



Monthly Retail Sales Report (April 2018)

《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	±0	±0	-1	+1	-1	±0	+2	-1	-1	+1	±0	±0	+1	±0	±0	+1	-1	+1	+1	±0
TOTAL SALES		Apr-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	22,250	22,225												22,225						
	YoY growth rate	5.1	-0.2												-0.2						
Same store basis	YoY growth rate	5.8	-0.2												-0.2						
TOTAL NUMBER OF PURCHASING CUSTOMERS		Apr-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	3,176	3,116												3,116						
	YoY growth rate	1.5	-2.0												-2.0						
Same store basis	YoY growth rate	2.5	-1.9												-1.9						
AVERAGE PURCHASE PRICE PER CUSTOMER		Apr-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	3.2	1.6												1.6						

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Apr-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		4.5	0.1												0.1						
	Tires	10.9	-2.9												-2.9						
	Car Electronics	-4.2	9.4												9.4						
	Oil	3.3	-0.4												-0.4						
	Batteries	8.6	-1.7												-1.7						
	Accessories	4.2	-4.0												-4.0						
Services		9.9	1.1												1.1						
	Inspection & Maintenance	18.7	-6.5												-6.5						
Car Purchase and Sales		4.6	-7.2												-7.2						
Second-hand automotive goods		-10.9	-1.8												-1.8						
Fuel		20.1	8.1												8.1						

《Overseas sales》 (YoY growth rate in total store basis)	-2.1	-2.8													-2.8						
---	------	------	--	--	--	--	--	--	--	--	--	--	--	--	------	--	--	--	--	--	--

Number of Stores (Domestic)	AUTOBACS	0													497						
		Super AUTOBACS	0													74					
	AUTOBACS Secohan Ichiba	0													8						
	AUTOBACS Express	0													11						
	AUTOBACS CARS	0													13						

< 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.

< STORE INFORMATION >

April 2018: Domestic / New store 0; Closed 0; 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 April 2018: Domestic 603 (AUTOBACS 497, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 8, AUTOBACS Express 11, AUTOBACS CARS 13), Overseas 40

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.