7-Apr-16
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Monthly Retail Sales Report（March 2016）

《Groupwide Sales results (Domestic) 》

# of weekends and holidays	YoY change (day)	-2	±0	+2	-1	±0	±0	+1	+1	-1	±0	+1	±0	±0	+3	+1	+1	±0	+1	+2	+1
TOTAL SALES		Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Accumulated Total for FY 2016	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	23,679	22,052	19,520	18,326	22,414	21,028	18,968	20,112	26,152	29,994	23,018	17,327	23,541	**262,453**	59,899	62,409	76,259	63,886	122,308	140,145
	YoY growth rate	-28.1	13.5	5.0	-1.6	-1.3	-0.3	-2.5	5.5	-5.0	-20.1	11.5	-3.9	-0.6	**-1.5**	5.7	-1.3	-9.4	2.4	2.0	-4.4
Same store basis	YoY growth rate	-28.5	12.9	4.3	-2.4	-2.5	-1.3	-3.0	4.9	-5.9	-20.7	10.8	-4.7	-2.0	**-2.3**	5.0	-2.3	-10.1	1.4	1.2	-5.2
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	3,143	3,304	3,090	2,717	3,037	3,161	2,683	2,815	3,127	3,675	3,063	2,520	3,032	**36,225**	9,111	8,882	9,617	8,615	17,993	18,232
	YoY growth rate	-15.9	3.3	-0.2	-6.2	-3.0	-3.6	-2.8	2.3	-7.1	-9.1	5.6	-1.1	-3.6	**-2.4**	-0.9	-3.2	-5.3	0.3	-2.0	-2.8
Same store basis	YoY growth rate	-16.7	2.7	-1.0	-7.3	-4.4	-4.8	-3.6	1.6	-8.3	-10.0	4.2	-2.5	-5.2	**-3.5**	-1.7	-4.3	-6.3	-1.2	-3.0	-4.0
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	-14.3	9.9	5.4	5.2	1.9	3.6	0.5	3.3	2.5	-12.0	6.2	-2.3	3.3	**1.2**	6.8	2.1	-4.1	2.6	4.3	-1.3

《Groupwide Sales results (Domestic) 》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis		Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods & Services		-29.7	9.5	2.6	-4.2	-4.0	-2.0	-3.9	4.5	-6.9	-22.6	12.5	-6.0	-3.5	**-3.6**	2.8	-3.3	-11.6	1.3	-0.4	-6.2
	Services	-16.4	18.2	6.2	2.5	2.2	3.1	0.1	5.3	-0.4	-5.7	9.4	0.0	-1.5	**2.8**	9.0	1.8	-1.0	2.2	5.3	0.5
	Inspection & Maintenance	-8.0	33.0	6.8	7.2	6.9	7.3	0.1	3.0	-1.9	2.2	-0.7	1.8	-3.2	**4.2**	14.0	4.7	1.1	-0.9	9.0	0.0
	Tires	-41.6	27.7	9.8	-4.5	-1.6	-3.4	-6.6	5.8	-10.4	-36.6	23.6	-17.1	-0.9	**-7.2**	12.0	-3.7	-21.1	4.6	3.7	-13.5
	Wheels	-40.3	8.7	-2.3	-14.7	-9.7	-11.6	-16.1	8.1	-9.0	-41.3	38.4	-28.2	-15.1	**-14.2**	-0.7	-12.3	-24.6	5.2	-6.1	-17.2
	Car Electronics	-39.7	-3.8	-1.9	-5.9	-12.5	-3.9	-10.2	5.5	-6.5	-1.1	1.1	-1.2	-3.7	**-4.2**	-3.9	-9.2	-1.3	-1.5	-6.8	-1.4
	Oil	-15.1	6.6	0.3	-4.3	-2.6	-0.7	-2.0	3.7	-4.7	3.6	0.1	0.9	-2.0	**-0.1**	0.8	-1.7	0.9	-0.4	-0.5	0.3
	Batteries	-23.8	5.5	1.0	-4.8	-4.8	0.9	-2.1	-0.7	-7.5	-15.9	11.6	-3.5	-3.7	**-2.8**	0.6	-1.8	-9.6	2.5	-0.8	-4.3
	Maintenance Parts	-18.8	6.7	0.5	-3.7	-0.5	-5.8	4.4	2.8	-7.8	-44.2	33.8	-21.8	-6.2	**-8.1**	1.4	-1.0	-27.4	6.5	0.2	-12.7
	Accessories	-26.1	-3.9	-2.4	-10.2	-4.3	-3.6	-3.2	-0.8	-7.9	-3.1	0.9	-1.5	-7.4	**-4.1**	-5.5	-3.7	-4.0	-3.0	-4.6	-3.5
	Car Repair Goods	-13.7	4.7	2.8	-3.6	-0.4	-2.8	2.0	13.9	-9.3	-4.0	4.8	0.9	-3.2	**0.2**	1.6	-0.5	-0.8	0.6	0.6	-0.2
	Motor Sports Goods	-29.1	0.4	-2.7	-6.8	-3.5	-2.7	-1.0	-0.8	-5.0	-8.2	-5.6	-3.1	-5.3	**-3.9**	-2.9	-2.5	-5.1	-4.7	-2.7	-4.9
	Car Leisure	-29.3	-8.9	-11.6	-25.2	-17.5	-9.0	-7.6	20.4	-6.0	-13.9	1.1	1.9	-3.8	**-7.7**	-15.5	-11.7	-2.0	-0.5	-13.5	-1.2
	Motorcycle Goods	-26.1	-9.7	-22.9	-29.2	-28.0	-29.9	-40.5	-22.8	-28.7	-30.9	-14.6	-8.9	-43.9	**-27.4**	-21.2	-33.1	-27.7	-26.9	-27.4	-27.3
Car Purchase and Sales		-21.2	70.2	29.8	17.4	14.3	9.6	6.1	14.2	8.9	14.1	-3.1	5.9	10.9	**13.9**	35.7	9.8	12.3	6.0	20.2	8.8
Second-hand automotive goods		-25.1	-7.9	-9.1	-9.1	-5.9	-8.1	-19.4	2.9	-12.8	-23.4	-2.8	-15.0	-18.4	**-11.4**	-8.7	-11.2	-13.0	-12.1	-10.0	-12.6
Fuel		-17.8	2.0	-7.7	-14.5	-15.0	-16.5	-20.7	-19.1	-20.3	-24.5	-18.9	-19.3	-27.9	**-17.1**	-7.2	-17.3	-21.4	-22.2	-12.6	-21.8

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

AUTOBACS	YoY growth rate	-30.2	9.8	2.5	-4.6	-4.4	-2.4	-4.3	4.8	-7.0	-23.3	14.3	-6.2	-3.4	**-3.7**	2.8	-3.7	-11.9	1.9	-0.6	-6.2
Super AUTOBACS	YoY growth rate	-28.1	8.8	2.6	-3.1	-3.1	-1.0	-3.3	3.7	-6.6	-20.6	8.2	-5.6	-3.9	**-3.3**	2.9	-2.5	-10.6	-0.3	0.1	-6.2
《Overseas sales》 (YoY growth rate in total store basis		-10.3	-5.6	0.8	-3.3	-5.7	-9.1	-3.3	-1.1	-8.8	-14.0	-3.2	-7.6	-7.2	**-5.8**	-2.8	-6.1	-8.5	-6.0	-4.4	-7.2

Number of Stores (Domestic)	AUTOBACS	-1/ +1		+3	+3			+1	-1/ +1			-2	+1	498	+3	+3	+1	-1	+6	
	Super AUTOBACS													75						
	AUTOBACS *Secohan Ichiba*					-1								9		-1			-1	
	AUTOBACS Express			+1			+1		+1			+1		12	+1	+1	+2	+1	+2	+3

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

In March 2016, both same- and total-store sales decreased by 2.0% and 0.6%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) Flat sales in all-season tires and in-dash car navigation devices, somewhat boosted by sales promotions; 2) Decreased sales in statutory safety inspection and maintenance services. Yet the number of service reservations at stores is increasing steadily; 3) Stable results of car purchase and sales business mostly due to strong used-car sales as well as wholesale business supported by the increasing number of trade-in appraisals.

< STORE INFORMATION > March 2016: Domestic / New store 3; Closed 0 ; Relocation, Scrap & build (include format changes）1 Overseas / New store 2, Relocation, Scrap & build (include format changes）0
Total number of domestic stores at the end of March 2016: Domestic 599 (AUTOBACS 498, Super AUTOBACS 75, AUTOBACS Secohan Ichiba 9, AUTOBACS Express 12, AUTOBACS CARS Stand-alone Store 3, AUTOBACS Used Car Purchase Store 2),Overseas 33

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 2015, both same- and total-store sales increased by 12.5% and 13.5%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Sales growth in most categories including Tires and Wheels as a rebound from the drop in last year when sales fell due to the consumption-tax increase; 2) Weak demand continuing for car navigation devices and car accessories due to the downward trend in new car sales; 3) Larger increase in sales growth rate of statutory safety inspection services and car purchase and sales business than the drop in LY.

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

In May 2015, both same- and total-store sales increased by 4.3% and 5.0%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Tires sales increased due to seasonal promotion activities and rebound from the drop in last year when sales fell due to the consumption-tax increase; 2) Demand for car navigation devices and car accessories still weak due to the downward trend in new car sales; 3) Statutory safety inspection services increased by implementing approach to customers; 4) Sales of car purchase and sales business increased along with further efforts at stores.

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

In June 2015, both same- and total-store sales decreased by 2.4% and 1.6%, 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 compared to LY; 2) Weak demand for car navigation devices and car accessories due to the downward trend of new car sales; 3) Increasing number of statutory safety inspection services partially according to the measures implemented to boost number of cars under service; 4) Sales of car purchase and sales business increased along with further efforts at stores.

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

In July 2015, both same- and total-store sales decreased by 2.5% and 1.3%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of weather affected items such as windshield wiper blades and car air conditioner filters; 2) Weak demand for car navigation devices due to the decrease in new car sales; 3) Increasing number of statutory safety inspection services. The group-wide sales activities to boost the number of cars under service is getting good results; 4) Sales of car purchase and sales business increased along with further efforts at stores.

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

In August 2015, both same- and total-store sales decreased by 1.3% and 0.3%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of seasonal items for hot summer days, such as batteries and car window sun shades; 2) Weak demand for car navigation devices due to the decrease in new car sales; 3) Increasing number of statutory safety inspection services followed by the group-wide effort to increase the number of reservations made by customers; 4) Stable results of car purchase and sales business through increased number of trade-in appraisal of customer cars. Also solid results were attained for used car sales.

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

In September 2015, both same- and total-store sales decreased by 3.0% and 2.5%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of windshield wiper blades and glass coating items due to lots of rainfall throughout the nation; 2) Declining sales of tire, wheels and car navigation devices, which occurred as reaction to LY's strong sales promoted by advertisements; 3) Slowdown in sales of statutory safety inspection and maintenance services. However, acquisition of reservations at stores is getting established; 4) Stable results of car purchase and sales business through increased number of trade-in appraisal of customer cars. Also solid results were attained for used car sales.

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

In October 2015, both same- and total-store sales increased by 4.9% and 5.5%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) Strong sales of tires, wheels and car navigation devices, those of which sales have recovered from the drop in October 2014. The snowfall in Hokkaido area also boosted the sales of tires and wheels; 2) Increasing number of statutory safety inspection and maintenance services followed by the effort to increase the number of reservations made by customers, although sales amounts are still behind the level of LY; 4) Stable results of car purchase and sales business through increased number of trade-in appraisal of customer cars. Also solid results were attained for used car sales.

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

In November 2015, both same- and total-store sales decreased by 5.9% and 5.0%, respectively from the same month in the previous year(LY). Factors behind the percent changes are as follows. 1) One less Saturdays compared to LY; 2) Soft sales of snow tires and winter items due to weak new car sales trend and warmer than usual weather throughout the nation; 3) Stable results of car purchase and sales business according to increasing trade-in appraisals of customer cars. Also solid results were attained for used car sales.

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

In December 2015, both same- and total-store sales decreased by 20.7% and 20.1%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) Big sales drop in snow tires, tire chains and other winter items due to warmer than usual weather that continued throughout the nation; 2)Increased sales of statutory safety inspection and maintenance services although its volume fell short of LY. 3) Stable results of car purchase and sales business. Both retail and wholesale were strong supported by the increasing number of trade-in appraisals of customer cars.

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

In January 2016, both same- and total-store sales increased by 10.8% and 11.5%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) Sales gain in snow tires, tire chains and other winter items due to snowfalls from the middle of the month; 2) Sales growth in overall car parts and accessories thanks to the increased customer traffic at stores; 3) Less sales at car purchase and sales business somewhat affected by the snowfall.

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

In February 2016, both same- and total-store sales decreased by 4.7% and 3.9%, respectively from the same month in previous year(LY). Factors behind the percent changes are as follows. 1) Sales drop in snow tires, tire chains and other winter items due to warmer than usual weather; 2) Increased sales of statutory safety inspection and maintenance services although its volume fell short of LY; 3) Stable results of car purchase and sales business mostly due to strong wholesale business supported by the increasing number of trade-in appraisals.