

<p>March, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>The sales of GPSs, Oil and Accessories were positive, while those of Tires and Wheel recorded negative growth due to the snowfall in early March. Tires and Wheels: Recorded negative growth since the late snowfall delayed the timing of tire changes from winter ones to normal ones. Car Electronics: GPSs sales, especially portables, were good. Sales of ETC continuously recorded minus growth due to sales price decrease although sales volume increased owing to offering of subsidies. Batteries: The renewal of product lineup and resultant unit price increase contributed positive sales growth. Services: Statutory inspection and Maintenance grew 12% YoY.</p> <p>March 2007: New stores 1; Opened due to store format change 0; Closed due to store format change 0; Relocation, Scrap & build open 3; Closed 2 Total number of domestic stores at the end of March, 2007: Domestic: 517 (Super AUTOBACS 70, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 27, AUTOBACS Express 6) Overseas: 21 Since April 2006 to Feb. 2007: New stores 11 ; Opened due to store format change 4 ; Closed due to store format change 5 ; Closed 5</p>
<p>February, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Sales of seasonal goods, e.g. winter tires, tire chains and wiper blades, were weak, however, YoY total sales grew due mainly to sales growth of car navigations, tires, car accessories etc. Tires: In response to warmer than normal weather, group stores have shifted their emphasis from winter tires to normal tires. This started to induce sales of normal tires. Sales amount was also favorably affected by manufactures' price increases. Car electronics: Car navigations that can receive digital terrestrial broadcasting (including portable, mainly one segment type) sold well. Audiovisual accessories including rearview cameras also sold well. On the other hand, ETC recorded negative growth due to price decline and high penetration already achieved to the frequent users. Oil: Recorded good growth owing to continuous sales efforts at stores. Price hike of PB oils also contributed to sales growth. Accessories: Rader detectors and car perfumes continuously sold well.</p> <p>For Feb. 2007: New stores 1(AUTOBACS Hashiriya Tengoku Secohan Ichiba, Izumikamo); Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of Jan. 2007: 518 (Super AUTOBACS 70, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 29, AUTOBACS Express 6) Overseas stores: 21 Since April 2006 to Feb. 2007: New stores 10 ; Opened due to store format change 4 ; Closed due to store format change 5 ; Closed 3</p>
<p>January, 2007 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Less than normal snowfall negatively affected sales of seasonal goods, e.g., tire chains, and monthly sales recorded negative YoY growth. Some specifics for the month result are: Tires: Stepped up sales efforts increased sales of all season tires YoY basis. GPSs: Low price range products and terrestrial digital goods sold well and YoY sales grew in terms of volume and amount. Accessories: High quality products such as radar detectors continuously are selling well. Maintenance: Sales of tire chains were poor at less than 50% YoY due to warmer weather. The number of cars inspected for the statutory inspection grew 21.5% YoY.</p> <p>For Jan. 2007: New stores 1(AUTOBACS Saint Brice (the 1st franchised store in France)) ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of Jan 2007: 517 (Super AUTOBACS 70, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 28, AUTOBACS Express 5) Overseas stores: 21 Since April 2006 to Jan. 2007: New stores 9 ; Opened due to store format change 4 ; Closed due to store format change 5 ; Closed 3</p>
<p>December, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Heavier snowfalls in Dec. 2005 boosted previous year's sales of seasonal goods, like winter tires, wheels, chains and batteries, and exchange service fees, however, sales of these goods and services of this year recorded double digits YOY decline due to this winter's warm climate. Overall, store sales grew 1.2% p.a. during Dec. 2004/ Dec. 2006.</p> <ol style="list-style-type: none"> All season tire sales increased YOY in terms of both amount and number of units due to improved product line-up and TVCM. Car electronics: Car navigation increased YOY in both amount and number of units; offering of low-price range products and enhanced product line-up of terrestrial digital equipments supported the increase. Accessory: Sales growth of radar detector continued to support strong accessory sales. Service: Statutory inspection, in terms of the number of cars inspected, increased by 21.2% YOY. <p>For December 2006: New stores 0 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of December 2006: 516 (Super AUTOBACS 70, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 8 ; Opened due to store format change 4 ; Closed due to store format change 5 ; Closed 3</p>
<p>November, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<ol style="list-style-type: none"> Car Electronics: Poor sales performance of ETC devices was the main reason of negative YoY growth. Portable car navigation systems (equipped with one-segment digital terrestrial broadcasting tuners) sold well thanks to TVCM in late Nov. Navigations which account for the largest portion of car electronics increased by 4.4% YoY on a unit basis. It lessened the degree of the reduction of total car electronics sales compared to that of Oct. Tires: The poor result in October started to be compensated by increased sales with the arrival of snowfall and cold wave in northern Japan. Wheels which are sold with tires continue strong. Statutory safety inspection service which is categorized into Service increased by 15.2% YoY by the steady store business efforts. <p>For November 2006: New stores 2 ; Opened due to store format change 2 ; Closed due to store format change 2 ; Closed 0 Total number of domestic stores at the end of November 2006: 516 (Super AUTOBACS 70, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 8 ; Opened due to store format change 4 ; Closed due to store format change 5 ; Closed 3</p>
<p>October, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<ol style="list-style-type: none"> ETC sales, which recorded high growth of sales amount/volume last year due to the availability of government subsidies, declined both in terms of amount/volume. It is estimated that ETC has now become more popular among highway users, thus reduced its sales growth. On the other hand, sales volume of car navigation systems is recovering according to the new merchandising initiatives taken at stores. Decline in sales volume of car electronics and tires slowed down growth of service incomes that include installation charges. However, statutory inspection service sales grew by 16.2% from the same period last year. Sales of winter tires had a good head start due mainly to earlier than normal sales preparation. Sales were good in central and western parts of Japan. The positive growth of winter tires sales also resulted in positive growth of tire and wheel packages sales. <p>For October 2006: New stores 0; Opened due to store format change 1 ; Closed due to store format change 1 ; Closed 1 Total number of domestic stores at the end of October 2006: 514 (Super AUTOBACS 67, AUTOBACS 402, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 6 ; Opened due to store format change 2 ; Closed due to store format change 3 ; Closed 3</p>

<p>September, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>1. Although customers continue to show strong interest for terrestrial digital equipments, digital navigation systems still require more attractive prices to increase sales substantially. Sales of conventional navigation systems and ETC declined YOY basis.</p> <p>2. YOY tire sales volume increased by 0.7%. Good start of winter tires, especially in central parts of Japan(Chubu & Kansai), contributed to the volume increase.</p> <p>3. Sales of radar detection were continuously good. In addition, effects of category management for interior goods contributed sales increase of accessories.</p> <p>4. Although amount itself was not so big, we promoted sales of energy saving goods. In addition to their sales increase, it worked to attract customers to the stores.</p> <p>5. Statutory car inspection services in the service category increased 23.4% YOY basis.</p> <p>For September 2006: New stores 1 ; Opened due to store format change 1 ; Closed due to store format change 2 ; Closed 1 Total number of domestic stores at the end of September 2006: 515 (Super AUTOBACS 67, AUTOBACS 404, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 6 ; Opened due to store format change 1 ; Closed due to store format change 2 ; Closed 2</p>
<p>August, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>1. In the car electronics category, both volume and the average price of car navigations and ETCs declined from the same period of last year. It is estimated that, as to car navigations, customers are taking wait and see attitude since cheaper and more line-up of the terrestrial digital equipments are expected to become available.</p> <p>2. Statutory car inspection, included in the service category, increased by 20.6% from the same period of last year. As we increased the number of stores certified for the inspection service, the business also has been increasing.</p> <p>3. As for accessory category, radar detection, especially with LCD, was in good demand continuously.</p> <p>4. Car wash related goods in the car repair category sold well. We estimate that this is partly due to late clearance of the rainy season and good weather in August.</p> <p>5. Energy saving goods in the car sports category also sold well due to keen interests of mass media to those products and our sales promotion efforts.</p> <p>For August 2006: New stores 0 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of August 2006: 516 (Super AUTOBACS 66, AUTOBACS 406, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 5 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1</p>
<p>July, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>1. We believe that unusually bad weather was one of negative factors to depress number of customers that also depressed the growth of the sales amount.</p> <p>2. As to product category basis, car electronics growth was negative since number of sales of car navigation system were not good.</p> <p>3. Number of cars for statutory inspection increased by 22.0% year on year, supported by TVCM and "Thanks campaign". We believe that increased customers' recognition to our service and improvement of our operations have been contributing the growth.</p> <p>4. Products that claim savings of gasoline consumption, mainly categorized in Motor Sports Goods, are currently attracting keen customers' interests due to significant increase in Gasoline retail prices and their sales amount recorded 185.8% growth vs. th last year. Although the size of this business is not material, we have been promoting sales by giving preferential treatment in organizing sales floor.</p> <p>For July 2006: New stores 1 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of July 2006: 516 (Super AUTOBACS 66, AUTOBACS 405, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 5 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1</p>
<p>June, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>Sales results in June 2006, both comparable and total store bases improved by 1.4% and 1.3% respectively year on year basis. However, number of customers purchased for both comparable and total stores comparisons fell by 0.9% and 1.1% respectively. Sales of rain related-items increased because of many rainy days in many parts of Japan. Car wash related items, especially sheet type window cleaners and window coating agents, were in good demand. A main factor of good tire sales result was selling price hike. Delay in launching new car navigation systems has affected the sales of car electronics segment negatively. Statutory inspection services grew by 24.8% year on year, partly due to our campaign for the services which started June 1.</p> <p>For June 2006: New stores 2 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of June 2006: 516 (Super AUTOBACS 66, AUTOBACS 406, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 19 Since April 1, 2006: New stores 4 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1</p>
<p>May, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>In May 2006, both comparable and total store sales decreased by 0.3% from comparable prior-year period. Number of purchasing customers in comparable and total stores decreased by 2.6% and 3.0%, respectively. The Number of Sundays was one day less than last year. Regarding changes in sales for each product category, sales of Tires improved by 4.7% following last month's positive result. Last winter's unexpected heavy snowfall boosted the sales of snow tires especially at areas with little snowfall, and thus the replacement demand from snow tires into regular ones increased in April and May. Sales of Services jumped by 6.1% thanks to strong demand for tire replacement services and big sales gain in Shaken (statutory safety inspection) services. Sales of Car Electronics dropped 4.9% from last May. Though sales of ground digital TV and ETC terminals leaped by 12.7% and 11.0% respectively, sales of car navigation systems plunged in May. The new navigation systems model is scheduled to come out in June.</p> <p>For May 2006: New stores 0 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 0 Total number of domestic stores at the end of May 2006: 514 (Super AUTOBACS 66, AUTOBACS 404, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 20 Since April 1, 2006: New stores 2 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1</p>
<p>April, 2006 COMMENTS</p> <p>STORE INFORMATION</p>	<p>In April 2006, comparable and total store sales improved by 2.3% and 2.2% respectively from the comparable prior-year period. However, number of purchasing customers in comparable and total stores decreased by 0.7% and 0.3%, respectively. Sales of Tires improved by 1.0% even against a strong comparison (+11.7%) a year ago, as many drivers in the Eastern and Western Japan started to replace their snow tires into regular ones. Especially, the Chubu region and the Southern Kanto region posted record tire sales with 6.6% and 3.4% increases respectively. However, as to the unexpected snowfall in Northern Japan, which reduced the idea to replace tires, the Northern Japan region and the Northern Kanto region posted 2.6% and 0.1% decreases in tire sales respectively. Sales of Services improved by 4.5% according to the solid sales of tires requiring replacement services and the continuing growth seen in Shaken (statutory safety inspection) services. Sales from Shaken services recorded 26.0% growth from the same month of last year. Sales of Car Electronics rose by 2.0% supported by the growing demand of digital terrestrial TV. Yet, sales result of this high-tech product differed by regions as there were still many places that cannot receive digital terrestrial broadcasting. Sales of Accessories climbed 9.7% thanks to the robust sales of iPod transmitter products.</p> <p>For April 2006: New stores 2 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1 Total number of domestic stores at the end of April 2006: 514 (Super AUTOBACS 66, AUTOBACS 404, AUTO HELLOES 11, <i>Hashiriya Tengoku Secohan Ichiba</i> 28, AUTOBACS Express 5) Overseas stores: 19 Since April 1, 2006: New stores 2 ; Opened due to store format change 0 ; Closed due to store format change 0 ; Closed 1</p>