



Monthly Retail Sales Report (March 2008)

(Performance results of three major store formats)

		Mar-06	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Accumulated Total for FY 2008	1Q	2Q	3Q	4Q	1H	2H	FY2008
# of weekends and holidays	YoY change (day)	+1	1	±0	-1	+1	-1	±0	+2	-1	-1	+1	±0	±0	+1	+1	±0	+1	-1	+1	+1	±0	+1
Total store basis	Millions of yen	23,559	23,370	24,784	20,115	21,576	25,683	22,801	20,711	19,466	27,124	34,926	22,658	19,630	24,362	283,834	66,474	69,194	81,514	66,650	135,668	148,165	283,834
	YoY growth rate	3.9	-0.9	-0.9	-3.1	4.7	-3.5	0.3	4.4	-2.1	2.2	-5.6	-0.2	9.2	4.2	0.3	0.2	0.0	-2.3	4.0	0.1	0.5	0.3
Super AUTOBACS	YoY growth rate	11.3	-0.8	0.3	-0.4	5.7	-2.2	2.5	6.5	0.3	2.2	-2.8	1.1	10.4	6.5	2.0	1.8	1.8	-0.5	5.7	1.8	2.3	2.0
AUTOBACS	YoY growth rate	1.4	-0.9	-1.6	-4.3	4.2	-4.3	-0.7	3.2	-3.3	2.0	-6.7	-0.8	8.8	3.1	-0.6	-0.6	-0.9	-3.1	3.3	-0.8	-0.4	-0.6
AUTO HELLOES	YoY growth rate	-18.8	-0.9	6.6	-3.9	9.0	7.3	2.2	12.0	4.8	8.3	-12.7	-2.2	-4.1	12.0	3.5	3.8	7.1	1.2	2.9	5.3	1.7	3.5
Comparable store basis	YoY growth rate	4.4	-0.6	-0.7	-2.9	5.3	-3.2	0.8	4.0	-3.2	1.5	-6.2	-0.9	8.7	3.5	-	0.5	0.2	-3.0	3.4	0.3	-0.2	0.0
Super AUTOBACS	YoY growth rate	12.2	-2.1	0.3	-0.4	5.7	-2.2	2.5	5.3	-1.7	1.2	-3.7	0.0	9.2	4.1	1.3	1.8	1.5	-1.7	4.1	1.6	1.0	1.3
AUTOBACS	YoY growth rate	1.5	-0.2	-1.2	-4.0	5.1	-3.7	0.0	3.2	-4.0	1.5	-7.2	-1.3	8.5	3.2	-0.6	-0.1	-0.5	-3.7	3.1	-0.3	-0.8	-0.6
AUTO HELLOES	YoY growth rate	-4.6	13.4	6.6	-3.9	9.0	7.3	2.2	12.0	4.8	8.3	-12.7	-2.2	-4.1	12.0	3.5	3.8	7.1	1.2	2.9	5.3	1.7	3.5

SALES BREAKDOWN BY PRODUCTS AND SERVICES		Mar-06	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2008
YoY growth rate in comparable store basis	Services	13.8	5.0	1.0	1.7	6.8	0.2	6.9	9.6	4.4	8.1	0.1	3.1	9.2	8.8	4.7	3.1	5.2	3.8	7.1	4.1	5.3	4.7
	Tires	12.2	-2.0	-0.6	-3.2	5.6	1.0	8.3	3.3	-2.9	5.7	-14.9	0.5	39.7	20.9	1.8	0.3	4.2	-6.3	16.8	2.2	1.5	1.8
	Wheels	12.9	-11.2	-12.7	-12.9	-4.7	-10.5	-3.4	-4.6	-10.1	2.1	-14.3	3.2	30.5	7.8	-4.7	-10.8	-6.6	-8.3	11.2	-8.9	-2.2	-4.7
	Car Electronics	2.3	-1.9	1.2	-2.9	8.3	-5.5	-3.8	3.1	-6.8	-6.3	-5.5	-12.1	-14.3	-7.6	-4.2	2.5	-2.7	-6.1	-11.0	-0.2	-8.4	-4.2
	Oils	2.5	6.1	3.6	2.7	7.7	1.2	5.5	6.2	-0.5	3.8	4.1	-1.1	-0.4	0.7	2.8	4.6	4.2	2.6	-0.3	4.4	1.2	2.8
	Batteries	-5.6	2.9	3.4	1.3	8.3	-1.4	9.2	23.3	26.5	30.9	14.5	40.0	49.4	20.6	19.6	4.3	10.5	22.8	37.1	8.0	29.0	19.6
	Maintenance	-21.0	-6.0	-5.4	-8.6	1.8	-4.3	-3.5	0.7	-5.8	3.8	2.0	17.7	72.1	7.8	7.2	-4.4	-2.5	1.0	31.0	-3.5	14.7	7.2
	Accessories	9.6	3.7	-1.0	-2.7	4.8	-3.3	1.0	4.5	-5.1	-2.8	-1.5	-6.6	-4.0	0.5	-1.3	0.3	0.4	-3.0	-3.3	0.3	-3.1	-1.3
	Car Repairs	7.9	-6.6	1.4	-6.1	0.0	-3.0	-3.9	-3.4	-10.4	3.3	-6.9	-3.9	-2.2	12.2	-2.2	-1.6	-3.5	-5.1	2.3	-2.5	-1.7	-2.2
	Motor Sports Goods	-1.7	-3.6	-5.1	-5.8	-2.9	-6.4	-9.2	-3.5	-8.9	-5.3	-7.0	-6.6	-7.0	-5.5	-6.1	-4.6	-6.4	-7.0	-6.4	-5.5	-6.7	-6.1
	Car Leisure	-27.4	-17.0	-8.0	-16.0	0.9	-15.9	-13.4	-9.2	-21.5	-14.3	0.6	24.0	3.7	2.1	-6.1	-7.9	-13.2	-11.1	10.1	-10.7	-0.8	-6.1
	Motorcycle Goods	-3.1	-2.7	-7.4	-5.8	0.2	-35.7	-8.1	-17.1	-13.6	-4.7	-0.5	14.2	10.0	-0.6	-8.5	-4.6	-22.1	-6.7	6.8	-14.2	-0.5	-8.5

TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-06	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2008
Total store basis	In thousands	3,279	3,158	3,453	3,092	2,938	3,320	3,358	2,997	2,849	3,111	3,813	3,153	2,741	3,318	38,147	9,484	9,676	9,774	9,214	19,160	18,987	38,147
	YoY growth rate	1.1	-3.7	-4.0	-6.9	-0.1	-5.0	-1.8	1.0	-4.9	0.9	-2.8	-1.8	3.5	5.0	-1.6	-3.8	-2.1	-2.3	2.1	-3.0	-0.2	-1.6
Super AUTOBACS	YoY growth rate	7.7	-1.8	-2.9	-4.1	2.6	-2.1	1.4	4.3	-3.0	1.4	-0.4	-0.3	4.8	6.6	0.4	-1.6	1.0	-0.6	3.6	-0.3	1.4	0.4
AUTOBACS	YoY growth rate	-0.6	-4.3	-4.5	-7.9	-1.2	-6.1	-2.9	-0.3	-5.7	0.8	-3.5	-2.3	3.0	4.2	-2.4	-4.6	-3.2	-2.9	1.6	-3.9	-0.8	-2.4
AUTO HELLOES	YoY growth rate	-20.4	-11.6	0.5	-10.4	-1.2	-4.2	-3.4	-0.3	-2.1	2.0	-12.4	-4.1	-4.0	18.5	-2.1	-3.7	-2.8	-3.9	3.8	-3.3	-0.8	-2.1
Comparable store basis	YoY growth rate	-20.4	-3.3	-3.8	-6.7	0.4	-4.6	-1.4	0.7	-5.9	0.4	-3.4	-2.4	3.0	4.5	-1.7	-3.5	-1.8	-2.9	1.8	-2.7	-0.8	-1.7
Super AUTOBACS	YoY growth rate	-20.4	-2.6	-2.9	-4.1	2.6	-2.1	1.4	3.3	-4.9	0.4	-1.5	-1.4	3.7	4.0	-0.2	-1.6	0.7	-1.9	2.0	-0.4	0.0	-0.2
AUTOBACS	YoY growth rate	-20.4	-3.6	-4.2	-7.6	-0.4	-5.5	-2.4	-0.2	-6.4	0.3	-4.0	-2.7	2.9	4.5	-2.3	-4.2	-2.8	-3.4	1.5	-3.5	-1.1	-2.3
AUTO HELLOES	YoY growth rate	-20.4	2.6	0.5	-10.4	-1.2	-4.2	-3.4	-0.3	-2.1	2.0	-12.4	-4.1	-4.0	18.5	-2.1	-3.7	-2.8	-3.9	3.8	-3.3	-0.8	-2.1

AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-06	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2008
Total store basis	YoY growth rate	2.7	2.9	3.2	4.0	4.8	1.5	2.1	3.3	2.9	1.1	-2.8	1.5	5.5	-0.7	1.9	4.1	2.1	0.0	1.8	3.1	0.6	1.9

(Reference)

TOTAL SALES		Mar-06	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2008
Other than Super AUTOBACS, AUTOBACS, and AUTO HELLOES ¹	Millions of yen	1,394	1,786	1,309	1,304	1,417	1,668	1,443	1,999	1,882	1,938	1,860	1,431	1,773	2,335	20,364	4,031	5,111	5,681	5,540	9,133	11,222	20,364
	YoY growth rate	38.8	28.0	13.1	14.6	19.6	24.1	22.7	36.7	64.6	37.6	41.8	29.3	35.8	31.3	31.0	15.9	28.4	47.1	32.2	22.0	39.0	31.0
Entire Chain ²	Millions of yen	24,954	25,157	26,093	21,419	22,993	27,351	24,244	22,710	21,348	29,061	36,787	24,089	21,402	26,697	304,199	70,505	74,305	87,197	72,190	144,802	159,387	304,199
	YoY growth rate	5.4	0.8	-0.2	-2.1	5.6	-2.1	1.4	6.6	1.5	3.9	-3.9	1.2	11.0	6.1	1.9	1.0	1.6	-0.1	5.8	1.2	2.5	1.9
TOTAL NUMBER OF PURCHASING CUSTOMERS	In thousands	21	20	24	22	21	24	21	22	21	24	26	22	19	23	275	69	68	72	65	138	137	275
	YoY growth rate	10.8	-5.4	8.6	3.8	17.8	18.3	11.3	25.2	11.0	20.9	14.4	13.2	9.4	16.5	14.0	9.7	18.1	15.6	13.2	13.6	14.4	14.0
Entire Chain ²	In thousands	3,300	3,179	3,477	3,115	2,960	3,344	3,380	3,020	2,870	3,136	3,839	3,175	2,761	3,342	38,423	9,553	9,744	9,846	9,279	19,298	19,125	38,423
	YoY growth rate	1.1	-3.7	-3.8	-6.7	0.0	-4.8	-1.6	1.1	-4.7	1.1	-2.6	-1.6	3.5	5.1	-1.4	-3.7	-1.9	-2.1	2.3	-2.8	0.0	-1.4

< COMMENTS >

In March, sales of winter products such as tire chains posted good start due to cold wave that hit the northern and eastern part of the country in the beginning of the month. Then, as the temperature suddenly climbed up during the latter half of the month, the switch back demand for snow tires into summer tires increased, and sales of Tires, Wheels, and Services have sharply grown. However, sales of Car Electronics posted another big drop due to sluggish results of car navigation systems, which are the main player in the category.

Total store and comparable store sales were up by 4.2% and 3.5%, respectively from last year's same month (LY). Total store sales increased 990million yen (MY) vs. LY. Major sales growths were seen in Tires and Services, which sales rose by 760MY and 360MY, respectively from LY. Major decliners were Car Electronics, which sales dropped by 490MY from LY.

Tires and Wheels: both snow tires and summer tires sold out well thanks to the weather changes during the month. Total sales of Tires were up by 20% vs. LY, in both volume and sales revenue. **Car Electronics:** car navigation systems continued to drop by 3.2% from LY. The lackluster trend of portable navigation systems continued and its sales declined by 13.3% from LY. **Batteries:** the warm weather dragged down the demand for batteries, and its sales dropped by 8.9% in volume. However, its sales revenue increased by 20.6% due to price hikes.

Maintenance parts: tire chain sales continued to exceed last year's level posting 28.8% increase from LY. Sales of windshield wiper blades also increased by 29.9% due to high pollen counts and yellow sand storms during the month. **Car Repair items:** the warm weather in the latter part of the month lifted sales of car washing items. **Motor Sports goods:** sales were affected by the Government's displace order for fuel-saving devices, resulting to 5.5% drop from LY. **Services:** continued to increase due to strong demand for tire/wheel changes and maintenance.

Statutory Safety Inspection: increased by about 20% in both sales revenue and volume. **Car sales:** increased 33.4% in volume and 31.1% in sales revenue.

< STORE INFORMATION >

March 2008: New store 0; Opening and Closure due to store format change 0; Closure due to store format change 0; Relocation, Scrap & build 0; Closed 1(AUTOBACS 1)

Total number of domestic stores at the end of March 2008: Domestic: 523 (Super AUTOBACS 74, AUTOBACS 399, AUTO HELLOES 10, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 9) Overseas: 117

¹ The data are preliminary when first released and are subject to revision during the following month

² Includes total store sales of AUTOBACS Hashiriya Tengoku Secohan Ichiba and AUTOBACS CARS (with vehicle search PC terminals).

³ Includes total store sales of Super AUTOBACS, AUTOBACS, AUTO HELLOES, AUTOBACS Hashiriya Tengoku Secohan Ichiba, and AUTOBACS CARS (with vehicle search PC terminals).

<p>April, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Total sales: Sales amount decreased by 250 million yen. GPS, statutory inspections increased by 500, 70 million yen respectively while ETC, all in one type AV unit, wheel decreased by 350, 200, 130 million yen respectively vs the same period LY. Tires and Wheels: Due mainly to non repetition of LY's vigorous demand for changing to all season tires in normally little snowfall areas, tire sales vol. decreased by 3.5%, but due to the past price hike effects, amount decreased by only 0.6% YoY. Car Electronics: Terrestrial GPSs sales were good. ETC sales amount and volume both decreased to some 60% YoY. In total sales amount increased by 1.2% YoY. Oil: Volumewise negative growth YoY, but sales amountwise grew by 3.6% YoY. Services: Statutory inspections and maintenance included services increased by 11.3% YoY.</p> <p>April 2007: New stores 5(2 stores in mainland China, 3 AUTOBACS Hashiriya Tengoku Secohan Ichiba stores); Opening by store format change 2 (SA Kisiwada, SA Route22 Kita Nagoya); Closure due to store format change 3; Relocation, Scrap & build open 0; Closed 0 Total number of domestic stores at the end of April, 2007: Domestic: 519 (Super AUTOBACS 72, AUTOBACS 399, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 30, AUTOBACS Express 7) Overseas: 23</p>
<p>May, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Total sales: Minus 640, YoY. GPS navigations +270, car inspections +120, YoY. Oils and batteries' YoY decreased volumewise but increased moneywise due to mix/price effects. ETC -200, maintenance -100, YoY. (numbers are all million of yen) Tires & wheels: Some areas did not have vigorous demand of the last year for changes from winter tires to all the season tires and this negatively contributed overall sales results. Car electronics: Although ETC sales continuously recorded negative YoY growth, sales of GPS recorded 18.1% YoY growth in terms of volume due to enhanced sales efforts. Car inspections & maintenances: Car inspections included in the service category grew by 18.8% YoY in terms of sales amount. It is estimated that the sales campaign well supported our sales efforts.</p> <p>May 2007: New stores 91(1store in mainland China, 1 ABX in Nishifukuoka, 89 acquisition of STRAUSS DISCOUNT AUTO); Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 0; Closed 0 Total number of domestic stores at the end of May, 2007: Domestic: 520 (Super AUTOBACS 72, AUTOBACS 399, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 30, AUTOBACS Express 8) Overseas: 113</p>
<p>June, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Total store YoY sales: +960 million yen(MY). Major increases are GSP systems 800MY, services 180MY, tires 140MY. Contributing factors to the sales increase were one more Saturday and better responses of customers to the summer sales campaign than the LY. Car electronics: Sales of GSP systems and terrestrial digital tuners supported sales increase. Tires: Result of customers' better responses to the summer sales campaign. Batteries: Results of enhanced battery condition checks at group stores and price/mix improvements. Car inspections/maintenances: Included in the services and increased by 16.2% YoY. Car sales: Announced an epoch making used car inspection/evaluation system and started full-fledged introduction to group stores.</p> <p>June 2007: New stores 1(in mainland China); Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 1; Closed 0 Total number of domestic stores at the end of June, 2007: Domestic: 520 (Super AUTOBACS 72, AUTOBACS 399, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 30, AUTOBACS Express 8) Overseas: 114</p>
<p>July, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Total YoY sales:-960million Yen(MY). Overall performance was dormant. Product basis, GPS system increased 170MY, tires +30MY, oils flat. Other car electronics -670MY, car sports -140MY, and accessories -110 MY. Car electronics: GSP systems sold well YoY volume, amount at 122% and 103%. Portable GPS recorded 150%(vol), 200%(amount). Sales of terrestrial digital tuners continue to be good at 400%(vol), 150%(amount) but other products' sales declines resulted in this category's negative YoY. Tire: Slight volume decline more than offset by price/mix effects. Services: Statutory car inspections/maintenance services continued to maintain double digit growth@112-113%p.a. Batteries: Decline of volume (partly due to proroged rainy season) partly offset by price/mix effect but not enough. Accessories: Prolonged rainy season negatively affected sales. Car sales: grew at 120% p.a. Promoting introduction of cars system to group stores.</p> <p>July 2007: New stores 1(Autobacs Chichibu); Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 0; Closed 0 Total number of domestic stores at the end of July, 2007: Domestic: 521 (Super AUTOBACS 72, AUTOBACS 400, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 30, AUTOBACS Express 8) Overseas: 114</p>
<p>August, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Total YoY sales:+60million Yen(MY). Major changes vs LY were tires +310MY, services +310MY, car electronics -260MY, and car sports -160MY. Car electronics: GSP systems YoY volume120%, amount103%. Sales of terrestrial digital tuners continue to be good at 400%YoY-vol, 150%YoY-amount. However, car electronics as a total resuted in 89%YoY-vol, 96%YoY-amount reflecting the industry trend. Tires: Both vol. & amount YoY growth were approx. 108%YoY. Sales of lower price range products were relatively good. Well planned preparation for the demand period and TVCM contributed good results. Wheels: Although overall result vs LY was not good, products for compact cars sold well and recorded 110% YoY-vol. Batteries: Owing to hot weather and price/mix effects, recorded 109% YoY-amount but YoY-vol remained 100%. Oils: Owing to price/mix effects, recorded 105% YoY-amount but YoY-vol remained 100%. Services: Car inspection and maintenences recorded 120%YoY-amount. TVCM contrivuted the results. Car sales: The number of cars sold maintained continuous growth, 120%YoY.</p> <p>Aug. 2007: New store 0; Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 0; Closed 0 Total number of domestic stores at the end of Aug., 2007: Domestic: 521 (Super AUTOBACS 72, AUTOBACS 400, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 30, AUTOBACS Express 8) Overseas: 114</p>
<p>Sept, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Sales promotion efforts and more weekend days vs LY supported this month's sales. Sales of Superautobacs, Autobacs, and Auto Hellowes, both total and comparable store bases, recorded positive YoY growth . The total sales increased 800 million yen(Myen); major increases were services(280 Myen), car electronics(210 Myen), and major decreases were car sports(50 Myen) and car repair(20 Myen). Car electronics: Items contributed most to the growth were GPS(YoY amount 113%, units 127%) and terrestrial digital tuners (YoY amount 111%, units 200%). The number of ETC units sold recorded first positive YoY growth in this fiscal year due to successful sales campaign. Tires: YoY (amount 103%, units 101%). Sales of tires for compact cars were continuously good. Batteries: YoY(amount 123%, units 112%). Effects of lingering hot summer and price hike/mix changes supported good result. Oils: YoY(amount 106%, units 101%). As in the case of tires, price hike/mix changes supported the result. Services: Car inspections and maintenances continued to record 120%+ positive YoY in terms of both amount and number of cars served. Car sales: September and March are high seasons for the business. The new car evaluation system, "SUGO KAI", started to show its power and number of cars inspected and cars purchased for the car business increased. Their YoY increased by more than 10% vs last month.</p> <p>Sept. 2007: New store 3; Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 3; Closed 0 Total number of domestic stores at the end of Sept. 2007: Domestic: 524 (Super AUTOBACS 73, AUTOBACS 401, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 8) Overseas: 114</p>

<p>Oct. 2007 COMMENTS</p>	<p>Due to the continuing dormant Market and one less weekend day than in October 2006, YoY of both total store sales and same store sales recorded negative growth. Total store sales declined approx. 400 million yen(MY) vs the same month last year. Major increases were 190 MY for batteries and 150 MY for services, while major declines were 270 MY for car electronics and 140 MY for motor sports goods. Car electronics: Among product categories, only GPS recorded positive YoY of 101%. Sales of portable GPS continued to be good but sales of other high price tag items remained dormant. Thus, the total c-electronics sales recorded negative growth. Tires: Although sales of winter tires started favorably in some areas, overall performance of tires was disappointing. YoY for both volume and amount were below 100%. Batteries: Due to the effect of price hike, YoY of sales amount recorded over 100%. Services: YoY of both amount and volume recorded over 120%. Car sales: Thanks to the effects of increased introduction of "SUGO-KAI" that showed more FC participation, the number of cars sold recorded YoY of 167%.</p>
<p>STORE INFORMATION</p>	<p>Oct. 2007: New store 1: Opening by store format change 0; Closure due to store format change 1; Relocation, Scrap & build open 1 Total number of domestic stores at the end of Oct. 2007: Domestic: 524 (Super AUTOBACS 74, AUTOBACS 400, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 8) Overseas: 114</p>
<p>Nov. 2007 COMMENTS</p>	<p>Although weekend days were less 1day vs. last year, overall sales performance was good with some exceptions like car-electronics. Sales revenue in Nov. this year was +500 million yen(MY) vs. the same period LY. Major pluses were MY380 for tires and MY290 for services while major minuses were -MY380 for car-electronics and -MY90 for car sports Car electronics: Overall sales were not good although in-dash GPS sold good. Terrestrial digital tuners seemed to pass their peak as they have been incorporated into navigation systems and a part of demand moved to cheaper one-segment equipment Tires: Both all season and winter tires recorded over 100% vs. LY in terms of both amount and volume. Sales efforts and starting of snowfall season contributed the results Wheels: Along with progresses of changes to winter tires, sales revenue recorded over 100%YoY Oils: Due to price effect, the revenue was over LY even though the volume was slightly below 100% vs. LY Batteries: Due to price effect and starting of cold season, the revenue increased significantly vs LY Services: Car inspections recorded over 120% YoY for both amount and volume. Sales efforts and increased customer visits due to the start of snowfall season are estimated to contribute to the results Car sales: Recorded over 130% YoY for both amount and volume. Power of [SUGO KAI] seems to be steadily accumulating</p>
<p>STORE INFORMATION</p>	<p>Nov. 2007(Domestic): New store 0; Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 0 Total number of domestic stores at the end of Nov. 2007: Domestic: 524 (Super AUTOBACS 74, AUTOBACS 400, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 8) Overseas: 118(China: +3 France: +1 vs. LM)</p>
<p>Dec. 2007 COMMENTS</p>	<p>Overall sales volume and the number of purchasing customers have fallen from last year's level(LY) due to almost none snowfalls in the regions where usually light snowfalls are seen. Heavy snowfalls were seen in some regions in the end of the month, but were not enough to overcome the weakness of the month. Overall sales in December decreased 2,000 million yen(MY) vs. LY. Major decliners were tires, wheels and car audiovisuals, declining 1,400MY, 300MY and 380MY respectively from LY. Major increases came from batteries, car navigation systems and tire chains, increasing 160MY, 90MY and 190MY respectively. Tires: dropped below LY reflecting weak winter tire sales esp. at light snowfall areas. Also slipped after the good results of November. Wheels: dropped below LY affected by the weak tire sales result. Car electronics: slightly decreased though car-navigation systems exceeded LY. Terrestrial digital tuners passed their peaks after being incorporated into navigation systems and a part of demand moved to lower price equipment. Oils: membership products relatively sold well. Sales volume almost same as LY. Batteries: volume decreased though revenue increased vs LY due to price hike. Maintenance: increased mainly due to strong sales of tire chains especially toward the end of the month. Safety Inspection: continuously increased +120% YoY for both amount and volume. Car sales: increased over 150% YoY in volume contributed by the growth of the number of used car purchase.</p>
<p>STORE INFORMATION</p>	<p>Dec. 2007(Domestic): New store 0; Opening by store format change 0; Closure due to store format change 0; Relocation, Scrap & build open 0 Total number of domestic stores at the end of Dec. 2007: Domestic: 524 (Super AUTOBACS 74, AUTOBACS 400, AUTO HELLOES 11, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 8) Overseas: 118</p>
<p>Jan. 2008 COMMENTS</p>	<p>In January, cold waves hit Japan from the middle of the month and snowfalls were seen in many parts of the country, which boosted most winter products sales. However, according to sales drop in Car Electronics, overall sales slightly decreased by 0.2% from last year's same month (LY) in total store basis. In comparable store basis, sales declined by 0.9% vs. LY. Overall sales decreased 5,000 million yen (MY) vs. LY. Major decliners were Car Electronics, Accessories, declining 6,400MY, 1,400MY respectively from LY. Major sales increases came from snow tires, tire chains and batteries, increasing 360MY, 360MY and 340MY respectively. Tires: snow tires increased by 20% vs. LY reflecting snowfalls in metro Tokyo and Osaka where usually none or light snowfalls are seen. Wheels: increased by 3.1% thanks to the snowfall. Car Electronics: sales of car navigation systems, which accounts for 70% in this category, dropped below LY for the first time in FY08. However, the lower-priced portable navigation systems increased by 19% in volume. Sales of terrestrial digital tuners also declined, as most of them are no longer sold separately but incorporated in the navigation systems, as well as due to price-declines. Batteries: both sales revenue and volume largely increased due to demand growth under colder climates and according to the price hike. Maintenance: increased due to strong sales of tire chains, which showed 59% sales gains. Safety Inspection: continually increased by 18% in both sales revenue and volume. Accessories: weak sales continued mainly due to the drop in radar detectors. Car sales: increased 46% contributed by the growth of the number of used car purchase.</p>
<p>STORE INFORMATION</p>	<p>Jan. 2008(Domestic): New store 1; Opening by store format change 0; Closure due to store format change 1; Relocation, Scrap & build open 0 Total number of domestic stores at the end of Jan. 2008: Domestic: 524 (Super AUTOBACS 74, AUTOBACS 400, AUTO HELLOES 10, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 9) Overseas: 118</p>
<p>Feb. 2008 COMMENTS</p>	<p>In February, heavy snowfalls were seen nationwide in the beginning of the month, and winter products continued to show strong sales increase. An extra business day, as a result of 2008 being a leap year, has also contributed to the sales growth of the month. However, Car Electronics posted another big sales drop. Total store and comparable store sales were up 9.2% and 8.7%, respectively, from last year's same month (LY). Total store sales increased 1,600 million yen (MY) vs. LY. Major sales growths were seen in Tires and Maintenance Parts, which sales rose 920MY and 930MY, respectively from LY. Major decliners were Car Electronics, which sales dropped 700MY from LY. Tires: sales of snow tires surged dramatically increasing 240% from LY mainly due to snowfalls in metro Tokyo and Kanto region, which are areas with large population. Sales of all-season-tires also increased by 5.9%. Wheels: sales of snow wheels increased, but mostly in lower-priced ones. Sales increased by 70% in volume and 30% in sales revenue. Car Electronics: sales of car navigation systems continued to drop by 14.3% from LY. Sales of portable navigation systems were also behind both in revenue and volume. Batteries: both sales revenue and volume continued to increase due to the demand growth under cold climates and price hike. Maintenance parts: sales of tire chains continued to show strong growth rising 336.6% from LY. Windshield wiper blades also posted strong sales growth. Accessories: weak sales continued mainly due to the demand drop in radar detectors. Safety Inspection: continually increased by 25% in both sales revenue and volume. Car sales: increased 40% in volume and 30% in sales revenue.</p>
<p>STORE INFORMATION</p>	<p>Feb. 2008: New store 1(AUTOBACS); Opening and Closure due to store format change 0; Closure due to store format change 1; Relocation, Scrap & build 0; Closed 2(AUTOBACS 1, STRAUSS Discount AUTO 1 Total number of domestic stores at the end of Feb. 2008: Domestic: 524 (Super AUTOBACS 74, AUTOBACS 400, AUTO HELLOES 10, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 9) Overseas: 117</p>
<p>Mar. 2008 COMMENTS</p>	<p>In March, sales of winter products such as tire chains posted good start due to cold wave that hit the northern and eastern part of the country in the beginning of the month. Then, as the temperature suddenly climbed up during the latter half of the month, the switch back demand for snow tires into summer tires increased, and sales of Tires, Wheels, and Services have sharply grown. However, sales of Car Electronics posted another big drop due to sluggish results of car navigation systems, which are the main player in the cateoon. Total store and comparable store sales were up by 4.2% and 3.5%, respectively from last year's same month (LY). Total store sales increased 990million yen (MY) vs. LY. Major sales growths were seen in Tires and Services, which sales rose by 760MY and 360MY, respectively from LY. Major decliners were Car Electronics, which sales dropped by 490MY from LY. Tires and Wheels: both snow tires and summer tires sold out well thanks to the weather changes during the month. Total sales of Tires were up by 20% vs. LY, in both volume and sales revenue. Car Electronics: car navigation systems continued to drop by 3.2% from LY. The lackluster trend of portable navigation systems continued and its sales declined by 13.3% from LY. Batteries: the warm weather dragged down the demand for batteries, and its sales dropped by 8.9% in volume. However, its sales revenue increased by 20.6% due to price. Maintenance parts: tire chain sales continued to exceed last year's level posting 28.8% increase from LY. Sales of windshield wiper blades also increased by 29.9% due to high pollen counts and yellow sand storms during the month. Car Repair items: the warm weather in the latter part of the month lifted sales of car washing items. Motor Sports goods: sales were affected by the Government's displace order for fuel-saving devices, resulting to 5.5% drop from LY. Services: continued to increase due to strong demand for tire/wheel changes and maintenance. Statutory Safety Inspection: increased by about 20% in both sales revenue and volume. Car sales: increased 33.4% in volume and 31.1% in sales revenue.</p>
<p>STORE INFORMATION</p>	<p>March 2008: New store 0; Opening and Closure due to store format change 0; Closure due to store format change 0; Relocation, Scrap & build 0; Closed 1(AUTOBACS 1 Total number of domestic stores at the end of March 2008: Domestic: 523 (Super AUTOBACS 74, AUTOBACS 399, AUTO HELLOES 10, AUTOBACS Hashiriya Tengoku Secohan Ichiba 31, AUTOBACS Express 9) Overseas: 117</p>