

BUSINESS DATA

Retail Sales		Apr.08	May.08	Jun.08	Jul.08	Aug.08	Sep.08	Oct.08
Total store basis	Millions of yen	23,088	19,251	21,527	24,023	23,170	19,048	18,938
	YoY growth rate	-6.9	-4.3	-0.3	-6.5	1.6	-8.1	-2.8
Same store basis	YoY growth rate	-8.0	-5.0	-1.2	-7.4	0.5	-8.2	-2.3

Sales Breakdown by Products and Services		Apr.08	May.08	Jun.08	Jul.08	Aug.08	Sep.08	Oct.08
YoY growth rate in same store basis	Services	0.2	3.7	3.9	0.6	1.8	-2.9	3.8
	Tires	-0.5	-2.4	9.7	-6.4	15.4	-7.6	-5.5
	Wheels	-5.8	-4.6	-0.9	-7.3	1.9	-7.5	-14.5
	Car Electronics	-19.5	-14.7	-4.5	-13.2	-6.1	-9.3	0.8
	Oil	-1.8	-2.9	-5.4	-3.1	-5.4	-7.0	2.6
	Batteries	14.7	18.4	16.1	24.2	18.9	-1.3	-3.2
	Maintenance Parts	-6.0	-0.2	-3.6	-11.5	0.7	-6.8	-1.7
	Accessories	-7.6	-2.6	-4.0	-6.9	-2.8	-13.2	-5.2
	Car Repair Goods	-9.6	-7.3	-6.7	-9.8	-9.4	-7.5	0.9
	Motor Sports Goods	-9.5	-9.0	-10.7	-11.8	-7.6	-14.5	-12.0
	Car Leisure	4.3	12.4	3.6	10.3	36.4	5.7	8.2
Motorcycle Goods	-9.7	-6.3	-9.9	-1.9	-1.7	-1.7	-4.4	

Total Number of Purchasing Customers		Apr.08	May.08	Jun.08	Jul.08	Aug.08	Sep.08	Oct.08
Total store basis	In thousands	3,324	3,047	2,893	3,115	3,282	2,727	2,780
	YoY growth rate	-3.8	-1.5	-1.6	-6.2	-2.4	-9.1	-2.5

Note: Monthly retail sales at domestic AUTOBACS Chain stores, including franchise chain stores (AUTOBACS, Super AUTOBACS, and AUTO HELLOES stores).

FIRST QUARTER OVERVIEW

There was a marked decline in personal consumption, centering on luxury and high-end items, amid soaring prices of gasoline and food items. Sales and customer numbers were both down in the first quarter compared with the previous corresponding period as people used their cars less often.

In automotive goods and services, sales declined mainly among high-end and personal items, such as wheels, car electronics, accessories, and motor sports goods. By contrast, we reported an increase in demand for statutory safety inspections and maintenance services. A campaign to sell low-priced portable navigation systems and a tire sale for a limited period proved highly successful. We also recorded healthy sales in "Silver" signs and merchandises related to child safety seats in association with the revision of Road Traffic Law, making it mandatory for elderly drivers over 75 to display a "Silver" sign and for back seat passengers to wear seat belts.

SECOND QUARTER OVERVIEW

The tendency to use the car less for leisure activities became even more pronounced as household budgets struggled to meet surging gasoline prices, which topped ¥180 per liter, as well as higher food prices. We also witnessed a lengthening in the replacement cycle for oil and batteries.

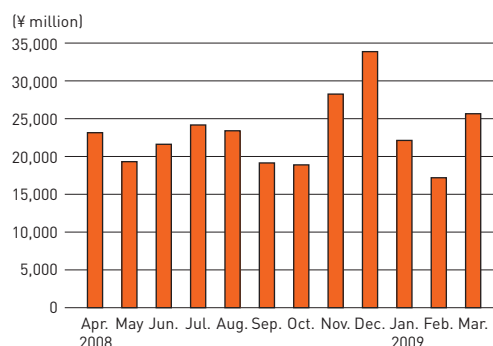
However, the number of statutory safety inspections and maintenance services continued to increase. We also recorded healthy sales of merchandises related to child safety seats accompanying the aforementioned law revision. In August 2008, there was a rush on tires purchases ahead of price increases slated for the following month. This, together with strong sales of windshield wipers accompanying heavy rain reported in some areas, contributed to an increase in overall sales.

	Nov.08	Dec.08	Jan.09	Feb.09	Mar.09	Accumulated Total for FY 2009
	28,097	33,778	22,041	17,112	25,629	275,703
	3.5	-3.3	-2.8	-12.9	5.2	-2.9
	3.8	-3.2	-2.5	-13.1	4.1	-3.3

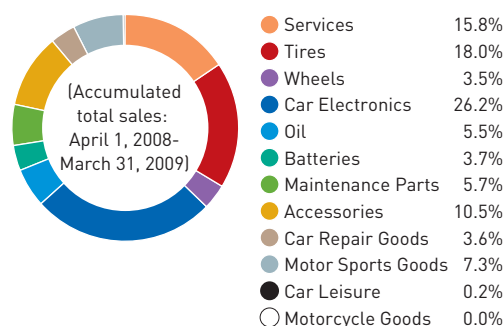
	Nov.08	Dec.08	Jan.09	Feb.09	Mar.09	Accumulated Total
	7.1	1.9	8.8	6.9	15.6	4.4
	4.7	-0.9	-0.5	-30.9	-11.2	-2.2
	0.7	-8.1	-3.3	-39.9	-23.0	-8.6
	5.3	-3.2	-2.6	-0.7	27.6	-3.7
	8.4	3.6	3.2	1.7	0.0	-0.6
	5.4	5.1	-9.4	-20.4	-0.5	3.8
	3.2	-10.0	-7.3	-44.6	-5.0	-10.1
	-0.9	-8.7	-5.6	-7.4	-9.6	-6.3
	0.6	5.4	-4.1	-0.8	-8.9	-4.9
	-4.5	-13.6	-12.5	-12.1	-19.3	-11.4
	8.7	1.8	-15.9	-9.5	-8.6	4.3
	3.5	-18.1	-17.1	-23.4	-15.0	-8.5

	Nov.08	Dec.08	Jan.09	Feb.09	Mar.09	Accumulated Total
	3,222	3,820	3,124	2,629	3,399	37,361
	3.5	0.1	-1.0	-4.2	2.4	-2.1

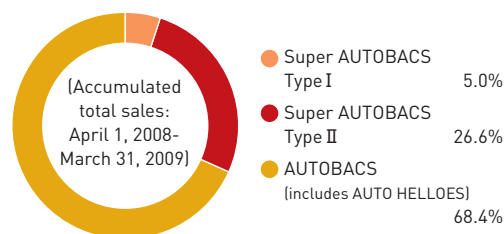
Monthly Major Store Sales



Composition Ratio of Retail Sales by Merchandise



Composition Ratio of Retail Sales by Store Type



THIRD QUARTER OVERVIEW

As fears of a worldwide economic downturn caused by the U.S. financial crisis spread rapidly, tendency for consumers in Japan to pull back on their spending increased.

Under these circumstances, the Company ran television commercials and distributed leaflets highlighting its special low prices, while our stores strengthened their merchandise lineups. Price increases for tires in October 2008 affected sales, resulting in a drop in mainly national brands, although sales of low-priced private brand tires were up. Demand for replacement batteries, which customers had tended to put off, increased noticeably owing partly to price reductions in November 2008. As a result, both the quantity and revenue of batteries sold in November and December increased year-on-year. Sales of electronic toll collection (ETC) devices began rising in October 2008 in response to an announcement of the additional economic stimulus plan by the government signaling its intention to reduce expressway tolls for ETC users.

FOURTH QUARTER OVERVIEW

Sales slumped in the fourth quarter, especially in February 2009, which saw a substantial decline. This was due to purchasing restraint by consumers accompanying the economic downturn, as well as weak sales of tire chains and other winter merchandises stemming from the decrease in snowfalls along Eastern Japan.

Although snow tires performed poorly, we reported strong sales of private brand tires and tires sold only at our stores. In March 2009, ETC devices sold well owing to the scheme for subsidizing equipment purchases that began on March 12. As a result, we reported significantly higher revenue from sales of car electronics and services. Statutory safety inspections and maintenance services continued to increase, although sales of used cars declined year-on-year due to a nationwide decrease in volume.