



Monthly Retail Sales Report (May 2018)

《Groupwide Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	±0	-1	+1	-1	±0	+2	-1	-1	+1	±0	±0	+1	-1	±0	+1	-1	+1	+1	±0
		May-17	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total for FY 2019	1Q	2Q	3Q	4Q	1H	2H
TOTAL SALES																					
Total store basis	Millions of yen	20,597	22,225	18,760											40,986						
	YoY growth rate	9.8	-0.2	-9.0											-4.4						
Same store basis	YoY growth rate	10.4	-0.2	-9.2											-4.5						
TOTAL NUMBER OF PURCHASING CUSTOMERS																					
Total store basis	In thousands	2,942	3,116	2,636											5,752						
	YoY growth rate	0.2	-2.0	-10.4											-6.0						
Same store basis	YoY growth rate	1.2	-1.9	-10.4											-6.0						
AVERAGE PURCHASE PRICE PER CUSTOMER																					
Total store basis	YoY growth rate	9.1	1.6	1.3											1.5						

《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		YoY growth rate in same store basis	May-17	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H
Automotive Goods			11.6	0.1	-11.7											-5.6						
	Tires		41.7	-2.9	-29.6											-16.0						
	Car Electronics		-2.4	9.4	8.5											9.0						
	Oil		3.1	-0.4	-5.3											-2.9						
	Batteries		2.3	-1.7	11.5											4.8						
	Accessories		0.2	-4.0	-10.5											-7.1						
Services			12.3	1.1	-4.9											-1.7						
	Inspection & Maintenance		11.1	-6.5	-2.1											-4.3						
Car Purchase and Sales			-0.2	-7.2	-5.6											-6.4						
Second-hand automotive goods			-20.2	-1.8	-14.0											-7.4						
Fuel			9.2	8.1	14.6											11.3						

《Overseas sales》 (YoY growth rate in total store basis)	2.5	-2.8	1.5													-0.7						
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Number of Stores (Domestic)	AUTOBACS	0	-2													495						
		Super AUTOBACS	0	0													74					
	AUTOBACS Secohan Ichiba	0	0													8						
	AUTOBACS Express	0	0													11						
	AUTOBACS CARS	0	0													13						

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

In May 2018, same-store and total-store sales decreased by 9.2% and 9.0%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less weekend days and holidays compared to LY. 2) Decreased tire selling in reaction to LY's strong sales inspired by the price increase in June. 3) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 4) Increased car sales to individual customers although sales to business customers decreased.

< STORE INFORMATION >

May 2018: Domestic / New store 0; Closed 2; Relocation, Scrap & build (include format changes)0 Overseas / New store 1, Closed 0, Relocation, Scrap & build (include format changes)0
 Total number of domestic stores at the end of May 2018: Domestic 601 (AUTOBACS 495, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 8, AUTOBACS Express 11, AUTOBACS CARS 13), Overseas 41

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, AUTOBACS Secohan Ichiba, and AUTOBACS CARS.

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

In April 2018, both same-store and total-store sales decreased by 0.2% from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Decreased tire selling affected by tire switchback demand (snow tires into normal tires) that occurred earlier than LY while sales of Car Electronic devices have been keeping its growth trend. 2) Decreased sales in statutory inspection and maintenance services both in number and sales amount as a result of fewer cars subject to statutory inspections than LY. 3) Decrease in sales at car purchase and sales business despite the number of car purchasing via the Car Purchase Specialty stores has been increasing.