



# Monthly Retail Sales Report (December 2011)

6-Jan-12

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## 《Groupwise Sales results (Domestic)》

# of weekends and holidays	YoY change (day)	-1	+1	-1	±0	+1	-1	±0	±0	±0	+1	-1	-1	±0	±0	±0	+1	-2	±0	-1	-1	
TOTAL SALES		Dec-10	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total for FY 2011	1Q	2Q	3Q	4Q	1H	2H	FY2012
Total store basis	Millions of yen	36,942	24,753	22,638	21,482	27,789	23,365	20,747	21,794	26,871	37,176				226,614	68,873	71,900	85,841		140,773		
	YoY growth rate	3.2	-1.6	5.4	-2.4	5.1	-5.2	-4.4	0.1	1.9	0.6				0.0	0.4	-1.2	0.8		-0.5		
Same store basis	YoY growth rate	3.4	-2.2	5.0	-2.5	5.3	-5.5	-4.9	-0.9	0.2	-0.5				-0.6	-0.1	-1.4	-0.4		-0.8		
TOTAL NUMBER OF PURCHASING CUSTOMERS		Dec-10	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	cumulated To	2H	FY2010
Total store basis	In thousands	3,952	3,463	3,291	2,877	3,388	3,203	2,831	2,961	3,096	4,063				29,173	9,631	9,422	10,120		19,053		
	YoY growth rate	-2.1	-1.2	-0.4	-2.0	1.0	-8.3	-3.4	-1.0	-0.9	2.8				-1.4	-1.2	-3.7	0.5		-2.4		
Same store basis	YoY growth rate	-2.1	-2.0	-1.2	-2.4	1.4	-8.5	-3.7	-1.4	-1.9	1.9				-1.9	-1.9	-3.7	-0.2		-2.8		
AVERAGE PURCHASE PRICE PER CUSTOMER		Dec-10	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	cumulated To	2H	FY2010
Total store basis	YoY growth rate	5.5	-0.2	6.2	-0.2	3.8	3.3	-1.3	0.4	2.1	-2.5				1.3	1.8	2.3	-0.2		2.0		

## 《Groupwise Sales results (Domestic)》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES		Dec-10	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	cumulated To	2H	FY2010
YoY growth rate in same store basis		Dec-10	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	cumulated To	2H	FY2010
<b>Automotive Goods &amp; Services</b>		3.3	-2.4	4.7	-3.1	5.1	-6.1	-6.0	-2.1	-0.6	-1.1				-1.2	-0.4	-2.0	-1.2		-1.2		
	Services	3.7	3.2	6.6	4.6	9.8	-0.4	-2.2	-0.3	1.9	1.4				2.8	4.8	2.7	1.2		3.7		
	Inspection & Maintenance	4.1	-1.6	0.2	5.9	6.3	4.3	1.4	5.4	7.3	6.0				4.0	1.5	4.0	6.4		2.8		
	Tires	18.8	2.3	28.4	-7.4	-4.3	-2.3	1.4	5.5	6.3	2.6				3.7	7.8	-2.0	4.3		3.0		
	Wheels	16.4	5.3	9.3	-4.9	-3.6	-3.6	-4.8	5.5	7.4	4.8				3.4	3.8	-3.9	5.7		0.3		
	Car Electronics	-16.3	-6.6	1.2	-4.4	16.7	-5.9	-13.7	-8.8	-9.4	-6.7				-3.4	-3.7	0.8	-8.2		-1.3		
	Oil	-3.9	-5.3	-3.0	-0.2	-0.4	-6.2	-2.4	0.1	-3.7	0.1				-2.4	-2.9	-3.1	-1.0		-3.0		
	Batteries	-3.8	-2.3	-2.5	-1.6	-0.5	-15.4	-14.6	-5.9	-4.0	16.1				-3.1	-2.1	-10.9	3.6		-7.5		
	Maintenance Parts	28.0	7.5	6.1	0.8	-1.2	-5.9	-1.1	-7.3	-0.8	-21.5				-6.0	5.0	-2.8	-14.1		1.2		
	Accessories	-9.3	-9.7	-7.8	-5.5	-2.0	-12.3	-6.8	-1.0	0.2	3.9				-4.8	-7.8	-7.0	1.2		-7.4		
	Car Repair Goods	-3.4	-0.6	-4.0	-0.7	1.6	-6.7	5.0	3.5	-4.7	7.6				0.1	-1.9	-0.4	2.5		-1.2		
	Motor Sports Goods	-6.2	-12.7	-12.2	-10.4	-8.9	-13.3	-7.9	-8.8	-8.5	-4.2				-9.5	-11.8	-10.1	-6.9		-11.0		
	Car Leisure	-19.3	-25.2	-23.0	-5.6	3.2	-9.7	-16.5	-22.1	-13.9	-10.4				-13.3	-18.7	-7.0	-15.4		-12.5		
	Motorcycle Goods	14.5	12.1	1.1	7.5	2.2	34.7	-9.7	22.7	-18.7	-1.7				4.7	7.0	8.5	-2.0		7.8		
<b>New &amp; Used Cars</b>		3.6	1.8	10.3	6.8	8.1	4.3	8.7	19.9	18.5	13.2				10.0	6.2	7.1	17.3		6.7		
<b>Second-hand automotive goods</b>		1.9	-9.9	-5.2	-6.2	-1.1	-5.1	2.3	-1.3	-4.7	3.2				-3.1	-7.2	-1.4	-0.8		-4.3		
<b>Fuel</b>		8.3	10.2	7.0	4.2	10.9	7.6	5.3	16.8	14.4	26.8				11.4	7.1	7.8	19.6		7.4		

## 《Domestic Sales results》 (major categorized store formats, YoY growth rate in same store basis)

AUTOBACS	YoY growth rate	3.9	-1.8	6.3	-3.0	5.8	-5.5	-5.0	-1.6	0.4	-0.4				-0.5	0.3	-1.2	-0.4		-0.5		
Super AUTOBACS	YoY growth rate	2.0	-3.7	1.5	-3.0	3.8	-7.5	-8.3	-3.4	-3.0	-2.7				-2.8	-1.8	-3.6	-3.0		-2.7		
AUTO HELLOES	YoY growth rate	8.3	1.3	-7.3	-19.6	6.6	-6.3	-16.6	2.6	21.6	-19.5				-3.8	-4.6	-4.7	4.4		-4.7		

<b>《Overseas sales》</b> (YoY growth rate in total store basis)		15.3	9.6	1.4	6.0	3.0	0.7	-3.5	2.9	-0.7	-3.0				2.9	6.5	0.9	0.3		3.6		
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<b>Number of Stores</b>	AUTOBACS	+2	+1	+1	0	+2	+1	+6	+4	0					422							
	Super AUTOBACS	0	0	0	0	0	0	0	0	0					76							
	AUTO HELLOES	0	-1	-2	0	0	-1	0	0	0					1							
	AUTOBACS Secohan Ichiba	0	0	0	0	0	0	-1	0	0					20							
	AUTOBACS Express	0	0	0	-1	-1	0	0	0	0					5							

## < COMMENTS > (YoY figures are on same store basis for the entire chain)

In December 2011, total store sales increased by 0.6% from last year's December(LY) while same-store sales decreased by 0.5% from LY. Factors behind the % changes are; 1)strong sales of Tires & Wheels and Batteries inspired by snowfalls not only in the heavy snow regions of Sea of Japan Coastal area, but also in the warmer regions of Kansai and Tokai area. Nationwide newspaper advertisements were also applied in the end of the month; 2)sales fall in tire chains and wiper blades compared to LY, when sales hiked-up after the heavy snowfall in the year-end; 3)downward trend in the prices of navigation devices and digital terrestrial TV broadcasting goods.

## < STORE INFORMATION >

Dec 2011: New store 0; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of Dec 2011: Domestic 524 (AUTOBACS 422, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS Secohan Ichiba 20, AUTOBACS Express 5)

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

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

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store and same-store sales in April decreased by 1.6% and 2.2% respectively from last year's April results(LY). Factors behind the % changes are; 1) decreasing sales of Car Electronics and Accessories resulting from the drop in new car sales; 2) continuing weak sales of non-essential items such as car interior and car washing items, and motorsports goods, partially due to promotional activities suspended by the earthquake; 3) stable sales of basic items such as batteries, emergency parts and safety kits; 4) starting switchbacks of snow tires into summer tires in the snowfall areas; 5) earthquake damaged Tohoku region recovered its sales in almost every merchandise category.

< STORE INFORMATION > Apr 2011: New store 2; Relocation, Scrap & build 1 ; Closed 0  
Total number of domestic stores at the end of Apr 2011: Domestic 515 (AUTOBACS 406, Super AUTOBACS 76, AUTO HELLOES 5, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store and same-store sales in May increased by 5.4% and 5.0% respectively from last year's May results(LY). Positive sales growth was seen nationwide, though new car sales were still weak. Factors behind the % changes are; 1) solid sales of tires due to the increased switchback demand of snow tires into summer tires and the intense demand before the price hike of tires; 2) improving sales of car electronics enhanced by the robust sales of digital terrestrial TV broadcasting(DTTB) goods; and 3) strong sales recovery seen in the stores in the earthquake damaged Tohoku region(demand of maintenance and Statutory safety inspection).

< STORE INFORMATION > May 2011: New store 0; Relocation, Scrap & build 1 ; Closed 0  
Total number of domestic stores at the end of May 2011: Domestic 515 (AUTOBACS 407, Super AUTOBACS 76, AUTO HELLOES 4, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store and same-store sales in June decreased by 2.4% and 2.5% respectively from last year's June results(LY). Factors behind the % changes are; 1) sharp sales drop of Tires and Wheels in contrast to the strong May sales and the campaign boosted sales of LY; 2) strong sales were achieved for the digital terrestrial TV broadcasting(DTTB) goods but sales of car navigation devices have declined following the drop in its unit price and pushed down the monthly sales of Car Electronics behind LY. 3) weak sales in Accessories resulting from the weak new car sales.

< STORE INFORMATION > June 2011: New store 0; Relocation, Scrap & build 2 ; Closed 1  
Total number of domestic stores at the end of Jun 2011: Domestic 514 (AUTOBACS 408, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store and same-store sales in July increased by 5.1% and 5.3% respectively from last year's July results(LY). Factors behind the % changes are; 1) strong sales of digital terrestrial TV broadcasting tuner and car navigation devices. 2) nationwide positive sales, somewhat pushed up by an one additional Sunday compared to LY. 3) continuing sales drop of Tires, which occurred in reaction to its robust sales before the price hike in June. The changing customer's preference, which is shifting towards the lower end of price range, also had some influence to the weakened sales of Tires. LY's sales promotion initiatives centered on Tires (including newspaper ads) also pushed down its year-over-year ratio.

< STORE INFORMATION > July 2011: New store 0; Relocation, Scrap & build 0 ; Closed 1  
Total number of domestic stores at the end of Jul 2011: Domestic 513 (AUTOBACS 408, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 6)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Both total store and same-store sales in August decreased by 5.2% and 5.5% respectively from last year's August result(LY). Overall sales were hurt by multiple factors such as weak new car sales against LY's strong sales aided by the government's incentive program, tough annual competition for summer heat related items, which have grown last year by the extreme heat waves, termination of the government's expressway toll discount policies, and one less Sunday compared to LY. In terms of Car Electronics, sales of digital terrestrial TV broadcasting tuners continued to be strong, but were not enough to cover the sales decline of car navigation and ETC devices.

< STORE INFORMATION > Aug 2011: New store 2; Relocation, Scrap & build 0 ; Closed 1  
Total number of domestic stores at the end of Aug 2011: Domestic 514 (AUTOBACS 410, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 5)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Both total store and same-store sales in September decreased by 4.4% and 4.9% respectively from last year's September(LY) result. Factors behind the % changes are; 1) weaker sales of car navigation devices, ETC devices and car interiors compared to LY when these merchandises sales had been boosted up by the outstanding new car sales in previous months; 2) drop in customers' purchase price for the in-dash type car navigation devices; 3) tough annual competition for summer heat related items such as batteries, which grew significantly LY by the extreme heat waves; 4) strong demand continued but at a slower pace for the digital terrestrial TV broadcasting tuners; 5) solid sales in the Tohoku region.

< STORE INFORMATION > Sep 2011: New store 2; Relocation, Scrap & build 1 ; Closed 2  
Total number of domestic stores at the end of Sep 2011: Domestic 514 (AUTOBACS 411, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 5)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store sales in October increased by 0.1% from last year's October(LY), while same-store sales decreased by 0.9% from LY. Factors behind the % changes are; 1)solid sales of Tires & Wheels driven by the upward demand of snow tires and tire & wheel sets, which nation-wide advertisement started earlier than usual; 2)soft sales of in-dash car navigation devices, which purchase unit price had dropped though its sales volume had increased; 3)weak sales of wiper shades affected by fewer rain than LY.

< STORE INFORMATION > Oct 2011: New store 6; Relocation, Scrap & build 1 ; Closed 1  
Total number of domestic stores at the end of Oct 2011: Domestic 519 (AUTOBACS 417, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 20, AUTOBACS Express 5)

< COMMENTS > (Yoy figures are on same store basis for the entire chain)  
Total store and same-store sales in November increased by 1.9% and 0.2% respectively from last year's November results(LY). Factors behind the % changes are; 1)solid sales of Tires & Wheels inspired by snowfalls at the heavy snow area such as Hokkaido as well as nationwide newspaper advertisements applied at the end of the month. 2)sales decline of Car Electronics due to weak demand of ETC devices and portable navigation devices; 3)upward CARS sales thanks to the increased demand of used car assessment service and purchase, and recovery in new car sales.

< STORE INFORMATION > Nov 2011: New store 5; Relocation, Scrap & build 0 ; Closed 1  
Total number of domestic stores at the end of Nov 2011: Domestic 523 (AUTOBACS 421, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 20, AUTOBACS Express 5)