



Monthly Retail Sales Report (June 2017)

《Groupwide 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		Jun-16	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	17,838	22,250	20,597	17,853										60,699	60,699					
	YoY growth rate	-2.7	5.1	9.8	0.0										5.1	5.1					
Same store basis	YoY growth rate	-4.4	5.8	10.4	0.4										5.6	5.6					
TOTAL NUMBER OF PURCHASING CUSTOMERS		Jun-16	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	2,599	3,176	2,942	2,544										8,662	8,662					
	YoY growth rate	-4.4	1.5	0.2	-2.1										0.0	0.0					
Same store basis	YoY growth rate	-5.7	2.5	1.2	-1.2										0.9	0.9					
AVERAGE PURCHASE PRICE PER CUSTOMER		Jun-16	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	1.4	3.2	9.1	1.5										4.6	4.6					

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jun-16	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		-6.0	4.5	11.6	-1.6										5.0	5.0					
	Tires	-6.5	10.9	41.7	-5.6										16.3	16.3					
	Car Electronics	-9.1	-4.8	-3.0	-7.5										-5.2	-5.2					
	Oil	-3.4	3.0	2.6	4.4										3.3	3.3					
	Batteries	-2.7	8.6	2.3	4.3										5.0	5.0					
	Accessories	-3.8	4.2	0.2	1.7										2.1	2.1					
Services		-1.4	9.9	12.3	6.9										9.7	9.7					
	Inspection & Maintenance	-1.5	18.7	11.1	12.1										13.9	13.9					
Car Purchase and Sales		1.2	4.6	-0.2	-0.9										1.1	1.1					
Second-hand automotive goods		-11.9	-10.9	-20.2	-17.1										-15.8	-15.8					
Fuel		-14.2	20.1	9.2	4.5										11.1	11.1					

《Overseas sales》 (YoY growth rate in total store basis)	-6.7	-2.1	2.5	1.4											1.2	1.2					
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Number of Stores (Domestic)	AUTOBACS		-2												493	-2					
		Super AUTOBACS														74	0				
	AUTOBACS Secohan Ichiba														9	0					
	AUTOBACS Express														11	0					
	AUTOBACS CARS														12	0					

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

In June 2017, same-store sales increased by 0.4% and total-store sales were flat 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.

< STORE INFORMATION >

June 2017: Domestic / New store 0; Closed 0; 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 June 2017: Domestic 599 (AUTOBACS 493, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 9, AUTOBACS Express 11, AUTOBACS CARS 12), Overseas 38

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.