



Monthly Retail Sales Report (July 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	-1	±0	+1	-1	+1	+1	±0
TOTAL SALES		Jul-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	21,470	22,225	18,760	18,241	22,216									81,443	59,226					
	YoY growth rate	-6.9	-0.2	-9.0	2.1	3.4									-0.9	-2.5					
Same store basis	YoY growth rate	-6.4	-0.2	-9.2	1.6	3.2									-1.2	-2.7					
TOTAL NUMBER OF PURCHASING CUSTOMERS		Jul-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	2,883	3,116	2,636	2,501	2,869									11,122	8,253					
	YoY growth rate	-6.5	-2.0	-10.4	-1.7	-0.5									-3.7	-4.8					
Same store basis	YoY growth rate	-5.5	-1.9	-10.4	-1.6	-0.4									-3.6	-4.7					
AVERAGE PURCHASE PRICE PER CUSTOMER		Jul-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	-1.1	1.6	1.3	3.3	3.5									2.5	2.0					

《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Jul-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		-8.0	0.1	-11.7	2.8	3.2									-1.5	-3.2					
	Tires	-10.7	-2.9	-29.6	10.9	9.0									-6.0	-10.3					
	Car Electronics	-16.3	9.4	8.5	2.7	5.1									6.4	6.9					
	Oil	1.7	-0.4	-5.3	-2.2	-1.4									-2.3	-2.7					
	Batteries	2.6	-1.7	11.5	6.3	9.7									6.6	5.2					
	Accessories	-2.3	-4.0	-10.5	-2.7	2.0									-3.6	-5.7					
Services		2.6	1.1	-4.9	2.1	3.0									0.3	-0.6					
	Inspection & Maintenance	9.8	-6.5	-2.1	-2.1	-1.7									-3.1	-3.5					
Car Purchase and Sales		-14.8	-7.2	-5.6	-7.8	0.7									-4.9	-6.9					
Second-hand automotive goods		-3.7	-1.8	-14.0	-14.2	-19.0									-11.8	-9.3					
Fuel		2.4	8.1	14.6	21.3	20.6									16.2	14.5					

《Overseas sales》 (YoY growth rate in total store basis)	0.5	-2.8	1.5	-5.6	-9.7										-4.8	-2.5					
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Number of Stores (Domestic)	AUTOBACS	0	-2	0	-2										493	-2					
		Super AUTOBACS	0	0	0	0										74	0				
	AUTOBACS Secohan Ichiba	0	0	0	0										8	0					
	AUTOBACS Express	0	0	0	0										11	0					
	AUTOBACS CARS	0	0	-3	0										10	-3					

< 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.

< STORE INFORMATION >

July 2018: Domestic / New store 0; Closed 2; Relocation, Scrap & build (include format changes) 0 Overseas / New store 2, Closed 0, Relocation, Scrap & build (include format changes) 1
 Total number of domestic stores at the end of July 2018: Domestic 596 (AUTOBACS 493, Super AUTOBACS 74, AUTOBACS Secohan Ichiba 8, AUTOBACS Express 11, AUTOBACS CARS 10), Overseas 46

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.