



# Monthly Retail Sales Report (Jun 2010)

5-Jul-10  
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## 《Performance results of three major categorized store formats》

		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total for FY 2010	1Q	2Q	3Q	4Q	1H	2H	FY2011	
# of weekends and holidays	YoY change (day)	-1	±0	±0	±0	+1	-1	-1	+1	-1	±0	±0	±0	±0	±0	±0	-1	±0	±0	-1	±0	-1	
Total store basis	Millions of yen	22,134	23,569	20,006	20,475										64,051	64,051						64,051	
	YoY growth rate	2.8	-1.7	-2.2	-7.5										-3.8	-3.8							-3.8
Super AUTOBACS	YoY growth rate	0.6	-1.4	-2.0	-7.6										-3.7	-3.7							-3.7
AUTOBACS*	YoY growth rate	3.8	-1.8	-2.2	-7.5										-3.8	-3.8							-3.8
Same store basis	YoY growth rate	1.8	-1.7	-2.2	-7.2										-3.7	-3.7							-3.7
Super AUTOBACS	YoY growth rate	-1.0	-2.3	-2.0	-7.2										-3.8	-3.8							-3.8
AUTOBACS*	YoY growth rate	3.1	-1.4	-2.3	-7.2										-3.6	-3.6							-3.6

SALES BREAKDOWN BY PRODUCTS AND SERVICES		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2011	
YoY growth rate in same store basis	Services	9.7	2.6	3.6	-1.8										1.5	1.5						1.5	
	Inspection & Maintenance	8.1	14.1	11.1	8.3										11.1	11.1							11.1
	Tires	-1.6	8.4	7.5	-4.6										4.1	4.1							4.1
	Wheels	-16.1	2.8	9.1	-0.5										3.7	3.7							3.7
	Car Electronics	8.0	-14.6	-14.6	-16.5										-15.3	-15.3							-15.3
	Oil	5.8	-2.7	-3.7	-4.4										-3.6	-3.6							-3.6
	Batteries	-1.1	5.9	-0.2	-3.3										0.8	0.8							0.8
	Maintenance Parts	-0.9	8.0	2.8	4.6										5.2	5.2							5.2
	Accessories	-7.9	1.2	-1.7	-1.3										-0.5	-0.5							-0.5
	Car Repair Goods	0.8	-0.1	5.8	-3.2										1.1	1.1							1.1
	Motor Sports Goods	-13.5	0.5	-5.5	-4.2										-3.0	-3.0							-3.0
	Car Leisure	-13.7	-9.2	-12.8	-17.6										-13.1	-13.1							-13.1
	Motorcycle Goods	-16.0	-12.1	-10.8	-9.9										-11.0	-11.0							-11.0

TOTAL NUMBER OF PURCHASING CUSTOMERS		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2011	
Total store basis	In thousands	2,954	3,415	3,217	2,851										9,483	9,483						9,483	
	YoY growth rate	2.1	-0.9	-0.6	-3.5										-1.6	-1.6							-1.6
Super AUTOBACS	YoY growth rate	2.4	-0.2	-0.9	-3.8										-1.5	-1.5							-1.5
AUTOBACS*	YoY growth rate	1.9	-1.2	-0.5	-3.4										-1.6	-1.6							-1.6
Comparable store basis	YoY growth rate	1.2	-0.8	-0.6	-3.2										-1.4	-1.4							-1.4
Super AUTOBACS	YoY growth rate	0.9	-1.1	-0.9	-3.5										-1.8	-1.8							-1.8
AUTOBACS*	YoY growth rate	1.4	-0.6	-0.5	-3.0										-1.3	-1.3							-1.3

AVERAGE PURCHASE PRICE PER CUSTOMER		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2011	
Total store basis	YoY growth rate	0.5	-1.0	-1.7	-4.2										-2.3	-2.3							-2.3

## 《Reference》

TOTAL SALES		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2011
Other than Super AUTOBACS, AUTOBACS, and AUTO HELLOES**	Millions of yen	1,248	1,371	1,253	1,320										3,947	3,947						3,947
	YoY growth rate	-13.6	6.6	8.4	5.7										6.3	6.3						
Entire Chain***	Millions of yen	23,382	24,940	21,260	21,795										67,840	67,840						67,840
	YoY growth rate	1.7	-1.2	-1.6	-6.8										-2.7	-2.7						

  

TOTAL NUMBER OF PURCHASING CUSTOMERS		Jun-09	Apr-10	May-10	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2011
Other than Super AUTOBACS, AUTOBACS, and AUTO HELLOES**	In thousands	19	20	18	15										53	53						53
	YoY growth rate	-3.0	-16.1	-18.1	-23.0										-18.8	-18.8						
Entire Chain***	In thousands	2,972	3,435	3,235	2,866										9,690	9,690						9,690
	YoY growth rate	2.0	-1.0	-0.7	-3.6										-1.1	-1.1						

### < COMMENTS > (yoy figures are on same store basis, except as cited as "total store")

Both total store and same-store sales in June decreased by 7.5% and 7.2% from last year's June results(LY). Factors of the changes are 1) decrease in number of LY customers from LY due to the heavy rain in Southern Japan in contrast to LY when the weather was generally fine. 2) sharp drop on sales of ETC devices and installations from LY. (sales of ETC devices inclusive of installation fees decreased by 1280MY.) As a result, June sales fell by 1,650 million yen from LY. By merchandise segments, sales increased only in Maintenance by 40MY. Major sales falls were seen in Car Electronics, Tires and Service where sales decreased by 1,250MY, 150MY and 70MY from LY.

### < STORE INFORMATION >

Jun2010: New store 0; Relocation, Scrap & build 2 ; Closed 0

Total number of domestic stores at the end of Jun 2010: Domestic 511 (Super AUTOBACS 76, AUTOBACS 399, AUTO HELLOES 6, AUTOBACS Hashiriya Tengoku Secohan Ichiba 24, AUTOBACS Express 6)

The data are preliminary for a quick release and are subject to revision.

\* Includes total store sales of AUTOBACS and AUTO HELLOES

\*\* Includes total store sales of AUTOBACS Hashiriya Tengoku Secohan Ichiba and AUTOBACS CARS.

\*\*\* Includes total store sales of Super AUTOBACS, AUTOBACS, AUTO HELLOES, AUTOBACS Hashiriya Tengoku Secohan Ichiba, and AUTOBACS CARS.

< COMMENTS > (yoy figures are on same store basis, except as cited as "total store")

Both total store and same-store sales in April decreased by 1.7% from last year's April results(LY). Factors of change are 1) sharp sales drop for ETC devices in contrast to the same month of last year when sales were bolstered by the government's expressway toll discount policies for vehicles installing ETC devices and the subsidy scheme for purchasing ETC devices. (Sales of ETC devices inclusive of installation fees decreased by 1,100MY from LY); 2) strong sales of tires and car navigation devices, which were pumped up by the Company's advertising and sales promotion initiatives including newspaper ads and TV commercials; 3) sales increase in summer tires according to the colder-than-usual March weather that pushed ahead the peak demand season for the switchback of snow tires into summer tires. As a result, although April sales fell short by 380 million yen (MY) from LY, the Company achieved its sales plan.

By merchandise segments, sales increase were seen in Tires and Maintenance Parts where sales increased by 350 MY and 90 MY respectively from LY. Major sales falls were seen in Car electronics where sales decreased by 990MY from LY.

< STORE INFORMATION >

April 2010: New store 2; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of April 2010: Domestic 512 (Super AUTOBACS 76, AUTOBACS 397, AUTO HELLOES 8, AUTOBACS Hashiriya Tengoku Secohan Ichiba 25, AUTOBACS Express 6)

< COMMENTS > (yoy figures are on same store basis, except as cited as "total store")

Both total store and same-store sales in May decreased by 2.2% from last year's May results(LY). Factors of change are 1) sharp sales drop for ETC devices from LY . (Sales of ETC devices inclusive of installation fees decreased by 800MY); 2) sales increase in Tires. The delay in switch-back activities of snow tires into summer tires due to colder than usual March weather, has consequently pushed up the sales in May; 3) sales increase in car washing items and long-driving goods thanks to the fine weather during the Golden Week holidays.

As a result, May sales fell by 430 million yen from LY. By merchandise segments, sales increase were seen in Tires, Service and Car Repair Goods where sales increased by 240MY, 120MY and 50MY respectively from LY. Major sales falls were seen in Car Electronics and Motor Sports Goods where sales decreased by 760MY and 70MY from LY.

< STORE INFORMATION >

May2010: New store 2; Relocation, Scrap & build 0 ; Closed 3

Total number of domestic stores at the end of May 2010: Domestic 511 (Super AUTOBACS 76, AUTOBACS 399, AUTO HELLOES 6, AUTOBACS Hashiriya Tengoku Secohan Ichiba 24, AUTOBACS Express 6)