7-Apr-15
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Monthly Retail Sales Report（March 2015）

《Groupwide Sales results (Domestic) 》

# of weekends and holidays	YoY change (day)	±0	±0	+1	-1	±0	+1	-1	±0	+2	-1	+1	±0	-2	±0	±0	±0	+1	-1	±0	±0
TOTAL SALES		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total for FY 2015	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	32,897	19,428	18,582	18,612	22,695	21,081	19,443	19,059	27,516	37,535	20,625	18,030	23,679	**266,290**	56,626	63,220	84,110	62,335	119,846	146,445
	YoY growth rate	26.8	-15.7	-8.4	-8.7	-1.5	-5.2	-3.9	-7.1	-8.1	-1.0	-7.7	-20.5	-28.1	**-9.9**	-11.1	-3.5	-4.8	-20.0	-7.2	-12.0
Same store basis	YoY growth rate	24.9	-17.1	-9.9	-10.2	-2.7	-6.5	-5.1	-8.7	-9.0	-2.2	-8.7	-21.3	-28.5	**-11.0**	-12.6	-4.7	-6.0	-20.7	-8.6	-12.9
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	3,737	3,198	3,096	2,895	3,129	3,277	2,761	2,749	3,365	4,039	2,899	2,546	3,143	**37,098**	9,189	9,167	10,154	8,588	18,356	18,742
	YoY growth rate	4.9	-6.7	-4.2	-4.1	-6.8	-4.4	-3.4	-4.0	-2.1	-2.0	-6.5	-7.7	-15.9	**-5.7**	-5.0	-4.9	-2.6	-10.5	-5.0	-6.4
Same store basis	YoY growth rate	2.9	-8.6	-6.1	-6.0	-8.2	-6.0	-5.0	-5.8	-3.1	-3.3	-7.7	-8.8	-16.7	**-7.1**	-6.9	-6.4	-3.9	-11.5	-6.7	-7.6
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	21.3	-9.4	-4.1	-4.4	6.0	-0.6	-0.2	-3.1	-6.1	1.0	-1.1	-13.7	-14.3	**-4.2**	-6.1	1.8	-2.2	-10.5	-2.1	-5.8

《Groupwide Sales results (Domestic) 》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods & Services		21.3	-16.9	-10.2	-12.0	-4.9	-8.0	-7.1	-9.8	-10.5	-1.7	-8.8	-23.4	-29.7	**-11.9**	-13.2	-6.6	-6.5	-21.7	-9.9	-13.5
	Services	15.3	-11.3	-3.5	-7.2	-3.0	-3.5	-3.5	-2.9	-3.5	1.7	-1.0	-1.3	-16.4	**-5.0**	-7.5	-3.3	-1.3	-8.0	-5.4	-4.6
	Inspection & Maintenance	8.3	-19.6	-1.1	-4.4	-3.1	-0.1	-0.3	1.8	3.9	3.3	7.1	7.9	-8.0	**-1.3**	-8.0	-1.2	3.0	0.6	-4.5	1.7
	Tires	40.9	-25.2	-15.0	-15.4	-0.5	-4.2	-4.8	-9.1	-16.9	2.8	-6.1	-38.4	-41.6	**-13.9**	-19.2	-3.1	-6.5	-30.7	-11.3	-15.2
	Wheels	26.5	-19.5	-15.4	-17.1	-8.8	-6.9	-6.1	-2.0	-16.2	10.4	-0.1	-44.6	-40.3	**-10.8**	-17.7	-7.3	-1.3	-29.2	-13.1	-10.1
	Car Electronics	30.1	-23.8	-19.4	-18.9	-2.4	-16.6	-11.2	-24.4	-8.2	-19.8	-25.5	-23.4	-39.7	**-20.2**	-20.8	-9.6	-17.4	-31.8	-15.0	-25.3
	Oil	7.2	-9.6	-3.9	-3.7	-4.2	-5.0	-2.3	-3.4	-3.8	-9.1	-5.9	3.5	-15.1	**-5.5**	-5.8	-3.9	-5.6	-6.9	-4.8	-6.2
	Batteries	20.6	-16.5	-8.7	-10.5	-11.6	-16.8	-16.6	-13.5	-15.3	-2.8	-17.2	-12.4	-23.8	**-13.6**	-12.0	-15.2	-9.6	-17.9	-13.9	-13.5
	Maintenance Parts	6.3	-13.1	-8.3	-8.6	-4.0	1.2	-6.8	-3.9	-6.3	12.5	12.5	-55.9	-18.8	**-11.0**	-10.1	-3.0	4.3	-28.8	-6.7	-13.2
	Accessories	11.3	-10.6	-9.3	-10.5	-13.2	-10.5	-11.0	-13.0	-7.4	-15.6	-15.3	-12.6	-26.1	**-13.2**	-10.2	-11.6	-12.3	-19.1	-10.9	-15.7
	Car Repair Goods	-1.6	-7.2	-1.3	-6.6	-5.9	-4.6	0.2	-3.5	1.0	-4.1	-8.1	-2.0	-13.7	**-4.8**	-4.9	-3.6	-2.3	-8.7	-4.3	-5.4
	Motor Sports Goods	12.6	-16.6	-10.6	-14.0	-9.4	-9.4	-9.8	-9.8	-6.8	-12.6	-13.7	-6.1	-29.1	**-12.9**	-13.8	-9.5	-10.0	-17.8	-11.7	-13.7
	Car Leisure	2.0	-21.5	-6.4	-8.2	-19.1	-18.5	-4.1	-21.9	-1.0	-14.4	-12.6	-15.0	-29.3	**-15.4**	-12.1	-15.4	-13.0	-20.4	-13.9	-17.0
	Motorcycle Goods	-16.3	-23.9	-16.2	-24.2	-10.5	2.9	-11.9	-22.3	-1.1	3.9	-9.2	-15.6	-26.1	**-14.0**	-21.6	-7.0	-7.2	-19.3	-14.7	-13.1
Car Purchase and Sales		63.4	-21.3	-7.5	9.7	26.6	10.8	11.9	3.3	11.9	-10.9	-6.2	-4.0	-21.2	**-1.7**	-5.9	16.0	0.6	-12.9	6.1	-7.3
Second-hand automotive goods		-7.3	-21.8	-21.7	-24.5	-22.1	-16.2	-12.9	-21.0	-18.8	-14.4	-21.2	-14.1	-25.1	**-19.6**	-22.6	-17.2	-17.7	-20.7	-20.2	-19.1
Fuel		9.1	-11.1	3.9	5.9	5.1	1.1	-3.0	0.1	0.3	-0.4	-10.5	-12.7	-17.8	**-3.7**	-0.6	1.1	0.0	-13.8	0.3	-7.1

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

		Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
AUTOBACS	YoY growth rate	21.4	-17.1	-10.6	-12.4	-5.0	-8.1	-7.4	-10.5	-11.7	-1.4	-9.3	-23.6	-30.2	**-12.3**	-13.6	-6.8	-7.0	-22.1	-10.2	-13.8
Super AUTOBACS	YoY growth rate	20.7	-16.6	-9.3	-11.0	-4.7	-7.6	-6.3	-8.2	-7.1	-2.8	-7.8	-23.2	-28.1	**-11.1**	-12.5	-6.1	-5.5	-20.7	-9.3	-12.6
《Overseas sales》	(YoY growth rate in total store basis	-6.7	-4.2	-2.0	-6.7	-3.8	-1.8	-7.3	-10.1	-10.0	-4.6	-3.0	8.6	-10.3	**-4.6**	-4.4	-4.1	-8.0	-1.7	-4.2	-5.0

		Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Number of Stores (Domestic)	AUTOBACS	+1	0	+1	+1	+2	+2	+5	0	+1	0	0	0	491	+2	+5	+6	0	+7	6
	Super AUTOBACS	0	0	0	0	0	0	0	0	0	0	0	0	75	0	0	0	0	0	0
	AUTOBACS *Secohan Ichiba*	0	0	0	0	0	0	0	0	0	0	0	0	10	0	0	0	0	0	0
	AUTOBACS Express	0	0	0	0	0	0	0	0	0	0	0	0	8	0	0	0	0	0	0

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

In March 2015, both same- and total-store sales decreased by 28.5% and 28.1%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) A Calendar shift of one less Saturday and one less Holiday compared to LY; 2) Sharp drop in sales especially for tires and wheels in reaction to the robust rise in March last year, when rush spending before the April sales tax hike pushed up overall sales; 3) Weak sales trend of car navigation devices related to less new car sales compared to LY; 3) Lower sales trend for car purchase and sales business and statutory safety inspection services, in reaction to the rise in LY .

< STORE INFORMATION > March 2015: New store 0; Closed 0 ; Relocation, Scrap & build (include format changes)0
Total number of domestic stores at the end of March 2015: Domestic 584 (AUTOBACS 491, Super AUTOBACS 75, AUTOBACS *Secohan Ichiba* 10, AUTOBACS Express 8),Overseas27

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 2014, both same- and total-store sales plunged by 17.1% and 15.7%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Weak demand for tires, wheels and other major items in reaction to the leap in March affected by the consumption tax increase in April. 2) Sales drop of car navigation devices and other, following the fall of new car sales. 3) Declining sales of Safety Inspection & maintenance services and CARS also due to the consumption tax increase in April.

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

In May 2014, both same- and total-store sales plunged by 9.8% and 8.4%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Weak demand for tires, wheels and car navigation devices in reaction to the leap in March before the April 2014 rise of the consumption tax. 2) Demand for statutory safety inspection and maintenance services, almost equal to LY's level. 3) Sales decline at the CARS division according to the consumption tax increase in April.

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

In June 2014, both same- and total-store sales plunged by 10.2% and 8.7%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) A Calendar shift of one less Saturday. 2) Weak demand for tires, wheels and car navigation devices in reaction to the leap in March before the April 2014 rise of the consumption tax. 3) Steady demand for certain items such as drive recorders. 4) Recovering trend at the CARS division as sales turned positive in both retail and trading business.

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

In July 2014, both same- and total-store sales decreased by 2.7% and 1.5%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Lessening negative impact from the consumption tax hike; 2) Recovering sales of tires and car navigation devices as a result of intense advertising and sales promotion initiatives; 3) Strong sales trend at the CARS division as sales maintained positive growth in both retail and trading business.

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

In August 2014, both same- and total-store sales decreased by 6.5% and 5.2%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Typhoon, rainstorm and bad weather situation especially in the western regions of Japan affecting the number of purchasing customers; 2) Intense advertising and sales promotion initiatives encouraging Tire sales; 3) Less demand on car navigation devices and car accessories as a result of weak new car sales; 4) Strong sales trend at the CARS division as sales maintained positive in both retail and trading business.

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

In September 2014, both same- and total-store sales decreased by 5.1% and 3.9%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) A calendar shift of one less Sunday; 2) Decreased demand especially in car navigation devices due to sluggish sales of new cars after consumption tax hike; 3) Recovering statutory inspection sales, increased from LY in unit; 4) Strong sales trend at the CARS division as sales maintained positive in both retail and trading business.

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

In October 2014, both same- and total-store sales decreased by 8.7% and 7.2%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Sales affected by typhoons that hit the nation twice on weekends; 2) Decreased demand in car navigation devices due to sluggish new car sales trend; 3) Recovering statutory safety inspection sales, increased from LY both in unit and amount; 4) Strong sales trend at the CARS division as sales maintained positive.

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

In November 2014, both same- and total-store sales decreased by 9.0% and 8.1%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Soft sales of snow tires and tire chains due to less snowfall than normal and weak new car sales; 2) Continued decline in sales of car navigation devices; 3) Recovering sales of statutory safety inspection services both in unit and amount; 4) Strong sales trend at the CARS division.

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

In December 2014, both same- and total-store sales decreased by 2.2% and 1.0%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of snow tires and tire chains according to snowfalls throughout the nation; 2) Soft sales of car navigation devices and car accessories due to weak new car sales; 3) Recovering sales of statutory safety inspection services.

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

In January 2015, both same- and total-store sales decreased by 8.7% and 7.7%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of snow tires and tire chains according to snowfalls especially in Kanto and Kansai regions; 2) Soft sales of car navigation devices and car accessories due to weak new car sales; 3) Growing sales of statutory safety inspection services both in number of units and sales volume.

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

In February 2015, both same- and total-store sales decreased by 21.3% and 20.5%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Lower sales of snow tires and tire chains compared to LY when sales rose thanks to the nationwide heavy snowfall; 2) Weak sales trend of car navigation devices and car accessories related to less new car sales compared to LY; 3) Strong sales trend for statutory safety inspection services both in number of units and sales volume.