



# Monthly Retail Sales Report (September 2019)

## 《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+2	±0	+2	+1	-1	+2	-1	+1	+1	-1	±0	+2	±0	+3	+3	±0	+1	+2	+3	+3
TOTAL SALES		Sep-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total for FY 2019	1Q	2Q	3Q	4Q	1H	2H
Total store basis	Millions of yen	19,219	23,278	19,604	19,033	22,890	22,116	27,247							134,168	61,915	72,253			134,168	
	YoY growth rate	3.6	4.7	4.4	4.3	3.0	11.1	41.7							11.2	4.5	17.8			11.2	
Same store basis	YoY growth rate	3.9	5.1	5.2	4.7	2.9	10.7	41.4							11.4	5.0	17.5			11.4	
TOTAL NUMBER OF PURCHASING CUSTOMERS		Sep-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	In thousands	2,422	3,033	2,718	2,504	2,654	2,897	2,691							16,498	8,255	8,243			16,498	
	YoY growth rate	-1.8	-2.7	3.0	0.1	-7.5	3.5	11.1							0.9	0.0	1.8			0.9	
Same store basis	YoY growth rate	-1.0	-2.1	3.7	0.5	-7.5	3.3	10.6							1.1	0.6	1.7			1.1	
AVERAGE PURCHASE PRICE PER CUSTOMER		Sep-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Total store basis	YoY growth rate	4.9	7.3	1.3	4.1	11.2	7.1	27.7							10.1	4.4	15.5			10.1	

## 《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES	YoY growth rate in same store basis	Sep-18	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods		5.3	4.1	4.7	6.1	2.1	13.3	49.6							12.6	4.9	20.2			12.6	
	Tires	9.4	6.3	8.1	5.9	11.7	15.9	98.1							22.4	6.8	38.6			22.4	
	Car Electronics	12.0	4.6	2.3	13.0	4.6	31.8	69.6							20.3	6.5	32.9			20.3	
	Oil	-1.1	0.7	0.6	1.6	-4.8	1.1	9.5							1.3	0.9	1.6			1.3	
	Batteries	13.1	16.5	-0.8	7.7	-9.3	1.6	10.3							3.6	7.6	0.9			3.6	
	Accessories	2.5	0.9	4.4	5.5	-11.2	6.9	10.6							2.3	3.5	1.1			2.3	
Services		5.6	5.3	7.4	7.2	2.0	10.6	28.2							9.8	6.6	13.1			9.8	
	Inspection & Maintenance	6.5	11.1	8.6	10.0	4.8	6.3	6.1							7.7	9.9	5.7			7.7	
Car Purchase and Sales		-6.7	13.9	6.0	-4.5	14.0	0.0	33.3							11.2	4.8	16.6			11.2	
Second-hand automotive goods		5.5	-26.5	-9.8	-13.9	-20.4	-13.0	-14.1							-16.9	-17.7	-15.9			-16.9	
Fuel		20.5	-3.0	-8.0	-10.9	-19.0	-11.7	-7.5							-10.3	-7.4	-12.9			-10.3	

《Overseas sales》 (YoY growth rate in total store basis)	-4.3	-4.3	-1.6	-0.1	-2.1	1.8	2.0								-0.9	-2.0	0.2			-0.9	
---	------	------	------	------	------	-----	-----	--	--	--	--	--	--	--	------	------	-----	--	--	------	--

Number of Stores (Domestic)	AUTOBACS	0	0	0	-1	-1	0								491	0	-2			-2
		Super AUTOBACS	0	0	0	0	0	0								74	0	0		
	AUTOBACS Secohan Ichiba	0	0	0	0	0	0								7	0	0			0
	AUTOBACS Express	0	0	0	0	0	0								11	0	0			0
	AUTOBACS CARS	-5	0	0	0	0	0								3	-5	0			-5

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

In September 2019, same-store and total-store sales increased by 41.4% and 41.7% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) One less Saturday compared to LY. 2) Growing number of customers as a result of last-minute shopping before the consumption tax hike. 3) Strong sales of tires as the announcement of price increase from October caused increased demands, and continuing robust sales of dashcams after the news reports about dangerous drivings such as tailgating. 4) Surging number of cars sold at car purchase and sales business compared to LY due to strong sales of new cars before the consumption tax hike.

### < STORE INFORMATION >

September 2019: Domestic / New store 0; Closed 0; Relocation, Scrap & build (include format changes) 0 Overseas / New store 0, Closed 1, Relocation, Scrap & build (include format changes) 0  
 Total number of domestic stores at the end of September 2019: Domestic 586 (AUTOBACS 491, 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.

< 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.

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

In May 2019, same-store and total-store sales increased by 5.2% and 4.4% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) Two extra holidays compared to LY. 2) Strong sales of tires due to increased demand of tire switchbacks (snow tires into normal tires) in snowfall areas and effective sales promotion. 3) Increased sales of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Greater sales in car purchase and sales business due to strong new car sales and sales to business customers owing to the increase in purchase numbers.

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

In June 2019, same-store and total-store sales increased by 4.7% and 4.3% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) An extra Sunday compared to LY. 2) Increased sales of tires due to effective sales promotion and strong sales continued for dashcams. 3) Increased sales of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Sales of car purchase and sales business fell below LY due to the decrease in BtoB sales despite the strong sales of new car and increased number of car purchasing via the Car Purchase Specialty stores.

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

In July 2019, same-store and total-store sales increased by 2.9% and 3.0% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) One less Sunday compared to LY. 2) Increased sales of tires due to the announcement of price increase coming in October. Also, strong sales continued for dashcams. 3) Increased sales of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Sales of car purchase and sales business increased due to the strong sales of new cars and strong sales to business customers through the increase in purchase numbers.

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

In August 2019, same-store and total-store sales increased by 10.7% and 11.1% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) One additional Saturday and one extra Holiday compared to LY. 2) Soaring sales of dashcams after the news reports about dangerous driving such as tailgating. Also, strong sales continued for tires along with the announcement of price increase coming in October. 3) Solid sales of statutory safety inspection and maintenance services according to increasing number of cars subject to statutory inspection, and sales initiatives at stores. 4) Rising number of cars sold at car purchase and sales business compared to LY due to strong sales of new cars, and strong sales to business customers backed by the increasing number of car purchasing.