

NOVEMBER 2018

AUTO PARTS VOLUME 2

1,250+ US CONSUMERS, BALANCED TO CENSUS

KEY TAKEAWAYS:

AUTO PARTS CONSUMERS

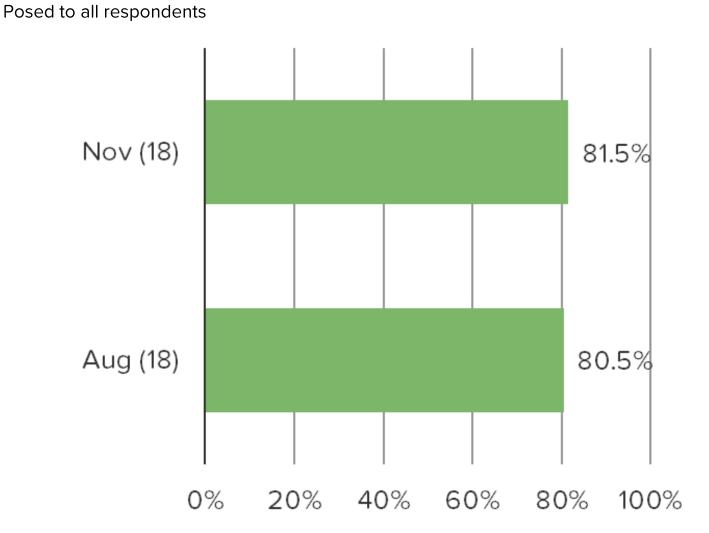
Consumer feedback around auto parts remained fairly-consistent q/q. 72.5% of those who own a car said they would bring it to an auto mechanic or to the dealership if it needed to be fixed and 24.7% said they would fix it on their own. The data is roughly unchanged q/q. Autozone is by far the most popular retailer that respondents who would fix their car themselves would choose if they were buying parts today.

AUTO PARTS MECHANICS / GARAGES

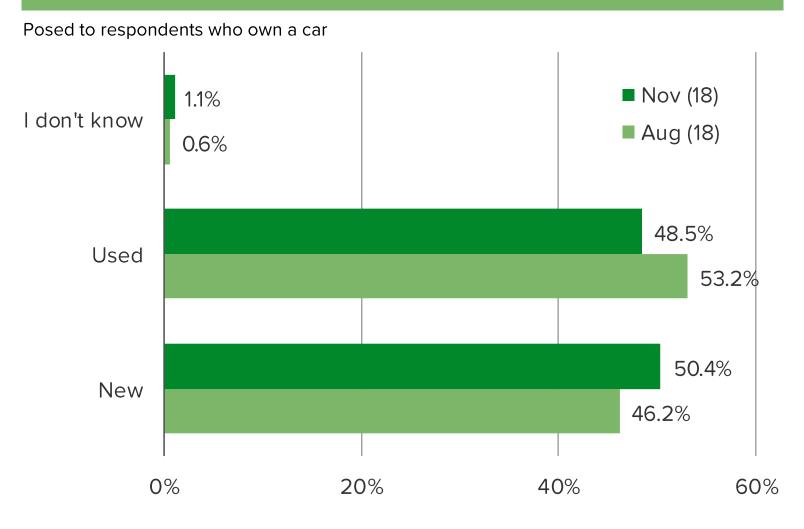
Respondents who work at auto mechanics / auto garages report increased purchase frequency from both Auto Zone and Advanced Auto. We also recorded an increase in order frequency at Advance Professional.

AUTO PARTS CONSUMERS

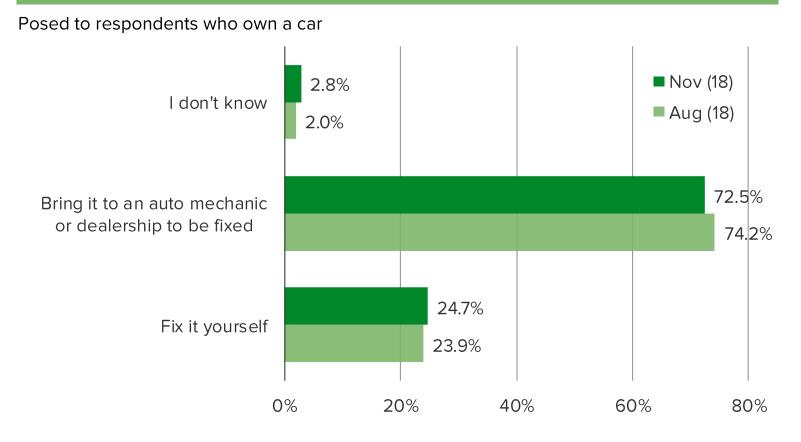
DO YOU OWN A CAR?



THINKING ABOUT YOUR PRIMARY VEHICLE, WHEN YOU GOT IT WAS IT...



IF SOMETHING NEEDS FIXING WITH YOUR CAR, ARE YOU MORE LIKELY TO...



IF YOU HAD TO BUY PARTS FOR YOUR CAR TO FIX IT YOURSELF, WHERE WOULD YOU BE MOST LIKELY TO BUY IT?

Posed to respondents who own a car and would fix it themselves

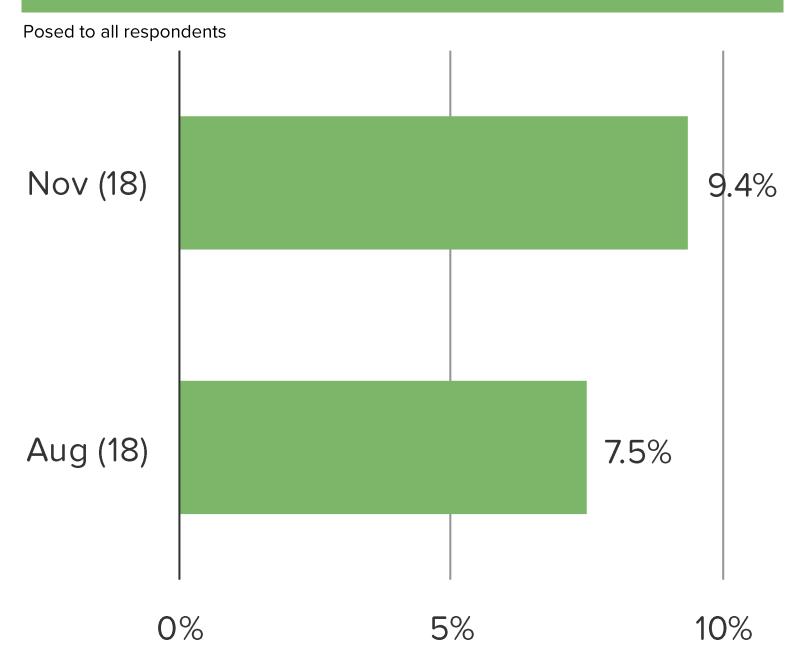


AUTO PARTS AUTO MECHANICS/GARAGES

BESPOKE MARKET INTELLIGENCE

Auto Parts

DO YOU OWN OR WORK AT AN AUTO GARAGE OR AUTO MECHANIC?



DO YOU PURCHASE PARTS FROM ANY OF THE FOLLOWING?

Posed to respondents who own or work at an auto garage or auto mechanic 3.85 Auto Zone 3.41 🛡 Nov (18) 🖣 Aug (18) 3.73 Advanced Auto 3.26 N = 117 Somewhat Frequently Very Infrequently Infrequently Frequently Very Frequently ■ Never ■ Infrequently ■ Somewhat Frequently ■ Frequently ■ Very Frequently Auto Zone 19.7% **6.0%** 7.7% 28.2% 38.5% Advanced Auto 11.1% 18.8% 22.2% 7.7% 40.2% 0% 20% 40% 60% 80% 100%

N = 117

DO YOU EVER ORDER PARTS ONLINE AT ADVANCE PROFESSIONAL?

Posed to respondents who own or work at an auto garage or auto mechanic

