



Monthly Retail Sales Report (March 2018)

6-Apr-18
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《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	-1	±0	±0	±0	±0	-1	±0	-1	±0	+1	+1	-1	-1	±0	-2	+2	-1	±0
TOTAL SALES	Mar-17	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	23,753	22,250	20,597	17,853	21,470	19,402	18,539	20,333	27,719	32,926	22,619	17,675	24,266	265,648	60,699	59,411	80,978	64,559	120,110	145,538
	YoY growth rate	0.9	5.1	9.8	0.0	-6.9	-0.8	-1.4	-2.7	0.2	5.8	4.3	-1.0	2.1	1.3	5.1	-3.3	1.7	2.0	0.8	1.8
Same store basis	YoY growth rate	0.6	5.8	10.4	0.4	-6.4	-0.3	-1.3	-2.6	-0.3	5.5	4.0	-1.6	1.6	1.3	5.6	-2.9	1.4	1.5	1.2	1.4
TOTAL NUMBER OF PURCHASING CUSTOMERS	Mar-17	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	2,938	3,176	2,942	2,544	2,883	2,816	2,464	2,611	3,028	3,571	2,789	2,317	2,988	34,129	8,662	8,163	9,210	8,094	16,825	17,305
	YoY growth rate	-3.1	1.5	0.2	-2.1	-6.5	-4.9	-2.2	-6.4	-0.2	-0.1	-3.7	-4.3	1.7	-2.2	0.0	-4.7	-2.0	-2.0	-2.3	-2.0
Same store basis	YoY growth rate	-2.5	2.5	1.2	-1.2	-5.5	-3.9	-1.4	-5.8	0.3	0.2	-3.3	-4.0	1.9	-1.5	0.9	-3.7	-1.5	-1.6	-1.4	-1.6
AVERAGE PURCHASE PRICE PER CUSTOMER	Mar-17	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	3.1	3.2	9.1	1.5	-1.1	3.7	0.0	3.4	-0.6	5.2	7.5	2.5	-0.4	2.8	4.6	0.8	2.9	3.2	2.6	3.0

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Mar-17	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		-1.0	4.5	11.6	-1.6	-8.0	-0.3	0.5	-1.6	0.8	8.7	6.3	1.3	4.1	2.5	5.0	-3.0	3.4	4.2	0.9	3.7
	Tires	-3.9	10.9	41.7	-5.6	-10.7	4.3	0.0	-1.4	3.8	17.2	12.4	7.1	11.7	8.3	16.3	-2.7	8.2	11.0	7.0	9.1
	Car Electronics	-1.7	-4.8	-3.0	-7.5	-16.5	-5.4	-5.3	10.8	6.0	1.3	4.3	5.6	5.6	-1.3	-5.2	-10.2	5.6	5.2	-7.9	5.4
	Oil	0.9	3.0	2.6	4.4	1.5	0.7	3.2	-6.3	0.5	-1.7	-5.9	-4.1	-0.6	-0.2	3.3	1.7	-2.5	-3.5	2.5	-2.9
	Batteries	6.9	8.6	2.3	4.3	2.6	-1.3	3.1	-3.0	1.4	7.8	-0.7	5.1	-3.6	2.1	5.0	1.3	2.7	0.2	2.9	1.5
	Accessories	-0.4	4.2	0.2	1.7	-2.4	-4.7	-1.0	-9.4	-4.9	-5.2	-6.7	-10.1	-3.5	-3.3	2.1	-2.8	-6.5	-6.5	-0.4	-6.5
Services		7.5	9.9	12.3	6.9	2.6	3.0	1.5	-0.8	4.2	3.7	-0.2	-2.7	3.6	3.7	9.7	2.4	2.6	0.6	6.0	1.7
	Inspection & Maintenance	13.2	18.7	11.1	12.1	9.8	9.2	2.2	-3.0	-1.4	-2.6	-3.2	-5.9	-5.0	2.8	13.9	7.0	-2.4	-4.8	10.2	-3.7
Car Purchase and Sales		-4.7	4.6	-0.2	-0.9	-14.8	-7.6	-12.6	-12.7	-19.6	-20.5	-7.0	-14.1	-12.1	-10.7	1.1	-11.9	-17.7	-11.6	-6.2	-14.5
Second-hand automotive goods		-8.9	-10.9	-20.2	-17.1	-3.7	-14.0	-26.4	-13.7	-14.2	-7.8	-2.8	1.9	-11.4	-12.0	-15.8	-15.0	-11.7	-4.7	-15.4	-8.7
Fuel		27.9	20.1	9.2	4.5	2.4	3.6	3.4	4.4	14.7	15.1	11.2	17.4	6.7	9.4	11.1	3.1	11.7	11.6	6.8	11.6

《Overseas sales》 (YoY growth rate in total store basis)	1.7	-2.1	2.5	1.4	0.5	3.8	1.6	-6.7	-1.8	2.8	-11.6	20.6	4.2	1.3	1.2	1.3	-1.5	3.3	1.8	0.7
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Number of Stores (Domestic)	AUTOBACS	0	-2	0	0	+2	0	+1	+1	+1	0	+1/-2	0	497	-2	+2	+3	-1	0	+2
	Super AUTOBACS	0	0	0	0	0	0	0	0	0	0	0	0	0	74	0	0	0	0	0
AUTOBACS Secohan Ichiba	0	0	0	0	0	0	0	0	0	0	0	0	-1	8	0	0	0	-1	0	-1
AUTOBACS Express	0	0	0	0	0	0	0	0	0	0	0	0	0	11	0	0	0	0	0	0
AUTOBACS CARS	0	0	0	+1	-1	0	+1	0	0	0	0	0	0	13	0	0	+1	0	0	+1

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

In March 2018, same-store and total-store sales decreased by 1.6% and 2.1%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Increased number of buying customers due to the demand of tire switchbacks (snow tires into normal tires) and substantial sales of vehicle-mounted driving recorders; 2) Decreased sales in statutory inspection and maintenance services both in number and sales amount despite various marketing efforts to increase customer demand during the best selling season; 3) Decrease in sales at car purchase and sales business due to weak retail sales, although BtoB sales grew owing to the increased car purchasing via the Car Purchase Specialty stores.

< STORE INFORMATION >

March 2018: Domestic / New store 0; Closed 1; Relocation, Scrap & build (include format changes) 0 Overseas / New store 1, Closed 1, Relocation, Scrap & build (include format changes) 0
 Total number of domestic stores at the end of March 2018: Domestic 603 (AUTOBACS 497, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 8, AUTOBACS Express 11, AUTOBACS CARS 13), Overseas 41

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.

< 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.

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

In June 2017, same-store sales increased by 0.1% and total-store sales decreased by 0.3% from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Weakened sales of tires due to the price increase from this month, though other merchandise sales held steady; 2) Continuing 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.

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

In July 2017, both same-store and total-store sales decreased by 6.4% and 6.9%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Weak sales of tires & wheels, and car electronics; 2) Strong sales of 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) Decrease in sales at car purchase and sales business due to weak retail sales, although BtoB sales continued to grow steadily owing to Group-wide 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 August 2017, both same-store and total-store sales decreased by 0.3% and 0.8%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Strong sales of tires & wheels, as stores mainly at snowfall areas increased their sales by informing customers about the price increase in September and motivating customers to buy earlier; 2) Strong sales of 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) Decrease in sales at car purchase and sales business due to weak used car retail sales, although BtoB sales continued to grow steadily owing to Group-wide 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 September 2017, both same-store and total-store sales decreased by 1.3% and 1.4%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Weak sales of Car Electronics devices although sales of Tires & Wheels maintained LY's level after the price increase; 2) Decreasing number of statutory safety inspection and maintenance services while sales amount remained higher than LY; 3) Lower used car retail sales and decrease in number of car purchasing.

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

In October 2017, both same-store and total-store sales decreased by 2.6% and 2.7%, 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) Rising demand for vehicle-mounted driving recorders followed by news and reports of car accidents caused by dangerous behavior, such as speeding, tailgating, aggressive driving and so on; 3) Decreasing statutory safety inspection and maintenance services both in number and sales amount, as a result of demand curve shifting to the left that means cars subject to statutory inspections has started to decline in October; 3) Lower used car retail sales, though the number of car purchasing has increased.

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

In November 2017, same-store decreased by 0.3% and total-store sales increased by 0.2%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Strong sales of winter snow tires due to cold wave in northern Japan and continuing high demand for vehicle-mounted driving recorders; 2) Decreasing statutory safety inspection and maintenance services both in number and sales amount, as a result of fewer cars subject to statutory inspections than LY; 3) Sluggish car sales both in B2B and B2C market; however, the number of car purchasing has increased.

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

In December 2017, same-store and total-store sales increased by +5.5% and +5.8%, 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) Strong sales of winter snow tires and tire chains due to the cold wave that hit eastern Japan; 3) Decreased sales related to statutory safety inspection and maintenance services, as a result of fewer cars subject to statutory inspections than LY; 4) Sluggish car sales both in B2B and B2C market; however, 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 2018, same-store and total-store sales increased by +4.0% and +4.3%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Strong sales of tire chains and winter snow tires due to snowfalls in the area around Tokyo; 2) Decreased sales related to statutory safety inspection and maintenance services, as a result of fewer cars subject to statutory inspections than LY; 3) The number of car purchasing via the Car Purchase Specialty stores has increased, however the amount of car sales decreased from same month of LY.

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

In February 2018, same-store and total-store sales decreased by 1.6% and 1.0%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Continuing strong sales of winter items such as snow tires and tire chains under cold weather, and of vehicle-mounted driving recorders; 2) Weaker YoY performance both in number and sales amount for statutory safety inspection and maintenance services due to less cars subject to statutory inspections than LY; 3) Decreased car sales both to business customers and to individual consumers, despite the number of car purchasing via the Car Purchase Specialty stores has been increasing.