



# Monthly Retail Sales Report (October 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	±0	±0	+1	-1	+1	+1	±0
TOTAL SALES		Oct-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 store basis	Millions of yen	20,333	22,225	18,760	18,241	22,216	19,897	19,219	20,383						140,942	59,226	61,332			120,558	
	YoY growth rate	-2.7	-0.2	-9.0	2.1	3.4	2.5	3.6	0.2						0.3	-2.5	3.2			0.3	
Same store basis	YoY growth rate	-2.6	-0.2	-9.2	1.6	3.2	2.7	3.9	0.2						0.2	-2.7	3.2			0.2	
TOTAL NUMBER OF PURCHASING CUSTOMERS		Oct-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
Total store basis	In thousands	2,611	3,116	2,636	2,501	2,869	2,798	2,422	2,590						18,932	8,253	8,089			16,342	
	YoY growth rate	-6.4	-2.0	-10.4	-1.7	-0.5	-0.7	-1.8	-0.9						-2.6	-4.8	-1.0			-2.9	
Same store basis	YoY growth rate	-5.8	-1.9	-10.4	-1.6	-0.4	-0.1	-1.0	-0.3						-2.3	-4.7	-0.5			-2.7	
AVERAGE PURCHASE PRICE PER CUSTOMER		Oct-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
Total store basis	YoY growth rate	3.4	1.6	1.3	3.3	3.5	2.8	4.9	0.5						2.6	2.0	3.7			2.9	

## 《Groupwide Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Oct-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
YoY growth rate in same store basis																					
Automotive Goods		-1.6	0.1	-11.7	2.8	3.2	1.6	5.3	-1.2						-0.2	-3.2	3.3			0.0	
	Tires	-1.4	-2.9	-29.6	10.9	9.0	2.2	9.4	6.1						-1.3	-10.3	6.7			-2.7	
	Car Electronics	10.7	9.4	8.5	2.7	5.1	3.5	12.0	-16.8						3.2	6.9	6.7			6.8	
	Oil	-6.1	-0.4	-5.3	-2.2	-1.4	0.2	-1.1	3.9						-0.9	-2.7	-0.7			-1.7	
	Batteries	-3.0	-1.7	11.5	6.3	9.7	14.0	13.1	8.0						9.1	5.2	12.3			9.3	
	Accessories	-9.3	-4.0	-10.5	-2.7	2.0	1.7	1.6	-2.9						-2.1	-5.7	1.8			-2.0	
Services		-0.8	1.1	-4.9	2.1	3.0	4.1	5.6	5.4						2.2	-0.6	4.2			1.8	
	Inspection & Maintenance	-3.0	-6.5	-2.1	-2.1	-1.7	2.0	6.5	11.2						1.0	-3.5	2.1			-0.6	
Car Purchase and Sales		-12.7	-7.2	-5.6	-7.8	0.7	3.6	-6.7	-2.9						-3.8	-6.9	-1.3			-3.9	
Second-hand automotive goods		-13.7	-1.8	-14.0	-14.2	-19.0	-15.8	5.5	0.9						-8.3	-9.3	-10.7			-10.0	
Fuel		4.4	8.1	14.6	21.3	20.6	19.9	20.5	14.1						17.0	14.5	20.3			17.5	

《Overseas sales》 (YoY growth rate in total store basis)	-6.7	-2.8	1.5	-5.6	-9.7	13.7	16.3	8.6							7.2	-2.5	10.4			6.7	
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Number of Stores (Domestic)	AUTOBACS	0	-2	0	-2	0	1	1							495	-2	-1			-3	
		Super AUTOBACS	0	0	0	0	0	0	0							74	0	0			0
	AUTOBACS Secohan Ichiba	0	0	0	0	0	0	0							8	0	0			0	
	AUTOBACS Express	0	0	0	0	0	0	0							11	0	0			0	
	AUTOBACS CARS	0	0	-3	0	0	0	0							10	-3	0			-3	

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

In October 2018, both same-store and total-store sales increased by 0.2%, from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less Sunday compared to LY. 2) Sales of dashcams declined as a result of the reaction to the demand increase due to news and reports about dangerous driving, such as speeding, tailgating, aggressive driving in October LY, while sales of tires were strong mainly in low priced tires. 3) Strong sales of statutory safety inspection and maintenance services both in number and sales amount according to the increasing number of cars subject to statutory inspection and sales initiatives at stores. 4) Super AUTOBACS Tokyo Bay Shinonome store is closed for renovation until November 22.

### < STORE INFORMATION >

October 2018: Domestic / New store 1; Closed 0; Relocation, Scrap & build (include format changes) 2 Overseas / New store 0, Closed 0, Relocation, Scrap & build (include format changes) 0  
 Total number of domestic stores at the end of October 2018: Domestic 598 (AUTOBACS 495, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 8, AUTOBACS Express 11, AUTOBACS CARS 10), 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, 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.

< 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.

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

In June 2018, same-store and total-store sales increased by 1.6% and 2.1%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) An extra Saturday compared to LY. 2) Increased Tire sales both in number and sales amount being compared to LY's weak sales after the price-raising, also inspired by the strong sales of low priced tires and focused efforts on sales promotion activities. 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 business customers although sales to individual customers decreased.

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

In July 2018, same-store and total-store sales increased by 3.2% and 3.4%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) One less Saturday compared to LY. 2) Increased tire sales both in number and sales amount compared to LY's weak sales after the price-raising, also inspired by the strong sales of low priced tires such as private brand tires and focused efforts on sales promotion activities. 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 sales in car purchase and sales compared to LY thanks to strong car sales to business customers and growth in new car sales.

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

In August 2018, same-store and total-store sales increased by 2.7% and 2.5%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) Increased sales of windshield sun shades and other car goods in the extreme heat weather. 2) Although the number of cars subject to statutory inspection continued to decrease, its sales amount increased than LY. 3) Increased sales in car purchase and sales business compared to LY, thanks to the upward trend of car purchasing and the growth in new and used car sales. 4) Super AUTOBACS Tokyo Bay Shinonome store is closed for renovation from August 1.

In September 2018, same-store and total-store sales increased by 3.9% and 3.6%, respectively from the same month in previous year (LY). Factors behind the percent changes were as follows. 1) An extra holiday and Sunday compared to LY. 2) Strong sales of car electronics such as car navigation devices and dashcams. 3) Strong sales of statutory safety inspection and maintenance services both in number and sales amount according to the increasing number of cars subject to statutory inspection than LY. 4) Decrease in sales to both business customers and individual customers despite the number of car purchasing via the Car Purchase Specialty stores has increased.