



Monthly Retail Sales Report (March 2020)

《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	+1	±0	+2	+1	-1	+2	-1	+1	+1	±0	±0	+2	-1	+6	+3	±0	+2	+1	+3	+3
TOTAL SALES		Mar-19	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	25,235	23,278	19,604	19,033	22,890	22,116	27,247	17,173	25,467	30,842	18,967	17,754	22,493	266,865	61,915	72,253	73,482	59,215	134,168	132,696
	YoY growth rate	3.9	4.7	4.4	4.3	3.0	11.1	41.7	-15.8	-3.8	-14.6	-6.9	-2.2	-10.9	-0.2	4.5	17.8	-11.4	-7.2	11.2	-9.6
Same store basis	YoY growth rate	4.1	5.1	5.2	4.7	2.9	10.7	41.4	-16.2	-3.9	-14.7	-6.9	-2.4	-11.2	-0.2	5.0	17.5	-11.6	-7.3	11.4	-9.7
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-19	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	2,968	3,033	2,718	2,504	2,654	2,897	2,691	2,340	2,841	3,330	2,434	2,322	2,797	32,562	8,255	8,243	8,511	7,553	16,498	16,064
	YoY growth rate	-0.7	-2.7	3.0	0.1	-7.5	3.5	11.1	-9.7	0.2	-7.2	-6.9	2.9	-5.8	-1.9	0.0	1.8	-5.6	-3.7	0.9	-4.7
Same store basis	YoY growth rate	0.0	-2.1	3.7	0.5	-7.5	3.3	10.6	-9.9	0.1	-7.2	-6.9	3.1	-6.1	-1.9	0.6	1.7	-5.7	-3.7	1.1	-4.8
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-19	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	4.0	7.3	1.3	4.1	11.2	7.1	27.7	-7.0	-4.1	-8.1	-0.1	-5.3	-5.4	1.6	4.4	15.5	-6.3	-3.8	10.1	-5.3

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis	Mar-19	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	3.7	4.1	4.7	6.1	2.1	13.3	49.6	-15.0	-4.7	-17.5	-8.5	-2.6	-10.7	-0.5	4.9	20.2	-12.9	-7.7	12.6	-10.8
Tires	6.0	6.3	8.1	5.9	11.7	15.9	98.1	-34.1	-12.6	-22.7	-7.6	-5.2	-13.7	-2.5	6.8	38.6	-21.4	-9.6	22.4	-17.8
Car Electronics	0.4	4.6	2.3	13.0	4.6	31.8	69.6	0.7	3.0	0.0	-9.6	-8.9	-17.2	6.8	6.5	32.9	1.1	-12.5	20.3	-5.9
Oil	3.7	0.7	0.6	1.6	-4.8	1.1	9.5	-8.2	1.2	2.9	-0.2	8.9	-3.9	0.6	0.9	1.6	-1.2	1.2	1.3	-0.1
Batteries	13.3	16.5	-0.8	7.7	-9.3	1.6	10.3	-5.9	9.1	-5.9	-9.0	11.8	1.4	1.1	7.6	0.9	-1.4	0.1	3.6	-0.7
Accessories	5.6	0.9	4.4	5.5	-11.2	6.9	10.6	-0.8	1.4	-1.4	-6.1	5.6	-7.5	0.4	3.5	1.1	-0.4	-3.2	2.3	-1.8
Services	7.2	5.3	7.4	7.2	2.0	10.6	28.2	-13.1	0.0	-5.0	-2.1	0.0	-9.8	1.9	6.6	13.1	-5.6	-4.7	9.8	-5.1
Inspection & Maintenance	10.4	11.1	8.6	10.0	4.8	6.3	6.1	-15.3	-1.9	-1.7	-3.2	-0.6	-10.9	0.6	9.9	5.7	-6.4	-5.5	7.7	-5.9
Car Purchase and Sales	1.3	13.9	6.0	-4.5	14.0	0.0	33.3	-29.1	-5.1	-9.7	-7.0	-6.3	-15.7	-1.1	4.8	16.6	-14.8	-10.7	11.2	-12.6
Second-hand automotive goods	-14.2	-26.5	-9.8	-13.9	-20.4	-13.0	-14.1	-37.3	-18.7	-15.2	-26.3	-18.5	-13.3	-19.3	-17.7	-15.9	-22.9	-19.4	-16.9	-21.4
Fuel	-2.7	-3.0	-8.0	-10.9	-19.0	-11.7	-7.5	-17.6	-9.8	-5.8	-0.8	5.7	-12.6	-8.7	-7.4	-12.9	-10.9	-2.9	-10.3	-7.1

《Overseas sales》 (YoY growth rate in total store basis)	-4.8	-4.3	-1.6	-0.1	-2.1	1.8	2.0	2.9	2.1	-0.1	-2.1	-1.5	-40.5	-3.6	-2.0	0.2	1.5	-14.4	-0.9	-6.4
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Number of Stores (Domestic)	AUTOBACS	0	0	0	-1	-1	0	+2	-1	0	-1	0	-1	490	0	-2	+1	-2	-2	-1
	Super AUTOBACS	0	0	0	0	0	0	0	0	0	0	0	0	74	0	0	0	0	0	0
	AUTOBACS Secohan Ichiba	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	11	0	0	0	0	0	0
	AUTOBACS CARS	-5	0	0	0	0	0	0	0	0	0	0	0	3	-5	0	0	0	0	-5

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

In March 2020, same-store and total-store sales decreased by 11.2% and 10.9% 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) Decline in sales of tires due to less demand of tire switchbacks (snow tires into normal tires). 3) Decreased sales of statutory safety inspection services due to the decreased number of vehicles subject to statutory inspection and the recent government measures taken to extend the vehicle inspection expiration date in order to prevent the spread of new corona virus infection.

< STORE INFORMATION >

March 2020: Domestic / New store 0; Closed 1; 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 March 2020: Domestic 585 (AUTOBACS 490, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 7, AUTOBACS Express 11, AUTOBACS CARS 3), Overseas 45

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.

< 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.

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

In October 2019, same-store and total-store sales decreased by 16.2% and 15.8% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) An extra holiday compared to LY. 2) The significantly reduced number of customers due to the backlash of rush demand before the consumption tax hike and tire price increase in addition to the impact of the typhoon and the bad weather. 3) Decrease in sales of all merchandise category, excluding car electronics, which sales of dashcams continued to be strong. 4) Decreased sales of statutory safety inspection due to the fact that vehicle inspection demand has surged ahead in September before the consumption tax hike and the decrease in the number of vehicles subject to statutory inspection.

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

In November 2019, same-store and total-store sales decreased by 3.9% and 3.8% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) An extra holiday compared to LY. 2) Decreased sales of tires due to the backlash of rush demand before the consumption tax hike, tire price increase and warm weather. 3) Continued strong sales of dashcams mainly high-priced devices which can record both front and back of the car, or 360-degree around the car. 4) Decreased sales of statutory safety inspection due to the decrease in the number of vehicles subject to statutory inspection.

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

In December 2019, same-store and total-store sales decreased by 14.7% and 14.6% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) One less holiday compared to LY. 2) Sales of winter items such as snow tires and tire chains fell significantly from LY due to the nationwide warm climate and lack of snowfall. 3) Decreased sales of statutory safety inspection due to the decrease in the number of vehicles subject to statutory inspection.

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

In January 2020, same-store and total-store sales decreased by 6.9% and 6.9% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows: 1) Continued decline in sales of winter items such as snow tires and tire chains due to the nationwide warm climate and lack of snowfall. 2) Lower than LY's sales of statutory safety inspection due to the decrease in the number of vehicles subject to statutory inspection. 3) Declined sales of car purchase and sales business due to sluggish sales to business customers, even though sales of used cars were strong.

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

In February 2020, same-store and total-store sales decreased by 2.4% and 2.2% respectively from the same month in the previous year (LY). Factors behind the percent changes were as follows. 1) One additional Saturday and national holiday compared to LY. 2) Continued decline in sales of winter items such as snow tires and tire chains due to nationwide warm climate and lack of snowfall. 3) Statutory safety inspection sales maintaining LY's level although the number of vehicles subject to statutory inspection is still decreasing.