



Monthly Retail Sales Report (FY2005)

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Performance results of three major store formats

		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005
# of weekends and holidays	YoY change (day)	± 0	-3	± 0	+3	-1	+1	-1	± 0	+2	-2	± 0	± 0	-1	+1	+2	± 0	± 0	± 0	+2	± 0	+2	
Total store basis	Millions of yen	23,045	21,614	23,576	19,932	19,336	25,558	22,953	19,380	20,184	25,680	36,070	26,488	17,966	22,671	279,799	62,845	67,892	81,935	67,126	130,737	149,062	279,799
	YoY growth rate	-3.8	-6.3	3.4	-0.6	-6.3	0.3	-3.1	-2.7	3.2	-1.7	-1.7	10.6	-2.6	4.8	0.3	-1.0	-1.7	-0.5	4.9	-1.4	1.8	0.3
Super AUTOBACS	YoY growth rate	21.2	3.2	15.6	12.6	6.7	13.4	8.7	8.4	9.9	5.0	7.5	15.6	6.3	12.9	10.1	11.7	10.3	7.3	12.0	11.0	9.4	10.1
AUTOBACS	YoY growth rate	-6.9	-8.9	-0.1	-4.5	-10.4	-3.7	-6.6	-6.1	0.6	-3.5	-4.5	9.4	-5.5	2.2	-2.7	-4.8	-5.4	-3.0	2.7	-5.1	-0.5	-2.7
AUTO HELLOES	YoY growth rate	-53.8	-9.2	2.8	-0.1	1.9	-1.9	-8.9	-4.0	20.0	-11.1	-0.5	-11.7	-4.2	2.9	-1.5	1.7	-5.0	0.3	-5.0	-1.5	-1.6	-1.5
Comparable store basis	YoY growth rate	-2.0	-6.5	2.9	-1.4	-7.0	-0.3	-3.9	-2.6	2.8	-1.7	-1.4	10.9	-2.2	3.8	0.0	-1.7	-2.2	-0.5	4.7	-1.9	1.8	0.0
	Super AUTOBACS	YoY growth rate	2.4	-2.0	9.9	6.8	0.4	6.8	1.5	6.5	6.8	2.1	6.0	14.0	5.2	7.2	6.1	5.8	4.9	5.0	9.1	5.3	6.8
AUTOBACS	YoY growth rate	-3.6	-7.9	0.9	-3.9	-9.4	-2.6	-5.5	-5.4	1.0	-2.6	-3.7	10.3	-4.7	2.6	-1.9	-3.9	-4.4	-2.3	3.4	-4.2	0.2	-1.9
AUTO HELLOES	YoY growth rate	-25.5	-3.7	2.8	-0.1	1.9	-1.9	-8.9	-4.0	20.0	-11.1	-0.5	-11.7	-4.2	2.9	-1.5	1.7	-5.0	0.3	-5.0	-1.5	-1.6	-1.5

SALES BREAKDOWN BY PRODUCTS AND SERVICES		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005
YoY growth rate in comparable store basis	Services	7.6	2.3	9.4	6.0	0.8	7.3	2.1	2.2	4.9	5.0	5.4	14.7	1.0	7.5	5.6	5.5	4.0	5.2	7.9	4.8	6.4	5.6
	Tires	-6.4	-2.6	5.1	5.8	-8.7	-4.6	9.7	1.2	8.6	-5.3	-4.3	35.2	9.0	-2.8	3.1	1.1	1.9	-2.3	16.0	1.5	4.2	3.1
	Wheels	-13.8	-5.7	-5.0	-5.9	-12.4	-8.2	-7.0	-5.8	-3.7	-13.5	-9.7	33.2	-6.6	-11.7	-5.1	-7.2	-7.1	-9.9	7.5	-7.2	-3.8	-5.1
	Car Electronics	1.4	-7.0	8.8	-2.3	-7.1	2.5	-8.2	-4.8	-2.3	-1.8	-0.5	-0.4	-3.6	7.3	-0.9	-0.1	-3.1	-1.4	1.4	-1.7	-0.1	-0.9
	Oils	-7.0	-9.1	-0.1	-3.1	-7.0	-3.9	-10.1	-9.1	-7.8	-6.9	-10.4	-2.3	-12.0	-4.2	-6.4	-3.3	-7.7	-8.5	-6.1	-5.6	-7.3	-6.4
	Batteries	1.2	-12.9	-4.0	-3.3	-3.8	20.5	7.1	-3.0	10.2	-4.1	-8.0	7.6	8.2	7.1	2.7	-3.7	7.7	-1.7	7.7	3.1	2.3	2.7
	Maintenance	1.2	-11.9	-8.9	-2.2	-11.4	-11.4	-12.0	-3.3	4.1	-13.4	6.3	16.1	10.3	25.5	2.0	-7.5	-9.4	0.8	16.5	-8.4	8.4	2.0
	Accessories	-2.0	-11.2	-2.2	-6.7	-7.2	-0.3	-4.4	0.8	13.4	24.1	6.6	6.8	-5.7	4.1	2.1	-5.3	-1.4	14.2	2.0	-3.3	8.3	2.1
	Car Repairs	-15.1	-10.5	0.3	-7.3	-6.7	-10.9	-13.2	-3.4	7.7	2.3	-15.3	-1.1	-17.8	0.7	-5.8	-4.5	-9.5	-3.5	-5.8	-7.0	-4.6	-5.8
	Motor Sports Goods	-4.9	-9.6	-4.3	-5.2	-10.7	-4.2	-7.5	-4.4	-2.4	-7.4	-1.3	-5.9	-12.4	-4.1	-5.7	-6.7	-5.4	-3.6	-7.3	-6.0	-5.3	-5.7
Car Leisure	-2.9	6.6	2.7	11.8	-2.3	0.9	-4.1	1.0	0.0	-9.9	27.5	24.0	10.1	13.4	6.5	4.1	-0.8	7.3	16.0	1.5	11.7	6.5	
Motorcycle Goods	-23.9	-10.4	-5.0	-8.3	-6.1	3.8	-3.0	-5.9	4.5	-2.9	-0.8	-2.1	-10.7	-5.4	-3.5	-6.5	-1.9	0.4	-6.0	-4.1	-2.6	-3.5	

TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005
Total store basis	In thousands	3,424	3,158	3,508	3,297	2,968	3,438	3,473	2,990	3,184	3,496	4,063	3,610	2,729	3,243	40,004	9,774	9,902	10,743	9,583	19,677	20,326	40,004
	YoY growth rate	-7.2	-7.5	0.5	-0.9	-5.4	-1.7	-4.2	-1.1	7.1	6.2	-2.4	6.1	-7.6	2.6	-0.1	-1.8	-2.4	3.0	0.7	-2.1	1.9	-0.1
Super AUTOBACS	YoY growth rate	16.2	4.4	12.7	13.1	3.4	9.7	8.1	9.3	16.0	13.0	4.7	12.2	2.8	9.1	9.5	9.8	9.0	10.6	8.3	9.4	9.5	9.5
AUTOBACS	YoY growth rate	-9.5	-10.2	-2.4	-4.2	-7.7	-4.5	-7.2	-3.8	4.6	4.6	-4.3	4.5	-10.4	1.0	-2.6	-4.7	-5.3	1.0	-1.3	-5.0	-0.1	-2.6
AUTO HELLOES	YoY growth rate	-48.0	-5.7	1.3	0.1	1.8	-6.5	-9.0	-1.6	12.7	-1.7	3.1	2.1	-5.7	-3.7	-0.6	1.0	-6.0	3.8	-2.2	-2.3	1.2	-0.6
Comparable store basis	YoY growth rate	-5.3	-7.8	0.3	-1.3	-5.7	-2.1	-4.9	-1.0	6.8	6.1	-2.0	6.4	-7.3	2.1	-0.3	-2.2	-2.8	3.1	0.7	-2.5	2.0	-0.3
	Super AUTOBACS	YoY growth rate	2.6	-2.7	6.8	7.0	-2.9	2.9	0.4	7.0	12.3	9.4	3.4	10.8	1.5	4.3	5.2	3.7	3.3	7.9	5.8	3.5	6.9
AUTOBACS	YoY growth rate	-6.2	-9.1	-1.3	-3.4	-6.6	-3.3	-6.2	-3.1	5.1	5.4	-3.5	5.3	-9.6	1.6	-1.7	-3.7	-4.3	1.8	-0.6	-4.0	0.6	-1.7
AUTO HELLOES	YoY growth rate	-20.6	3.3	1.3	0.1	1.8	-6.5	-9.0	-1.6	12.7	-1.7	3.1	2.1	-5.7	-3.7	-0.6	1.0	-6.0	3.8	-2.2	-2.3	1.2	-0.6

AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005
Total store basis	YoY growth rate	3.7	1.6	2.9	0.2	-1.0	2.0	1.2	-1.6	-3.7	-7.4	0.6	4.2	5.4	2.1	0.4	0.8	0.7	-3.4	4.1	0.8	0.0	0.4

Performance results of the entire chain basis*

TOTAL SALES		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005			
	Millions of yen												20,828	26,386	36,905	27,158	18,597	23,675	288,224	64,710	69,962	84,120	69,431	134,672	153,551	288,224
	YoY growth rate												3.7	-1.1	-1.0	10.9	-2.1	5.5	1.0	-0.1	-0.9	0.0	5.3	-0.5	2.3	1.0

TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-03	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Accumulated Total for FY 2005	1Q	2Q	3Q	4Q	1H	2H	FY2005			
	In thousands												3,203	3,515	4,086	3,631	2,746	3,262	40,239	9,833	9,959	10,806	9,640	19,792	20,446	40,239
	YoY growth rate												7.1	6.1	-1.7	6.7	-7.0	2.6	0.0	-1.7	-2.4	3.6	0.7	-2.1	1.9	0.0

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

*All previous reports are available on the Internet at http://www.autobacs.co.jp/seven_e/ir/data/index.php

*Entire chain refers businesses generated from the Super AUTOBACS, AUTOBACS, AUTO HELLOES, AUTOBACS Hashiriya Tengoku Sechohan Ichiba, and AUTOBACS CARS (with vehicle search PC terminals).

March, 2005**COMMENTS**

In March 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 March 2005.

STORE INFORMATION

For March 2005: New stores (2); Change in store format (0); Closed (1)
 Total number of stores at the end of March 2005: 529 (Super AUTOBACS 58, AUTOBACS 412, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 Since April 1, 2004: New stores (12); Change in store format (3); Closed (11)

February, 2005**COMMENTS**

In February 2005, both comparable and total store sales decreased by 2.2% and 2.6%, respectively from year-ago levels. Number of purchasing customers in both comparable and total stores also declined by 7.3% and 7.6%, respectively. Sales of Wheels reached the peak last month, and it caused a decrease in sales volume. In addition to that, sales were mainly made on the low-priced tire/wheel sets. Sales of Oils have dropped this month. One of the main reasons was the less demand on oil change compared to tires and chains during this winter period. Sales of Accessories outperformed last four months after the adoption of new traffic law for the use of cellular phone while driving. For this month, the sales of hands-free car kits have slowed down and it no longer provided a positive impact to the overall sales of accessories. On the other hand, sales of Tires and Maintenance continued to show steady growth. The heavy snowfall seen in many parts of the country boosted the sales of snow tires and tire chains. Sales of Batteries also grew for a second straight month as the cold wave hit the nation again. One less business on Sunday also contributed to the poor performance of the overall February sales.

STORE INFORMATION

For February 2005: New stores (0); Change in store format (0); Closed (2)
 Total number of stores at the end of February 2005: 528 (Super AUTOBACS 57, AUTOBACS 412, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 Since April 1, 2004: New stores (10); Change in store format (3); Closed (10)

January, 2005**COMMENTS**

In January 2005, both comparable and total store sales improved 10.9% and 10.6%, respectively from year-ago levels. Number of purchasing customers in both comparable and total stores also increased by 6.4% and 6.1%, respectively. The snowfall in many parts of the country from the end of last December boosted the sales of snow tires, snow tires/wheels sets, and tire chains. As a result, sales of Tires, Wheels and Maintenance recorded significant growth compared to the previous year. In addition, the cold wave that hit the nation at the end of January assisted the sales growth for Batteries. The strong performances in those products brought the dramatic increase in sales of Services, a two-digit increase for the first time in current fiscal year. Both the sales of car navigation systems and ETC terminals demonstrated a two-digit growth. However, sluggish sales in car audios had a negative impact on overall sales of Car Electronics.

STORE INFORMATION

For January 2005: New stores (0); Change in store format (0); Closed (0)
 Total number of stores at the end of January 2005: 530 (Super AUTOBACS 59, AUTOBACS 412, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 Since April 1, 2004: New stores (10); Change in store format (3); Closed (8)

December, 2004**COMMENTS**

In December 2004, both comparable and total store sales decreased by 1.4% and 1.7% respectively compared to the same month a year ago. Number of purchasing customers in both comparable and total stores also declined by 2.0% and 2.4%, respectively. Sales of Tires recorded low performance since last month mainly due to the weak sales of snow tires. The poor sales of snow tires also impacted the overall sales of Wheels. However, the unexpected snowfalls in Kanto Area boosted the tire chains sales and it contributed to the strong sales of Maintenance. Year-on-year growth on sales of Accessories has been demonstrated consistent increase since September due to the high demand of the hands-free car kits for cellular phone. The navigation system sales experienced a solid two-digit growth, although it was offset by the stagnant result in car audios' sales. As a result, sales of Car Electronics declined slightly compared to the previous year.

STORE INFORMATION

For December 2004: New stores (1); Change in store format (0); Closed (1)
 Total number of stores at the end of December 2004: 530 (Super AUTOBACS 59, AUTOBACS 412, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 Since April 1, 2004: New stores (10); Change in store format (3); Closed (8)

November, 2004**COMMENTS**

In November 2004, comparable and total store sales both decreased by 1.7% compared to the same month a year ago. However, number of purchasing customers in both comparable and total stores rose 6.1% and 6.2%, respectively. The weak sales of snow tires and snow tire/wheel sets due to the unusual warm winter in the Northern Japan Area caused the sales decline on both Tires and Wheels in this month. The warm weather also brought the less demand in tire chains and wiper braids, which resulted to a two-digit decrease in sales of Maintenance. One less weekend business in November also dragged the performance down of overall sales. On the other hand, sales of Accessories marked another two-digit growth for this month, as the hands-free car kits for cellular phone continued to sell well in relation to the adoption of the Revised Traffic Regulation effective Nov. 1, 2004. Sales of ETC terminals surged. It is mainly due to the special promotion conducted by the government-backed Japan Highway Public Corporation, which offered a 5,250-yen discount for the first 300,000 ETC terminal purchase customers. Sales of navigation systems showed a steady growth too. Although the increased sales from ETC terminals and navigation systems could not offset the significant sales drop in Car Audios. As a result, sales of Car Electronics dipped slightly compared to the previous year.

STORE INFORMATION

New stores: (0), Change in Store Format: (0), Closed: (0)
 Total number of stores at the end of October 2004: 530 (Super AUTOBACS 58, AUTOBACS 413, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 FY 2005: New stores(9), Change in store format(3), Closed(7)

October, 2004**COMMENTS**

In October 2004, comparable and total store sales increased by 2.8% and 3.2%, respectively compared to the same month a year ago. Number of purchasing customers in both comparable and total stores also rose 6.8% and 7.1%, respectively. In this month, sales of Oils continued to be weak. However, sales of Tires and Batteries demonstrated a strong growth compared to the previous year due to the cooler weather. Sales of Navigation systems also showed a relatively high growth. The solid results of Tires, Batteries, and Navigation systems assisted the increase in sales of Services. Moreover, sales of Accessories surged and marked a two-digit growth. It was mainly due to the significant sales of hands-free cellular phone car kits in relation to the adoption of the Revised Road Traffic Regulation-illegal to use mobile phone while driving. The regulation has been applied since Nov. 1, 2004. Additional weekend business was also one of the factors of the strong sales performance of this month.

STORE INFORMATION

New stores: (3), Change in Store Format: (1), Closed: (1)
 Total number of stores at the end of October 2004: 530 (Super AUTOBACS 58, AUTOBACS 413, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 26, EXPRESS 5, Overseas 12)
 FY 2005: New stores(9), Change in store format(3), Closed(7)

September, 2004

COMMENTS In September 2004, comparable and total store sales declined by 2.6% and 2.7%, respectively compared to the same month a year ago. Number of purchasing customers in both comparable and total stores also decreased by 1.0% and 1.1%, respectively. Sales of Tires demonstrated a lower growth in September, as the prior months' nationwide tire campaign was no longer offered. The Batteries sales also dropped in September. Less demand on Batteries after the extraordinary hot summer was the main reason. Car Electronics sales showed weak performance according to the soft sales growth of navigation systems. Services sales remained relatively flat with low single-digit growth, as a result of the sales drop in products that require installations and replacements. Several large-scale typhoons attacked the Northern and Southern Japan areas and it also negatively impacted store sales.

STORE INFORMATION New stores: (0), Change in Store Format: (0), Closed: (2)
Total number of stores at the end of September 2004: 528 (Super AUTOBACS 57, AUTOBACS 415, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 24, EXPRESS 4, Overseas 12)
FY 2005: New stores(6), Change in store format(2), Closed(6)

August, 2004

COMMENTS In August 2004, comparable and total store sales decreased by 3.9% and 3.1%, respectively compared to the same month a year ago. Number of purchasing customers in both comparable and total stores also declined by 4.9% and 4.2%, respectively. Viewing sales by product categories, Tires improved significantly thanks to the tire-focused television commercial that was aired from July 29th to August 3rd. This nationwide tire campaign, as well as the longer than usual O-Bon holidays boosted the tire sales. Batteries continued to surge according to the extraordinary hot summer. On the other hand, overall sales of Car Electronics dropped. The softer sales of navigation systems could not offset the significant drop in car audios. Navigation systems sales were very strong last June and July when some major audio makers launched new models but that effect did not continue. Oils also went down by two-digits. As a result of those poor performances, Services demonstrated slow growth. August sales were also affected by the attack of the large-scale typhoon in Southern Japan area. Some stores were not able to open for regular business. Moreover, the number of Saturdays was one day less than last year.

STORE INFORMATION New stores: (0), Change in Store Format: (0), Closed: (0)
Total number of stores at the end of August 2004: 530 (Super AUTOBACS 57, AUTOBACS 417, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 24, EXPRESS 4, Overseas 12)
FY 2005: New stores(6), Change in store format: (2), Closed: (4)

July, 2004

COMMENTS In July 2004, comparable store sales declined by 0.3%, while total store sales increased by 0.3% compared to the same month a year ago. Number of purchasing customers in both comparable and total stores decreased by 2.1% and 1.7%, respectively. By products, Tires sales continued to drop mainly due to raw material cost increase and selling price adjustments. Yet the level of sales decline lessened in July, thanks to television commercials focused on Tires that started airing on July 29th. For Car Electronics, navigation systems posted another strong month with sales increasing by two-digit figures. It was driven by impressive sales of the Pioneer's new DVD navigation, which also raised average purchase price per customer of navigation. Portable navigation systems sales showed strong growth as well through our efforts on newspaper ad inserts promotion. Services sales were boosted reflecting these favorable results in navigation systems. Extraordinary hot summer brought the remarkable sales of Batteries. Maintenance sales declined sharply on the other hand by the soft sales performance in products, such as wiper blades and car wash items.

STORE INFORMATION New stores: (0), Change in Store Format: (0), Closed: (0)
Total number of stores at the end of July 2004: 530 (Super AUTOBACS 57, AUTOBACS 417, AUTO HELLOES 16, Hashiriya Tengoku Secohan Ichiba 24, EXPRESS 4, Overseas 12)
FY 2005: New stores(6), Change in store format: (2), Closed: (4)

June, 2004

COMMENTS Comparable store sales and total store sales for June 2004 declined by 7.0% and 6.3%, respectively from the same month a year ago. Number of customers in comparable stores and total stores also decreased by 5.7% and 5.4%, respectively. In June, sales on most products fell from the corresponding month of last year. Tires sales slipped 8.7% in reaction to the markup from the material cost increase. For Car Electronics sales, car navigation systems continued to show strong growth. However, the discontinuation of the special promotion on purchasing ETC terminals greatly impacted the ETC sales. As a result, overall sales on this category decreased by 7.1%. In addition, Motor Sports Goods demonstrated very poor sales performance. All of these decrease dragged down the performance of the Services Category, in spite of a two-digit sales growth in Shaken. This month sales result was also hindered by one fewer Sunday compared to last June.

STORE INFORMATION New stores: (2), Change in Store Format: (1), Closed: (0)
Total number of stores at the end of June 2004: 530(AUTOBACS 417, Super AUTOBACS 57, Hashiriya Tengoku Secohan Ichiba 24, EXPRESS 4, AUTO HELLOES 16, Overseas 12)
FY 2005: New stores(6), Change in store format: (2), Closed: (4)

May, 2004

COMMENTS Comparable store sales and total store sales for May 2004 were - 1.4% and - 0.6%, respectively in YoY terms. Number of customers in both comparable and total stores decreased by 1.3% and 0.9%, respectively from last year's same month. Overall retail sales softened in May after the surprisingly strong April sales that was led by the nationwide "AUTOBACS 30-year Anniversary Celebration and Spring Sales" promotion. Especially, the main products sales such as Oils, Batteries and Motor Sports have slumped in May. However those declines were somewhat offset by the sales gains in Tires and navigation systems. Tires sales exceeded last year's level for two consecutive months partially affected by the one-time demand before the upcoming price markup from the material cost increase. Navigation systems sales also showed strong growth from a year ago, primarily due to nationwide sales promotion using TV commercials and print advertising.

STORE INFORMATION New stores:(1), Change in Store Format:(0), Closed:(1)
Total number of stores at the end of April 2004:528(AUTOBACS 418, Super AUTOBACS 55, Hashiriya Tengoku Secohan Ichiba 24, EXPRESS 4, AUTO HELLOES 16, Overseas 11)
FY 2005:New stores(4), Change in store format:(1), Closed:(4)

April, 2004

COMMENTS Comparable store sales and total store sales for April 2004 were +2.9% and +3.4%, respectively in YoY terms. Number of customers in both comparable and total stores increased by 0.3% and 0.5%, respectively from last year's same month. In April, both Tires and Car Electronics showed significant gains. For Tires, sales jumped 5.1% at stores opened at least a year. The replacement demand for winter tires at snowfall areas, especially in Hokkaido was very strong. Also, the tire-focusing flier was distributed in wide area. For Car Electronics, navigation systems sales improved sharply in April after declining for four consecutive months, helped by the "AUTOBACS 30-year Anniversary Celebration and Spring Sales" started at the end of the month. A national TV commercial featuring actor Yusuke Santamaria has been airing, and a special flier on this sale has been distributed. As a result, Services sales were also very strong in April.

STORE INFORMATION New stores:(3), Change in Store Format:(1), Closed:(3)
Total number of stores at the end of April 2004:528(AUTOBACS 419, Super AUTOBACS 55, Hashiriya Tengoku Secohan Ichiba 23, EXPRESS 4, AUTO HELLOES 16, Overseas 11)
FY 2005:New stores(3), Change in store format:(1), Closed:(3)