



Monthly Retail Sales Report (March 2006)

AUTOBACS SEVEN CO., LTD.
IR and InfoCenter Group, Corporate Strategy Office
Tel: 03-6219-8718, Fax: 03-6219-8767, E-mail: investors@autobacs.com

(Performance results of three major store formats)

	Mar-04	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Accumulated Total for FY 2006	1Q	2Q	3Q	4Q	1H	2H	FY2006	
# of weekends and holidays	YoY change (day)	-3	+1	+1	-1	±0	+1	-1	±0	±0	±0	+1	+1	-1	±0	±0	±0	+1	±0	±0	+1	+1	
Total store basis	Millions of yen	21,614	22,671	24,454	20,804	20,247	27,197	23,066	19,936	20,659	26,383	43,566	23,410	17,412	23,559	290,698	65,505	70,200	90,609	64,382	135,706	154,991	290,698
	YoY growth rate	-6.3	4.8	3.7	4.3	4.7	6.4	0.4	2.8	2.3	2.7	20.7	-11.7	-3.1	3.9	3.8	4.2	3.4	10.5	-4.1	3.8	3.9	3.8
Super AUTOBACS	YoY growth rate	3.2	12.9	9.2	8.6	8.4	9.8	4.3	7.6	6.9	5.9	20.8	-6.1	0.7	11.3	7.9	8.8	7.4	12.7	1.8	8.0	7.7	7.9
AUTOBACS	YoY growth rate	-8.9	2.2	1.9	2.6	3.3	5.3	-0.8	1.3	1.2	1.5	21.3	-13.5	-4.6	1.4	2.6	2.6	2.1	10.2	-6.2	2.3	2.9	2.6
AUTO HELLOES	YoY growth rate	-9.2	2.9	-3.5	12.5	3.2	-10.3	-10.1	-9.3	-18.0	2.4	-16.1	-19.7	-6.0	-18.8	-7.6	3.0	-9.9	-9.7	-16.2	-2.8	-11.9	-7.6
Comparable store basis	YoY growth rate	-6.5	3.8	3.6	4.3	4.9	6.9	1.1	2.8	2.7	2.9	20.8	-11.5	-3.0	4.4	4.1	4.2	3.8	10.7	-3.9	4.0	4.2	4.1
	YoY growth rate	-2.0	7.2	6.4	5.6	6.9	8.4	3.0	4.7	5.5	4.5	19.2	-7.5	-0.7	12.2	6.3	6.3	5.5	11.2	1.2	5.9	6.6	6.3
Super AUTOBACS	YoY growth rate	-7.9	2.6	2.9	3.7	4.1	6.3	0.3	2.1	2.0	2.0	21.6	-13.1	-4.1	1.5	3.3	3.5	3.1	10.7	-5.8	3.3	3.3	3.3
AUTOBACS	YoY growth rate	-3.7	2.9	-3.5	12.5	3.2	3.9	4.7	3.4	-9.5	15.3	1.1	0.3	13.4	-4.6	3.0	3.0	4.0	3.1	1.5	3.4	2.6	3.0

SALES BREAKDOWN BY PRODUCTS AND SERVICES

	Mar-04	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Accumulated Total for FY 2006	1Q	2Q	3Q	4Q	1H	2H	FY2006	
YoY growth rate in comparable store basis	Services	2.3	7.5	11.8	9.5	9.5	10.1	9.7	11.4	12.5	8.5	11.9	-4.7	0.7	13.8	9.4	10.3	10.3	11.0	5.8	10.3	8.6	9.4
	Tires	-2.6	-2.8	11.7	1.5	3.9	7.8	-4.6	-2.0	-1.2	8.9	51.4	-26.8	-10.8	12.2	8.6	6.2	0.5	28.0	-12.0	3.3	12.2	8.6
	Wheels	-5.7	-11.7	7.6	0.0	0.9	2.8	-5.7	-1.7	-3.8	11.6	53.7	-32.8	-9.1	12.9	8.9	3.6	-1.2	31.2	-14.1	1.4	13.6	8.9
	Car Electronics	-7.0	7.3	-2.1	6.7	8.5	9.5	4.5	4.2	9.1	3.5	-5.4	0.7	-0.2	2.3	3.3	3.9	6.5	1.2	1.1	5.3	1.2	3.3
	Oils	-9.1	-4.2	-3.3	-1.1	-3.9	-1.6	-2.2	0.2	2.1	-1.3	-1.1	-4.6	-2.1	2.5	-1.4	-2.8	-1.3	-0.2	-1.4	-2.0	-0.7	-1.4
	Batteries	-12.9	7.1	2.2	-1.0	-6.4	-12.6	-7.2	-0.7	-5.1	9.9	23.5	-10.4	-8.7	-5.6	-1.3	-1.8	-7.0	10.5	-8.6	-5.1	1.8	-1.3
	Maintenance	-11.9	25.5	3.3	-0.6	0.7	7.1	-1.4	-1.8	-4.8	4.3	44.4	-22.0	-22.2	-21.0	1.5	1.2	1.5	26.6	-21.8	1.3	1.5	1.5
	Accessories	-11.2	4.1	5.0	9.5	9.0	12.8	5.0	6.3	0.6	-16.0	2.5	0.5	6.9	9.6	4.1	7.7	8.2	-4.4	5.6	8.0	0.1	4.1
	Car Repairs	-10.5	0.7	7.9	12.9	-0.5	6.6	3.2	0.7	-3.3	-2.7	11.4	7.6	0.0	7.9	3.4	7.1	3.5	2.3	0.0	5.4	1.3	3.4
	Motor Sports Goods	-9.6	-4.1	-3.5	-4.1	-2.0	-2.1	-7.7	-1.7	-4.3	-1.3	-1.9	-4.4	-2.1	-1.7	-3.1	-3.2	-3.8	-2.4	-2.8	-3.5	-2.6	-3.1
	Car Leisure	6.6	13.4	-11.3	-13.2	-10.0	-9.5	-9.7	-11.1	-2.6	-7.4	-25.3	-30.6	-27.9	-27.4	-16.3	-11.6	-10.1	-14.2	-28.7	-10.8	-21.8	-16.3
	Motorcycle Goods	-10.4	-5.4	-0.1	-8.5	10.8	-5.2	-2.1	-5.8	0.2	-2.2	-0.3	-12.4	5.3	-3.1	-2.1	0.3	-4.3	-0.7	-3.7	-2.1	-2.1	-2.1

TOTAL NUMBER OF PURCHASING CUSTOMERS

	Mar-04	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Accumulated Total for FY 2006	1Q	2Q	3Q	4Q	1H	2H	FY2006	
Total store basis	In thousands	3,158	3,243	3,620	3,420	2,971	3,577	3,425	2,982	3,113	3,218	4,388	3,327	2,665	3,279	39,990	10,012	9,985	10,720	9,272	19,997	19,993	39,990
	YoY growth rate	-7.5	2.6	3.1	3.7	0.0	4.0	-1.4	-0.3	-2.3	-8.0	8.0	-7.9	-2.4	1.1	-0.1	2.4	0.8	-0.3	-3.3	1.6	-1.7	-0.1
Super AUTOBACS	YoY growth rate	4.4	9.1	7.6	8.5	6.8	9.2	2.5	3.7	2.1	-3.8	11.7	-4.1	0.4	7.7	4.4	7.7	5.2	3.7	1.2	6.4	2.5	4.4
AUTOBACS	YoY growth rate	-10.2	1.0	1.9	2.1	-2.0	2.7	-2.4	-1.3	-3.1	-9.2	7.4	-8.8	-3.2	-0.6	-1.2	0.8	-0.3	-1.1	-4.4	0.3	-2.7	-1.2
AUTO HELLOES	YoY growth rate	-5.7	-3.7	-1.0	11.4	2.1	-8.2	-13.4	-14.3	-17.3	-10.2	-15.8	-18.7	-7.8	-20.4	-9.1	3.9	-11.8	-14.2	-16.4	-3.2	-15.1	-9.1
Comparable store basis	YoY growth rate	-7.8	2.1	3.3	4.0	0.5	4.8	-0.5	0.0	-1.7	-7.6	8.2	-7.5	-2.0	1.6	0.4	2.7	1.5	0.1	-2.9	2.1	-1.3	0.4
	YoY growth rate	-2.7	4.3	5.1	6.0	5.8	8.2	1.5	1.3	1.2	-4.7	10.6	-5.1	-0.6	8.7	3.2	5.6	3.8	2.8	0.9	4.7	1.9	3.2
Super AUTOBACS	YoY growth rate	-9.1	1.6	3.0	3.2	-1.1	3.7	-1.2	-0.5	-2.5	-8.7	7.6	-8.4	-2.7	-0.5	-0.5	1.8	0.7	-0.7	-4.1	1.3	-2.3	-0.5
AUTOBACS	YoY growth rate	3.3	-3.7	-1.0	11.4	2.1	8.6	2.4	1.6	-3.9	3.8	0.5	-1.8	10.2	-4.4	2.4	3.9	4.3	0.4	0.7	4.1	0.5	2.4

AVERAGE PURCHASE PRICE PER CUSTOMER

	Mar-04	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Accumulated Total for FY 2006	1Q	2Q	3Q	4Q	1H	2H	FY2006	
Total store basis	YoY growth rate	1.6	2.1	0.5	0.6	4.6	2.2	1.8	3.1	4.6	11.5	11.8	-4.0	-0.7	2.7	3.9	1.7	2.5	10.8	-0.8	2.1	5.7	3.9

(Reference)

	Mar-04	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Accumulated Total for FY 2006	1Q	2Q	3Q	4Q	1H	2H	FY2006	
TOTAL SALES	Millions of yen		1,004	801	836	814	1,057	823	1,009	938	1,000	1,121	777	882	1,394	11,737	2,451	2,890	3,061	3,054	5,342	6,116	11,737
	YoY growth rate		22.1	14.6	37.3	46.2	40.2	20.2	59.8	45.8	41.8	34.3	16.1	39.8	38.8	39.3	31.4	39.6	40.1	32.5	35.7	36.2	39.3
Entire Chain ²	Millions of yen		23,675	25,255	21,640	21,061	28,254	23,890	20,946	21,598	27,383	44,688	24,187	18,294	24,954	302,435	67,957	73,091	93,670	67,436	141,048	161,107	302,435
	YoY growth rate		5.5	4.0	5.3	5.8	7.3	1.0	4.6	3.6	3.7	21.0	-10.9	-1.6	5.4	4.9	5.0	4.4	11.3	-2.8	4.7	4.9	4.9
TOTAL NUMBER OF PURCHASING CUSTOMERS	In thousands		19	21	20	16	19	17	16	17	18	26	21	18	21	215	58	53	63	60	112	124	215
	YoY growth rate		-1.3	2.6	1.2	-3.6	0.7	-13.0	-6.3	-6.6	-4.1	13.5	0.4	7.4	10.8	-0.2	0.2	-6.3	1.7	6.0	-3.0	3.8	-0.2
Entire Chain ²	In thousands		3,262	3,641	3,441	2,987	3,596	3,443	2,998	3,131	3,237	4,415	3,348	2,683	3,300	40,227	10,071	10,038	10,784	9,332	20,109	20,117	40,227
	YoY growth rate		2.6	3.1	3.7	0.0	4.0	-1.5	-0.4	-2.2	-7.9	8.0	-7.7	-2.2	1.1	0.0	2.4	0.7	-0.2	-3.1	1.6	-1.6	0.0

< COMMENTS >

In March 2006, comparable and total store sales improved by 4.4% and 3.9%, respectively from the comparable prior-year period. Number of purchasing customers in comparable and total stores were up by 1.6% and 1.1%, respectively. For Fiscal 2006, comparable and total store sales increased by 4.1% and 3.8%, respectively from the prior year. Number of purchasing customers in comparable stores were up by 0.4%, but fell 0.1% in total stores. Sales of Services soared by 13.8%, thanks to the TV ads that started in the end of February focusing statutory safety inspection services. Sales from statutory safety inspection services recorded 27.6% growth from the same month of last year. Sales of Tires and Wheels jumped up by 12.2% and 12.9%, respectively, according to the sales promotion campaign on tires that started in the middle of March. Sales of Car Electronics slightly rose by 2.3%. Car navigation systems sales, which retreated last December as many shoppers used their money to buy snow tires, were back in the strong range boosted by the end-of-term sales in March. The top-selling car navigation systems were those that are embedded with ground digital broadcasting tuner. On the other hand, sales of ETC terminals dropped two digits from last year's same month. ETC terminal sales had been strong for almost three years but since it is now widespread among the frequent highway user, the demand is predicted to slow down. The big drop in ETC terminal sales this month was also due to the robust sales seen in last March when last-minute purchasers rushed into stores to take advantage of the 5,000-yen cash back promotion. Also, many compans installed ETC terminals to their cars last March in order to get the 20% corporate discount before the discount will be limited to terminal-installed cars in April 2006.

< STORE INFORMATION AS OF MARCH 2006 >

For March 2006: New stores 1; Change in store format 3; Closed 6
Total number of stores at the end of March 2006: 532 (Super AUTOBACS 65, AUTOBACS 403, AUTO HELLOES 11, Hashiura Tengoku Seochan Ichiba 28, EXPRESS 6, Overseas 19)
Since April 1, 2005: New stores 21; Change in store format 4; Closed 18

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

² All previous reports are available on the internet at http://www.autobacs.co.jp/seven_e/ir/data/

1. Includes total store sales of AUTOBACS Hashiura Tengoku Seochan Ichiba and AUTOBACS CARS (with vehicle search PC terminals).

2. Includes total store sales of Super AUTOBACS, AUTOBACS, AUTO HELLOES, AUTOBACS Hashiura Tengoku Seochan Ichiba, and AUTOBACS CARS (with vehicle search PC terminals).

March, 2006	
COMMENTS	<p>In March 2006, comparable and total store sales improved by 4.4% and 3.9%, respectively from the comparable prior-year period. Number of purchasing customers in comparable and total stores were up by 1.6% and 1.1%, respectively.</p> <p>For Fiscal 2006, comparable and total store sales increased by 4.1% and 3.8%, respectively from the prior year. Number of purchasing customers in comparable stores were up by 0.4%, but fell 0.1% in total stores.</p> <p>Sales of Services soared by 13.8%, thanks to the TV ads that started in the end of February focusing statutory safety inspection services. Sales from statutory safety inspection services recorded 27.6% growth from the same month of last year.</p> <p>Sales of Tires and Wheels jumped up by 12.2% and 12.9%, respectively, according to the sales promotion campaign on tires that started in the middle of March.</p> <p>Sales of Car Electronics slightly rose by 2.3%. Car navigation systems sales, which retreated last December as many shoppers used their money to buy snow tires, were back in the strong range boosted by the end-of-term sales in March. The top-selling car navigation systems were those that are embedded with ground digital broadcasting, tuner. On the other hand, sales of ETC terminals dropped down two digits from last year's same month. ETC terminal sales had been strong for almost three years but since it is now widespread among the frequent highway user, the demand is predicted to slow down. The big drop in ETC terminal sales this month was also due to the robust sales seen in last March when last-minute purchasers rushed into stores to take advantage of the 5,000-yen cash back promotion. Also, many companys installed ETC terminals to their cars last March in order to get the 20% corporate discount before the discount will be limited to terminal-installed cars in April 2005.</p>
STORE INFORMATION	<p>For March 2006: New stores 1 ; Change in store format 3 ; Closed 6</p> <p>Total number of stores at the end of March 2006: 532 (Super AUTOBACS 65, AUTOBACS 403, AUTO HELLOES 11, Hashiriya Tengoku Secohan Ichiba 28, EXPRESS 6, Overseas 19)</p> <p>Since April 1, 2005: New stores 21 ; Change in store format 4 ; Closed 18</p>
February, 2006	
COMMENTS	<p>In February 2006, comparable and total store sales declined by 3.0% and 3.1%, respectively from the comparable prior-year period. Number of purchasing customers in comparable and total stores also fell by 2.0% and 2.4%, respectively.</p> <p>Sales fell due to year-ago comparison when heavy snowfall boosted the demand of snow tires, tire chains, and batteries. The robust sales in last December that was brought by the record snowfall also had a negative impact on this month's sales results.</p> <p>By products, sales of tires dropped 10.7% according to the weak performance of snow tires. Sales of services only showed 0.7% increase reflecting the reduced demand for winter products. Although, sales from statutory inspection services remained strong and recorded 26.6% growth. Sales of car electronics dropped 0.7%. It was for the third time this term that its sales fell under the year-ago level. In this product category, car navigation systems and ETC terminals posted 3.6% and 3.5% increase, respectively. In contrast, sales of accessories rose 6.9% thanks to the 25.0% jump in radar detector systems sales and the 11.2% increase in aromatic products sales.</p>
STORE INFORMATION	<p>For February 2006: New stores 7(include 6 stores acquired from Eldorauto) ; Change in store format 0 ; Closed 0</p> <p>Total number of stores at the end of February 2006: 537 (Super AUTOBACS 62, AUTOBACS 407, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 29, EXPRESS 5, Overseas 20)</p> <p>Since April 1, 2005: New stores 20 ; Change in store format 1 ; Closed 12</p>
January, 2006	
COMMENTS	<p>In January 2006, both comparable and total store sales declined by 11.5 % and 11.7% respectively from the prior-year period. Number of purchasing customers in comparable and total stores also declined by 7.5 % and 7.9 % respectively.</p> <p>The major reason for the negative growth is coming from two factors. We had an exceptional heavy snowfall in December, which strongly contributed to the great sales. On the contrary, it was January last year when we had a sudden snowfalling and then contributed to the strong sales.</p> <p>Looking at the combined results of the two months, it became almost same sales level compared to the last year.</p> <p>By product, servicing showed first negative growth this year because of the above-mentioned reason. Car inspection included in the department of servicing showed the improvement by 15.3% compared to the last year.</p> <p>Navigation system and ETC included in the department of car electronics also showed the improvement by 3.7% and 17.2% respectively.</p>
STORE INFORMATION	<p>For January 2006: New stores 0 ; Change in store format 0 ; Closed 1</p> <p>Total number of stores at the end of January 2006: 530 (Super AUTOBACS 62, AUTOBACS 407, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 29, EXPRESS 5, Overseas 13)</p> <p>Since April 1, 2005: New stores 13 ; Change in store format 1 ; Closed 12</p>
December, 2005	
COMMENTS	<p>In December 2005, both comparable and total store sales improved by 20.8% and 20.7% respectively from the prior-year period. Number of purchasing customers in comparable and total stores also increased by 8.2% and 8.0% respectively.</p> <p>Recorded heavy snowing and cold wave starting from mid of December contributed to the tremendous sales increase of snow tires, wheels and snow chains compared to the last year. Although mild winter was originally forecasted, which hesitated customers to buy the snow tires, now strong demand is coming out because of the sudden snowing and cold wave. Sales varied by the area. The area where the most strong sales showed is Harima area(south of Hyogo Pref.), which is 52.0% increase. The strong sales is also seen in Chugoku area and Aichi area increased 50.4% and 43.0% respectively. These exceptional sales is attributed to the unexpected demand of snow tires in the area where normally snowfall is hardly expected. Whereas North Japan area where the demand of snow tires is already fulfilled showed the sales by 0.5% increase, which was perceived as the normal sales compared to the sales level for the last years.</p>
STORE INFORMATION	<p>For December 2005: New stores 2 ; Change in store format 0 ; Closed 1</p> <p>Total number of stores at the end of December 2005: 531 (Super AUTOBACS 62, AUTOBACS 408, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 29, EXPRESS 5, Overseas 13)</p> <p>Since April 1, 2005: New stores 13 ; Change in store format 1 ; Closed 11</p>
November, 2005	
COMMENTS	<p>In November 2005, both comparable and total store sales improved by 2.9% and 2.7%, respectively from year-ago levels. However, number of purchasing customers in both comparable and total stores fell by 7.6% and 8.0%, respectively, reflecting the strong figures in last November. Last year, customers rushed into stores to purchase the hands-free car kits for cellular phones in relation to the adoption of the Revised Traffic Regulation that was effective Nov. 1, 2004.</p> <p>By Products, Services remained strong with sales rising 8.5% led by the increasing demand of statutory safety inspection. Sales from statutory safety inspection recorded 14.7% growth from the same month of last year.</p> <p>Sales of Car Electronics rose 3.5% driven by the 64% hike in sales of ETC terminals.</p> <p>Tires and Wheels saw remarkable sales growths of 8.9% and 11.6%, respectively, as the arrival of cold weather helped to spur sales for snow tires and snow tires/wheels sets especially in the Northern Japan Area.</p> <p>Batteries also demonstrated strong sales growth due to the cold weather. Its sales have been disappointing during the summer months according to cooler temperatures.</p>
STORE INFORMATION	<p>For November 2005: New stores 4 ; Change in store format 0; Closed 0</p> <p>Total number of stores at the end of November 2005: 530 (Super AUTOBACS 62, AUTOBACS 408, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 28, EXPRESS 5, Overseas 13)</p> <p>Since April 1, 2005: New stores 11; Change in store format 1; Closed 10</p>
October, 2005	
COMMENTS	<p>In October 2005, both comparable and total store sales improved by 2.7% and 2.3%, respectively from year-ago levels. Number of purchasing customers in both comparable and total stores decreased by 1.7% and 2.3%, respectively.</p> <p>By Products, Services performed best, with sales rising 12.5%, led by the increasing demand of statutory safety inspection and the solid sales of Car Electronics. Sales of Car Electronics rose 9.1% driven by the remarkable sales growth of ETC terminals. However, car navigation system sales remained in the low single-digit growth range, as customers tend to postpone its purchase until the debut of the new navigation model mostly scheduled in November. Sales of Oils enjoyed a 2.1% rise, a year-on-year increase for a second month in a row, reflecting the marketing and merchandising efforts at the store level.</p> <p>On the other hand, sales of Tires were 1.2% below last October primarily due to the warmer weather compared to last year, which decreased the demand of snow tires.</p> <p>*Total Store Sales and Total Number of Purchasing Customers are updated due to the revision of the data of AUTOBACS Hashiriya Tengoku Secohan Ichiba and AUTOBACS CARS (with vehicle search terminals).</p>
STORE INFORMATION	<p>For October 2005: New stores 1; Change in store format 0; Closed 1</p> <p>Total number of stores at the end of October 2005: 526 (Super AUTOBACS 62, AUTOBACS 404, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 28, EXPRESS 5, Overseas 13)</p> <p>Since April 1, 2005: New stores 7; Change in store format 1; Closed 10</p>

September, 2005

COMMENTS

In September 2005, comparable and total store sales both improved by 2.8% from year-ago levels. Number of purchasing customers were flat on a comparable store basis, and decreased by 0.3% on a total store basis, both compared to last September. By products, Sales of Car Electronics maintained growth mainly due to the strong sales momentum of ETC terminals, while sales of car navigation systems remained in the range of low single-digit growth. The demand for ETC terminals is on an upswing, as more drivers are getting aware of the several discount programs conducted by the government-backed Japan Highway Public Corporation. Sales of Accessories maintained its upward trend due to the on-going high demand of radar speed detection system. Sales of Services continued to show sharp year-over-year growth reflecting the double-digit sales growth for statutory safety inspection and the solid performances of the car navigation systems and ETC terminals. However, sales of Tires fell below the level of last year for two consecutive months. Especially, its sales sank in the Kyushu and Shikoku region, where many stores were forced to shut down during the powerful typhoon.

STORE INFORMATION

For September 2005: New stores 3; Change in store format 0; Closed 0
Total number of stores at the end of September 2005: 526 (Super AUTOBACS 62, AUTOBACS 405, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 28, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 6; Change in store format 1; Closed 9

August, 2005

COMMENTS

In August 2005, both comparable and total store sales improved by 1.1% and 0.4%, respectively from year-ago levels. Number of purchasing customers in both comparable and total stores decreased by 0.5% and 1.4%, respectively. Sales of Tires and Wheels decreased from the year-earlier levels for the first time in this fiscal year. The slowdown in tire sales was mainly due to the strong figure of last August when sales were encouraged by the nationwide tire campaign. Sales of Batteries also dropped in contrast to last year when sales surged according to the extraordinary hot summer. Sales of Car Electronics exceeded the previous year level for four consecutive months. Although we saw softer sales growth in car navigation systems with regard to lessened demand for new models, the remarkable sales of ETC terminals pushed up the overall sales of Car Electronics. Sales of Services maintained its high level of growth thanks to the solid installation demand and the two-digit sales increase for statutory safety inspection service. The number of Sundays were one less than last August.

STORE INFORMATION

For August 2005: New stores 0; Change in store format 0; Closed 2
Total number of stores at the end of August 2005: 523 (Super AUTOBACS 61, AUTOBACS 405, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 3; Change in store format 1; Closed 9

July, 2005

COMMENTS

In July 2005, both comparable and total store sales improved by 6.9% and 6.4%, respectively from year-ago levels. Number of purchasing customers in comparable and total stores also increased by 4.8% and 4.0%, respectively. Summer sales were held at most part of the nation and we saw robust year-on-year growth in sales and the number of purchasing customers this month. Sales of Tires and Wheels showed strong sales growth, driven by the tire-focused television commercial and newspaper ad inserts. Car navigation systems recorded another two-digit sales increase and lifted the overall sales of Car Electronics. Especially, sales of the portable navigation systems and the newly released HDD navigation systems soared during the summer sales event. Reflecting those solid performances in products that require pit installation and the continuing high demand for statutory safety inspection service, sales of Services maintained its strong growth momentum. Additionally, sales of Accessories marked a fourth consecutive month of rise, primarily due to the high-volume sales of the new radar speed detection system.

STORE INFORMATION

For July 2005: New stores 1; Change in store format 0; Closed 1
Total number of stores at the end of July 2005: 525 (Super AUTOBACS 61, AUTOBACS 406, AUTO HELLOES 14, Hashiriya Tengoku Secohan Ichiba 27, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 3; Change in store format 1; Closed 7

June, 2005

COMMENTS

In June 2005, both comparable and total store sales improved by 4.9% and 4.7%, respectively from year-ago levels. Number of purchasing customers increased by 0.5% at comparable stores and were flat at total stores, compared with the same period of last year. Strong sales in Services, Tires, Car Electronics, and Accessories led the overall outperforming result for this month. Sales of Services continued to show high growth. It was mainly due to the two-digit sales growth of statutory safety inspection and the solid sales in products that require pit installation. Newly released HDD navigation systems and on-going promotions to attract new ETC users drove the significant increase in Sales of Car Electronics. For sales of Accessories, new radar speed detection system assisted the consistent sales growth besides the hands-free related items for cellular phone.

STORE INFORMATION

For June 2005: New stores 0; Change in store format 1; Closed 2
Total number of stores at the end of June 2005: 525 (Super AUTOBACS 61, AUTOBACS 406, AUTO HELLOES 15, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 2; Change in store format 1; Closed 6

May, 2005

COMMENTS

In May 2005, both comparable and total store sales improved by 4.3% each, from year-ago levels. Number of purchasing customers in both comparable and total stores also increased by 4.0% and 3.7%, respectively. Sales of Tires were slightly better than a year-ago reflecting the increasing demand of winter-to-summer tire change in the Hokkaido Area. Sales of the Car Electronics also improved according to the continuing strong sales of car navigation systems and ETC terminals. Strong navigation systems sales were driven by the new model just released from the Pioneer. The surge in ETC terminal sales were mainly due to the special promotion conducted by the government-backed Japan Highway Public Corporation, which offered discount rates for the midnight ETC users and commuters using ETC. Sales of Services demonstrated sharp rise compared to the same month of last year thanks to the solid sales in products that require pit installation, such as Tires and Car Electronics. Sales of Accessories maintained its upward trend since last October due to the on-going high demands of hands-free car kits for cellular phone. Sales of Car Repairs also recorded significant increase as the fine weather motivated drivers to buy carwash soap, wax, and etc. The number of Saturdays were one less than last May.

STORE INFORMATION

For May 2005: New stores 0; Change in store format 0; Closed 1
Total number of stores at the end of May 2005: 527 (Super AUTOBACS 60, AUTOBACS 408, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 2; Change in store format 0; Closed 4

April, 2005

COMMENTS

In April 2005, both comparable and total store sales improved by 3.8% and 4.8%, respectively from year-ago levels. Number of purchasing customers in both comparable and total stores also increased by 2.1% and 2.6%, respectively. Sales of Tires decreased in March after showing growth in January and February. Sales of Wheels also showed a steep decline. These weak sales in Tires and Wheels were mainly due to the cold wave and heavy snowfall that hit the Japan Sea Region. On the other hand, unusual cold weather brought strong battery sales. Unexpected heavy snowfalls during this month generated the sharp sales increase in tire chains, which are categorized in Maintenance. Sales of Car Electronics as well as sales of Services, have greatly improved according to the two-digit sales growth in car navigation systems and the sales surge in ETC terminals. The strong sales performance in ETC terminals was thanks to the last-minute purchasers who wanted to take advantage of the 5,000-yen cash back promotion. The promotion expired at the end of April 2005.

STORE INFORMATION

For April 2005: New stores 2; Change in store format 0; Closed 3
Total number of stores at the end of April 2005: 528 (Super AUTOBACS 60, AUTOBACS 408, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 27, EXPRESS 5, Overseas 12)
Since April 1, 2005: New stores 2; Change in store format 0; Closed 3