



Monthly Retail Sales Report (August 2017)

《Groupwide Sales results (Domestic)》

| # of weekends and holidays | YoY change (day) | -1 | ±0 | -1 | ±0 | ±0 | ±0 | ±0 | -1 | ±0 | -1 | ±0 | +1 | +1 | -1 | -1 | ±0 | -2 | +2 | -1 | ±0 |
|--------------------------------------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------------------------|--------|----|----|----|----|----|
| TOTAL SALES | | Aug-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 | 19,557 | 22,250 | 20,597 | 17,853 | 21,470 | 19,402 | | | | | | | | 101,574 | 60,699 | | | | | |
| | YoY growth rate | -7.0 | 5.1 | 9.8 | 0.0 | -6.9 | -0.8 | | | | | | | | 1.2 | 5.1 | | | | | |
| Same store basis | YoY growth rate | -8.3 | 5.8 | 10.4 | 0.4 | -6.4 | -0.3 | | | | | | | | 1.7 | 5.6 | | | | | |
| TOTAL NUMBER OF PURCHASING CUSTOMERS | | Aug-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 | 2,958 | 3,176 | 2,942 | 2,544 | 2,883 | 2,816 | | | | | | | | 14,361 | 8,662 | | | | | |
| | YoY growth rate | -6.5 | 1.5 | 0.2 | -2.1 | -6.5 | -4.9 | | | | | | | | -2.4 | 0.0 | | | | | |
| Same store basis | YoY growth rate | -7.4 | 2.5 | 1.2 | -1.2 | -5.5 | -3.9 | | | | | | | | -1.4 | 0.9 | | | | | |
| AVERAGE PURCHASE PRICE PER CUSTOMER | | Aug-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 | -1.0 | 3.2 | 9.1 | 1.5 | -1.1 | 3.7 | | | | | | | | 3.1 | 4.6 | | | | | |

《Groupwide Sales results (Domestic)》

| SALES BREAKDOWN BY MERCHANDISE AND SERVICES | | Aug-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 | | -10.8 | 4.5 | 11.6 | -1.6 | -8.0 | -0.3 | | | | | | | | 0.9 | 5.0 | | | | | |
| | Tires | -13.6 | 10.9 | 41.7 | -5.6 | -10.7 | 4.3 | | | | | | | | 8.1 | 16.3 | | | | | |
| | Car Electronics | -14.8 | -4.8 | -3.0 | -7.5 | -16.5 | -5.4 | | | | | | | | -8.3 | -5.2 | | | | | |
| | Oil | -4.8 | 3.0 | 2.6 | 4.4 | 1.5 | 0.7 | | | | | | | | 2.4 | 3.3 | | | | | |
| | Batteries | -4.6 | 8.6 | 2.3 | 4.3 | 2.6 | -1.3 | | | | | | | | 2.8 | 5.0 | | | | | |
| | Accessories | -7.1 | 4.2 | 0.2 | 1.7 | -2.4 | -4.7 | | | | | | | | -0.3 | 2.1 | | | | | |
| Services | | -1.6 | 9.9 | 12.3 | 6.9 | 2.6 | 3.0 | | | | | | | | 6.9 | 9.7 | | | | | |
| | Inspection & Maintenance | -0.1 | 18.7 | 11.1 | 12.1 | 9.8 | 9.2 | | | | | | | | 12.0 | 13.9 | | | | | |
| Car Purchase and Sales | | -3.3 | 4.6 | -0.2 | -0.9 | -14.8 | -7.6 | | | | | | | | -4.4 | 1.1 | | | | | |
| Second-hand automotive goods | | -20.8 | -10.9 | -20.2 | -17.1 | -3.7 | -14.0 | | | | | | | | -13.3 | -15.8 | | | | | |
| Fuel | | -14.7 | 20.1 | 9.2 | 4.5 | 2.4 | 3.6 | | | | | | | | 7.5 | 11.1 | | | | | |

| | | | | | | | | | | | | | | | | | | | | | |
|---|-------|------|-----|-----|-----|-----|--|--|--|--|--|--|--|--|-----|-----|--|--|--|--|--|
| 《Overseas sales》 (YoY growth rate in total store basis) | -11.6 | -2.1 | 2.5 | 1.4 | 0.5 | 3.8 | | | | | | | | | 1.7 | 1.2 | | | | | |
|---|-------|------|-----|-----|-----|-----|--|--|--|--|--|--|--|--|-----|-----|--|--|--|--|--|

| Number of Stores (Domestic) | AUTOBACS | | -2 | | | +2 | | | | | | | | | 495 | -2 | | | | | |
|-----------------------------|-------------------------|----------------|----|--|--|----|----|--|--|--|--|--|--|--|-----|----|---|--|--|--|--|
| | | Super AUTOBACS | | | | | | | | | | | | | | 74 | 0 | | | | |
| | AUTOBACS Secohan Ichiba | | | | | | | | | | | | | | 9 | 0 | | | | | |
| | AUTOBACS Express | | | | | | | | | | | | | | 11 | 0 | | | | | |
| | AUTOBACS CARS | | | | | +1 | -1 | | | | | | | | 12 | 0 | | | | | |

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

In August 2017, both same-store and total-store sales decreased by 0.3% and 0.8%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Strong sales of tires & wheels, as stores mainly at snowfall areas increased their sales by informing customers about the price increase in September and motivating customers to buy earlier; 2) Strong sales of 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) Decrease in sales at car purchase and sales business due to weak used car retail sales, although BtoB sales continued to grow steadily owing to Group-wide effort to enhance the number of trade-in appraisals and car purchasing.

< STORE INFORMATION >

August 2017: Domestic / New store 2; Closed 1; Relocation, Scrap & build (include format changes) 0 Overseas / New store 1, Closed 1, Relocation, Scrap & build (include format changes) 0
 Total number of domestic stores at the end of August 2017: Domestic 601 (AUTOBACS 495, 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.

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

In June 2017, same-store sales increased by 0.1% and total-store sales decreased by 0.3% 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.

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

In July 2017, both same-store and total-store sales decreased by 6.4% and 6.9%, respectively from the same month in previous year (LY). Factors behind the percent changes are as follows. 1) Weak sales of tires & wheels, and car electronics; 2) Strong sales of 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) Decrease in sales at car purchase and sales business due to weak retail sales, although BtoB sales continued to grow steadily owing to Group-wide effort to enhance the number of trade-in appraisals and car purchasing.