4,118	3,099	2,757	3,737	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	3,561	3,425	3,230	3,016	3,354	3,427	2,855	2,862	3,435	4,118	3,099	2,757	3,737	39,316	9,672	9,636	10,415	9,593	19,308	20,008
	YoY growth rate	6.0	-6.5	-3.1	-1.1	-2.7	-2.2	-4.4	-2.4	8.0	-1.7	-4.5	1.8	4.9	-1.2	-3.7	-3.0	1.1	0.8	-3.4	1.0
Same store basis	YoY growth rate	2.4	-9.1	-5.8	-3.4	-4.9	-4.4	-6.9	-4.7	5.8	-3.0	-5.8	0.2	2.9	-3.3	-6.3	-5.3	-0.8	-0.8	-5.8	-0.8
<b>AVERAGE PURCHASE PRICE PER CUSTOMER</b>	Mar-13	7,281	6,723	6,313	6,736	7,440	7,956	6,883	6,822	7,433	9,200	7,128	6,376	7,463	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	-8.5	-3.4	-1.2	-5.0	-5.9	1.0	1.2	2.3	1.3	2.0	-1.6	17.4	21.3	2.7	-3.3	-1.5	2.0	12.6	-2.4	6.7

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES	YoY growth rate in same store basis	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
<b>Automotive Goods &amp; Services</b>		-6.8	-14.1	-8.8	-9.3	-11.7	-5.6	-8.8	-4.4	5.6	-3.3	-10.1	16.3	21.3	-2.8	-10.9	-8.8	-0.7	8.7	-9.9	3.4
Services		4.7	-4.3	-1.7	-0.2	-2.5	0.9	-1.1	0.2	6.7	-0.2	-1.1	2.8	15.3	1.5	-2.2	-1.0	2.2	6.8	-1.6	4.4
Inspection & Maintenance		7.0	7.0	2.0	6.0	4.1	6.1	1.2	0.3	2.0	-2.3	-1.8	-3.3	8.3	2.6	4.9	3.7	0.0	2.0	4.3	1.1
Tires		5.2	-14.5	-9.0	-4.6	-10.6	-0.4	-4.4	-1.8	16.4	-0.7	-18.7	43.7	40.9	2.4	-10.1	-5.3	4.8	17.2	-7.8	9.0
Wheels		10.5	-18.5	-11.8	-12.3	-16.0	-12.9	-8.9	-2.9	23.2	1.4	-16.7	67.9	26.5	2.4	-15.1	-12.9	8.1	16.3	-14.1	10.5
Car Electronics		-31.9	-29.2	-20.0	-27.3	-26.2	-19.9	-21.0	-12.7	-18.2	-17.8	3.2	1.5	30.1	-14.4	-26.0	-22.8	-16.6	14.0	-24.4	-2.2
Oil		1.6	-4.3	-4.1	-1.1	-0.8	0.8	-5.0	-4.9	1.5	-0.9	-0.5	-7.1	7.2	-1.5	-3.2	-1.5	-1.4	0.3	-2.4	-0.6
Batteries		-7.4	-6.9	-3.5	0.4	-3.0	1.8	-5.3	-6.8	-0.8	-9.7	-5.1	3.3	20.6	-2.0	-3.5	-2.0	-6.3	4.3	-2.6	-1.6
Maintenance Parts		-5.7	-12.9	-10.4	-6.0	-11.1	-6.7	-8.6	0.8	7.5	0.4	-39.6	82.4	6.3	-0.8	-10.0	-8.8	2.4	6.2	-9.5	4.4
Accessories		-3.6	-11.1	-4.5	-4.5	-7.8	-3.9	-10.8	-3.4	2.7	-0.9	-1.9	-0.8	11.3	-3.1	-6.9	-7.3	-0.6	3.6	-7.1	1.5
Car Repair Goods		18.3	-7.9	-4.8	-0.1	-4.0	0.2	1.5	-5.6	11.4	5.3	-1.0	1.3	-1.6	-0.7	-4.6	-0.9	3.8	-0.6	-2.9	1.7
Motor Sports Goods		-5.0	-9.2	-11.8	-10.3	-11.1	-8.7	-12.2	-9.0	-3.8	-6.9	-3.8	-11.6	12.6	-7.0	-10.4	-10.7	-6.5	-0.3	-10.5	-3.7
Car Leisure		5.8	-13.9	-17.0	-8.2	-13.8	-14.8	-31.8	-2.1	-12.3	-7.3	7.4	-2.4	2.0	-10.1	-13.2	-19.2	-7.3	2.6	-16.5	-2.2
Motorcycle Goods		-0.6	-9.6	-2.5	17.5	-1.0	-10.2	1.1	-8.6	-14.3	-18.7	-27.9	-24.4	-16.3	-8.8	1.4	-3.3	-13.8	-21.7	-0.9	-17.8
<b>New &amp; Used Cars</b>		-1.8	23.4	22.0	3.9	5.2	30.7	30.1	26.6	37.6	52.4	40.4	35.7	63.4	32.7	15.5	21.6	39.3	49.2	18.7	44.9
<b>Second-hand automotive goods</b>		-15.3	-26.2	-22.5	-21.5	-23.6	-13.7	-23.6	-20.4	-8.9	-15.7	-10.1	-13.9	-7.3	-17.8	-23.6	-20.7	-14.8	-10.2	-22.2	-12.8
<b>Fuel</b>		4.3	30.3	14.3	19.2	14.8	19.9	9.8	9.3	9.9	14.0	6.7	1.4	9.1	12.3	20.9	14.9	11.3	5.9	17.5	8.4

## 《Domestic Sales results》 (major categorized store formats, YoY growth rate in same store basis)

AUTOBACS	YoY growth rate	-6.3	-14.5	-8.5	-8.9	-11.8	-5.4	-8.2	-5.1	6.2	-3.6	-9.7	16.6	21.4	-2.7	-10.9	-8.6	-0.8	9.0	-9.8	3.4
Super AUTOBACS	YoY growth rate	-8.1	-13.2	-9.3	-10.3	-11.3	-6.3	-10.3	-2.8	4.3	-2.4	-11.0	15.8	20.7	-3.3	-11.1	-9.4	-0.4	8.0	-10.2	3.4

<b>《Overseas sales》</b> (YoY growth rate in total store basis)		-1.8	-4.4	-4.2	-7.7	-6.6	-3.7	-9.1	-8.4	0.4	-12.8	-7.7	-6.7	-6.7	-6.5	-5.5	-6.3	-7.0	-7.1	-5.9	-7.1
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<b>Number of Stores</b>	AUTOBACS	+2	+1	+2	+3	0	+6	+4	+1	0	0	+1	+3	478	+5	+9	+5	+4	+14	+9
	Super AUTOBACS	0	0	0	0	0	-1	0	0	0	0	0	0	75	0	-1	0	0	-1	0
	AUTOBACS Secohan Ichiba	0	-1	0	0	0	-1	-1	0	0	-1	0	0	10	-1	-1	-1	-1	-2	-2
	AUTOBACS Express	0	-1	0	0	0	0	+1	+1	0	0	0	0	8	-1	0	+2	0	-1	+2

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

In March 2014, both same- and total-store sales jumped up by 7.3% and 6.3%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong demand for tires, wheels and other, related to the consumption tax increase in April. 2) Growing sales of car navigation devices and car accessories, thanks to the strong new car sales. 3) Solid sales result of the CARS division according to the robust retail and trading business.

< STORE INFORMATION >

March 2014: New store 3; Closed 0; Relocation, Scrap & build (include format changes) 0

Total number of domestic stores at the end of March 2014: Domestic 571 (AUTOBACS 478, Super AUTOBACS 75, AUTOBACS Secohan Ichiba 10, AUTOBACS Express 8)

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.

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

In April 2013, both same- and total-store sales decreased by 12.2% and 10.0%, from last year's April results(LY). Factors behind the % changes are; 1) A calendar shift of one less Sunday; 2) weak demand of automotive goods and accessories hit by the unusual cold weather in some areas and a rebound after LY's gain related to strong new car sales; 3) less demand of tire switchbacks (snow tires into normal tires), as it peaked in March this year which was earlier than LY; and 4) sluggish sales of car navigation devices due to continuing price falls.

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

In May 2013, both same- and total-store sales decreased by 6.9% and 4.6%, from last year's May results(LY). Factors behind the % changes are as followings. 1) Continuing weak sales of Tires and Wheels. 2) Sluggish sales of car navigation devices due to continuing price falls. 3) Weak demand of automotive goods and accessories due to a rebound after LY's gain related to strong new car sales.

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

In June 2013, both same- and total-store sales decreased by 8.2% and 6.3% from last year's June results(LY). Factors behind the % changes are as followings. 1) Still declining sales of car navigation devices due to continuing price falls. 2) Weak sales of automotive goods & accessories and motorsports goods due to a rebound after LY's gain related to strong new car sales. 3) YoY sales decline for Tires getting smaller than in the previous month due to the stable demand for fuel efficient tires and switchback demand on tires from snow tires to summer tires at Hokkaido

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

In July 2013, both same- and total-store sales decreased by 10.4% and 8.6% from last year's July results(LY). Factors behind the % changes are as followings. 1) Declining sales of car navigation devices due to price falls and decrease in demand. 2) Continuing weak sales of Tires though there is a demand for fuel efficient tires. 3) Weak sales of automotive goods & accessories and motorsports goods due to a rebound after LY's gain related to strong new car sales.

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

In August 2013, both same- and total-store sales decreased by 3.4% and 1.5% from last year's August results(LY). Factors behind the % changes are as followings. 1) Improving sales of Tires (though still below LY) according to the solid demand for fuel efficient tires. 2) Weak sales of car navigation devices due to price falls, despite a recovery in sales of PNDs. 3) Soft sales of automotive goods & accessories and motorsports goods due to a rebound after LY's gain related to strong new car sales. 4) Strong sales result for the CARS division especially due to its robust trading business.

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

In September 2013, both same- and total-store sales decreased by 5.7% and 3.5% from last year's September results(LY). Factors behind the % changes are as follows. 1) Sales drop of car navigation devices due to continuing price deflation and weak demand. 2) Soft sales of car accessories and motorsports goods due to a rebound after LY's gain related to strong new car sales. 3) Strong sales result for the CARS division driven by the robust retail and purchase business.

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

In October 2013, both same- and total-store sales decreased by 2.4% and 0.4% from last year's October results(LY). Factors behind the % changes are as follows. 1) Signs of recovery recognized for the demand of such items as car accessories, after the sharp drop that took place in reaction to LY's strong sales related to robust new car sales. 2) Sales volume of car navigation devices being close to LY's level, even though its sales amount continues to decline. 3) Strong sales of fuel efficient tires and snow tires, yet overall Tire sales are below LY's level. 4) Strong sales result for the CARS division driven by the robust retail and purchase business.

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

In November 2013, both same- and total-store sales increased by 7.2% and 9.0% from last year's November results(LY). The YoY growth rate turned positive after 19 months of negative growth in same-store sales and 10 months in total-store sales. Factors behind the % changes are as follows. 1) One extra Saturday compared to LY. 2) Robust sales of Tires & Wheels according to the snowfall that came earlier than normal and increased promotions or sales campaigns during the month. 3) Continuing sales decline of car navigation devices. 4) Rising sales of Accessories and Car Repair Goods that is occurring concurrently with the recovery of new car sales.

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

In December 2013, although same-store sales turned negative and decreased by 1.1% on a year-over-year basis, total-store sales remained positive and showed a 0.2% gain from last year's December result(LY). Factors behind the % changes are as follows. 1) Strong sales of Tires & Wheels which was stimulated by intensive marketing campaigns during the month. 2) Continuing sales decline of car navigation devices. 3) Rising sales of Accessories and Car Repair Goods driven by strong new car sales. 4) Solid sales result of the CARS division according to the robust retail and trading business.

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

In January 2014, both same-store and total-store sales decreased by 7.3% and 6.3%, respectively from last year's January result(LY). Factors behind the % changes are as follows. 1) Negative YoY growth in Kanto area since the base last year was strong according to the snowfall in that region. Yet, sales in other area were flat YoY. 2) Positive YoY growth in sales of car navigation devices, which got a boost from strong new car sales. 3) Solid sales result of the CARS division according to the robust retail and trading business.

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

In February 2014, both same- and total-store sales increased by 7.3% and 6.3%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Robust sales of tires, wheels and tire chains especially in Kanto region, according to the big snowfall that hit twice the region. This sales gain made up for the loss in January. 2) Positive YoY growth in sales of car navigation devices, thanks to the continuing strong new car sales. 3) Solid sales result of the CARS division according to the robust retail and trading business.