



Monthly Retail Sales Report(April 2019)

13-May-19

AUTOBACS SEVEN CO., LTD.

IR and PR Department

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《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	+2	+1	-1	+2	-1	+1	+1	-1	±0	+2	±0	±0	+3	±0	+1	+2	+3	+3
TOTAL SALES		Apr-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Accumulated Total for FY 2020	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	22,225	23,278																		
	YoY growth rate	-0.2	4.7																		
Same store basis	YoY growth rate	-0.2	5.1																		
TOTAL NUMBER OF PURCHASING CUSTOMERS		Apr-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	3,116	3,033																		
	YoY growth rate	-2.0	-2.7																		
Same store basis	YoY growth rate	-1.9	-2.1																		
AVERAGE PURCHASE PRICE PER CUSTOMER		Apr-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	1.6	7.3																		

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES	YoY growth rate in same store basis	Apr-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods		0.1	4.1																		
	Tires	-2.9	6.3																		
	Car Electronics	9.4	4.6																		
	Oil	-0.4	0.7																		
	Batteries	-1.7	16.5																		
	Accessories	-4.0	0.9																		
Services		1.1	5.3																		
	Inspection & Maintenance	-6.5	11.1																		
Car Purchase and Sales		-7.2	13.9																		
Second-hand automotive goods		-1.8	-26.5																		
Fuel		8.1	-3.0																		

《Overseas sales》 (YoY growth rate in total store basis)	-2.8	-4.3																			
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Number of Stores (Domestic)	AUTOBACS	0	0	0	0	0	0	0	0	0	0	0	0	0	493	0	0	0	0	0	0
		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	0	7	0	0	0	0	0	0
	AUTOBACS Express	0	0	0	0	0	0	0	0	0	0	0	0	0	11	0	0	0	0	0	0
	AUTOBACS CARS	-5	0	0	0	0	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0

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

In April 2019, same-store and total-store sales increased by 5.1% and 4.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Strong sales of tires due to increased demand of tire switchbacks (snow tires into normal tires) and effective sales promotion. 2) Double-digit sales growth of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection and sales initiatives at stores. 3) Greater sales in car purchase and sales business due to strong new car sales and sales to business customers through the increase in purchase numbers.

< STORE INFORMATION >

April 2019: Domestic / New store 0; Closed 5; 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 April 2019: Domestic 590 (AUTOBACS 493, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 7, AUTOBACS Express 11, AUTOBACS CARS 3), 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.