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Monthly Retail Sales Report（March 2013）

《Groupwide Sales results (Domestic) 》

		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total for FY 2013	1Q	2Q	3Q	4Q	1H	2H	FY2013
# of weekends and holidays	YoY change (day)	±0	±0	-2	+1	-1	±0	+1	-2	-1	+1	-1	+1	+1	-2	-1	±0	-2	+1	-1	-1	-2
TOTAL SALES		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total for FY 2013	1Q	2Q	3Q	4Q	1H	2H	FY2013
Total store basis	Millions of yen	26,944	25,563	21,240	21,734	25,184	22,558	20,949	20,582	27,442	37,781	23,813	19,016	25,933	**291,797**	68,537	68,691	85,806	68,762	137,228	154,567	291,797
	YoY growth rate	14.0	3.2	-6.2	1.1	-9.4	-3.5	0.9	-5.6	2.1	1.6	0.8	-6.7	-3.8	**-2.0**	-0.5	-4.5	-0.1	-3.1	-2.6	-1.5	-2.0
Same store basis	YoY growth rate	12.5	1.4	-7.5	-0.7	-12.1	-5.8	-1.6	-8.5	-1.1	-1.4	-2.0	-9.3	-6.3	**-4.5**	-2.2	-7.0	-3.1	-5.7	-4.7	-4.3	-4.5
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2013
Total store basis	In thousands	3,358	3,660	3,330	3,047	3,445	3,500	2,986	2,929	3,179	4,187	3,242	2,708	3,561	**39,776**	10,038	9,931	10,295	9,512	19,969	19,807	39,776
	YoY growth rate	11.5	5.6	1.1	5.9	1.6	9.2	5.4	-1.1	2.6	3.0	1.8	-0.6	6.0	**3.4**	4.2	5.4	1.7	2.6	4.8	2.1	3.4
Same store basis	YoY growth rate	10.6	4.2	-0.2	3.9	-1.8	6.2	2.2	-4.3	-0.9	-0.5	-1.8	-4.4	2.4	**0.5**	2.6	2.1	-1.7	-1.1	2.4	-1.4	0.5
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2013
Total store basis	YoY growth rate	1.6	-2.8	-7.4	-4.5	-10.5	-11.4	-3.8	-4.4	-0.3	-1.0	-0.2	-5.1	-8.5	**-4.9**	-4.8	-9.0	-1.4	-4.7	-6.9	-3.0	-4.9

《Groupwide Sales results (Domestic) 》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2013
Automotive Goods & Services		10.9	1.3	-8.2	-2.1	-13.3	-5.9	-1.4	-9.1	-1.5	-1.7	-2.3	-10.8	-6.8	**-5.0**	-2.9	-7.5	-3.5	-6.4	-5.2	-4.8	-5.0
	Services	10.7	2.3	0.4	2.2	-6.7	0.5	5.1	-0.1	4.4	1.7	1.1	-1.4	4.7	**1.1**	1.6	-0.9	2.0	1.8	0.3	1.9	1.1
	Inspection & Maintenance	5.9	0.7	11.1	6.3	3.9	5.6	7.5	3.8	5.7	5.4	9.3	4.0	7.0	**5.8**	6.1	5.7	4.9	6.6	5.9	5.8	5.8
	Tires	13.6	4.9	-20.6	11.4	4.1	-1.1	1.0	-3.7	4.8	3.8	6.5	-6.0	5.2	**1.3**	-3.1	1.4	2.7	3.0	-1.0	2.8	1.3
	Wheels	28.1	15.8	-2.1	14.9	7.1	7.6	10.9	-0.7	9.0	6.4	8.0	-6.4	10.5	**7.0**	9.8	8.4	6.2	5.6	9.2	6.0	7.0
	Car Electronics	11.5	-9.4	-19.7	-20.5	-36.9	-27.0	-13.7	-27.7	-19.3	-17.7	-28.9	-32.7	-31.9	**-24.4**	-16.5	-28.3	-21.1	-31.3	-22.9	-26.2	-24.4
	Oil	5.6	-0.5	-1.7	-1.7	-6.5	-3.0	-0.2	-6.7	-2.2	-4.6	-4.6	-2.3	1.6	**-2.8**	-1.3	-3.4	-4.5	-1.7	-2.4	-3.2	-2.8
	Batteries	-7.1	-0.3	-1.9	-2.6	-10.1	-3.4	-3.4	-3.1	3.8	-5.1	-2.4	-12.5	-7.4	**-4.1**	-1.6	-5.5	-2.0	-6.9	-3.9	-4.3	-4.1
	Maintenance Parts	-5.1	-6.0	-8.8	-3.6	-4.4	-2.0	-4.4	-10.9	-0.1	3.8	32.6	1.4	-5.7	**1.7**	-6.3	-3.6	-0.1	12.5	-5.0	6.1	1.7
	Accessories	21.6	13.9	6.7	11.8	2.9	10.8	8.9	-5.5	-0.9	-0.8	-3.9	-5.4	-3.6	**3.0**	10.9	7.3	-2.4	-4.2	9.0	-3.3	3.0
	Car Repair Goods	12.1	10.2	6.7	8.8	0.8	6.1	-4.7	-2.8	-4.1	-4.4	3.3	-0.5	18.3	**3.2**	8.6	0.9	-3.8	7.8	4.9	1.5	3.2
	Motor Sports Goods	9.7	1.6	2.1	5.7	0.6	3.0	1.6	-8.8	-5.9	-5.4	-8.2	-8.5	-5.0	**-2.5**	3.1	1.7	-6.5	-7.2	2.4	-6.8	-2.5
	Car Leisure	-2.7	-1.1	1.9	-9.4	-20.6	-7.1	-2.5	-13.5	-18.4	-0.6	-12.2	-15.5	5.8	**-7.9**	-2.9	-11.3	-10.3	-6.2	-7.7	-8.2	-7.9
	Motorcycle Goods	-11.1	-6.4	0.4	9.5	-15.5	-21.3	24.9	3.6	5.4	3.3	-8.9	-10.7	-0.6	**-2.3**	0.4	-7.2	4.1	-5.8	-3.4	-1.1	-2.3
New & Used Cars		31.3	1.1	4.0	22.2	9.3	-3.9	-4.6	0.3	6.4	5.6	3.1	7.8	-1.8	**3.6**	9.4	0.0	4.1	2.2	4.2	3.0	3.6
Second-hand automotive goods		11.7	-0.8	-11.5	-8.7	-15.5	-27.9	-19.7	-26.2	-15.9	-21.7	-16.6	-26.1	-15.3	**-17.1**	-6.9	-21.0	-21.2	-19.2	-14.0	-20.3	-17.1
Fuel		12.8	8.2	0.7	4.2	-1.5	5.4	17.0	9.1	13.0	6.5	4.7	6.5	4.3	**6.3**	4.4	6.6	9.3	5.1	5.4	7.1	6.3

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

		Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2013
AUTOBACS	YoY growth rate	11.2	1.8	-8.2	-1.4	-13.0	-5.8	-1.7	-7.5	-1.0	-1.6	-2.4	-10.8	-6.3	**-4.7**	-2.5	-7.4	-2.9	-6.2	-5.0	-4.4	-4.7
Super AUTOBACS	YoY growth rate	10.1	0.2	-8.1	-3.5	-14.1	-6.1	-0.8	-12.9	-2.9	-1.8	-1.9	-11.0	-8.1	**-5.8**	-3.7	-7.8	-5.0	-6.9	-5.8	-5.8	-5.8
AUTO HELLOES	YoY growth rate	40.0	-4.3	-28.2	-10.0	-19.2	42.6								**-7.4**	-15.0	6.6	-100.0	-100.0	-7.4	-100.0	-7.4
《Overseas sales》 (YoY growth rate in total store basis)		-2.0	-8.7	-5.4	-13.1	-5.4	1.0	0.0	-4.6	-7.0	-9.5	-4.1	-14.5	-1.8	**-3.9**	-5.4	-2.1	-6.3	-6.3	-3.7	-4.1	-3.9

		Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2013
Number of Stores	AUTOBACS	+1		+3	+4	-1	+3	+6	+5	+1	+1	+1	+1	455	+4	+6	+12	+3	+1	+15	+25
	Super AUTOBACS													76							±0
	AUTO HELLOES						-1							0		-1			-1		-1
	AUTOBACS *Secohan Ichiba*												-1	14				-1		-1	-1
	AUTOBACS Express	+1	-1	+1						+1				7	+1		+1		+1	+1	+2

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In March 2013, both same and total-store sales decreased by 6.3% and 3.8%, from last year's March result(LY). Factors behind the % changes are; 1) strong sales of Tires and Wheels according to the growing demand of tire switchbacks from snow tires into summer tires. The nationwide warm weather and the timely execution of advertising and promotional campaigns fueled the sales; 2) continuing weak sales of car navigation devices due to dropping unit price and lesser amount of new car sales compared to LY; 3) surge in demand of car-washing items due to the rise in pollen dust and yellow sand in the air; 4) temporary closing of direct operation stores related to transfer of ownership.

< STORE INFORMATION >

March 2013: New store 2 ; Relocation, Scrap & build 0 ; Closed 2

Total number of domestic stores at the end of March 2013: Domestic 552 (AUTOBACS 455, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 14, AUTOBACS Express 7)

The data are preliminary for a quick release and are subject to revision.
*** Includes total store sales of Super AUTOBACS, AUTOBACS, AUTO HELLOES, AUTOBACS *Secohan Ichiba* , and AUTOBACS CARS.

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

In April 2012, both total store and same-store sales increased by 3.2% and 1.4% respectively from last year's April result(LY). Factors behind the % changes are; 1) Rising sales of Tires, Wheels, Accessories and Car Repair Goods that occurred as a rebound from earthquake-damaged LY's result and by the upward trend of new car sales; 2) Especially strong sales of Tires and Wheels according to advertising program targeted to the demand of tire switchbacks from snow tires into summer tires; 3) Reducing sales of car navigation devices in contrast to last months' strong sales.

< STORE INFORMATION > April 2012: New store 2; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of April 2012: Domestic 532 (AUTOBACS 431, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 18, AUTOBACS Express 6)

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

In May 2012, both total store and same-store sales decreased by 6.2% and 7.5% respectively from last year's May results(LY). Factors behind the % changes are; 1) One less Sundays and one less Holidays compared to LY; 2) Decline in sales of tires compared to LY's outstanding result when sales were lifted up by the last-minute shopping before the price raise; 3) Sharp drop in sales of Car Electronics in contrast to LY's strong demand of digital terrestrial TV broadcasting tuner and navigation; 4) Growing sales of Accessories, Car Repair Goods and Motor Sports Goods by the upward trend of new car sales.

< STORE INFORMATION > May 2012: New store 1 (Shanghai, China) ; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of May 2012: Domestic 531 (AUTOBACS 431, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 18, AUTOBACS Express 5)

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

In June 2012, total store sales increased by 1.1% from last year's June(LY) while same-store sales decreased by 0.7% from LY. Factors behind the % changes are; 1) Sharp drop in sales of Car Electronics in contrast to LY's strong demand of digital terrestrial TV broadcasting tuner and navigation; 2) Recovering tire sales compared to LY's drop after the price-hike; 3) Sales improvement in Accessories, Car Repair Goods and Motor Sports Goods by the upward trend of new car sales.

< STORE INFORMATION > June 2012: New store 4 ; Relocation, Scrap & build 1 ; Closed 0

Total number of domestic stores at the end of June 2012: Domestic 535 (AUTOBACS 434, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 18, AUTOBACS Express 6)

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

In July 2012, both total store and same-store sales decreased by 9.4% and 12.1% respectively from last year's July(LY). Factors behind the % changes are; 1) Sharp drop in sales of digital terrestrial TV broadcasting tuner, car navigation devices and related installation services, in contrast to LY's strong sales induced by the full transition to digital television in July 2011; 2) Decline in sales of Batteries by generally cool weather until mid-July, and later than usual end of the rainy season; 3) Increase in sales of tires and wheels in contrast to LY's drop after the price-hike. The summer advertising campaign also helped fuel sales; 4) Solid sales of Accessories, Car Repair Goods and Motor Sports Goods uplifted by the strong trend of new car sales.

< STORE INFORMATION > July 2012: New store 4 ; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of July 2012: Domestic 536 (AUTOBACS 438, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 6)

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

In August 2012, both total store and same-store sales decreased by 3.5% and 5.8% respectively from last year's August(LY). Factors behind the % changes are; 1) Sharp drop in sales of digital terrestrial TV broadcasting tuner, car navigation devices and related installation services, in contrast to LY's strong sales; 2) Solid sales of Accessories and Motor Sports Goods brought about by the strong trend of new car sales; 3) Increase in sales of car washing items boosted by generally fine weather conditions.

< STORE INFORMATION > August 2012: New store 0 ; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of August 2012: Domestic 535 (AUTOBACS 437, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 6)

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

In September 2012, total store sales increased by 0.9% and same-store sales decreased by 1.6%, both from last year's September(LY). Factors behind the % changes are; 1) Declining sales of digital terrestrial TV broadcasting tuner and related installation services, in contrast to LY's strong sales, and lower unit price of car navigation devices; 2) Recovering demand of statutory safety inspection and related services in contrary to the downward trend of new car sales; 3) Solid sales of Accessories pushed up by the upward sales trend of smartphone related items and car-interior goods; 4) One additional Sunday compared to LY.

< STORE INFORMATION > September 2012: New store 3 ; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of September 2012: Domestic 537 (AUTOBACS 440, Super AUTOBACS 76, AUTO HELLOES 0, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 6)

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In October 2012, both total store sales and same store sales decreased by 5.6% and 8.5% respectively from last year's October result(LY). Factors behind the % changes are; 1)One extra weekend compared to LY; 2)Sales of digital terrestrial TV broadcasting tuner and related installation services being short of LY's level, though recovering, and lower unit price of car navigation devices; 2)Solid sales of snow tires and wheels lifted up by advertising campaigns; 3) Lower demand of car-interior goods and motor sports goods according to the decrease in October new car sales.

< STORE INFORMATION >

October 2012: New store 6 ; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of October 2012: Domestic 543 (AUTOBACS 446, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 6)

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In November 2012, total store sales increased by 2.1% and same-store sales decreased by 1.1%, both from last year's November(LY). Factors behind the % changes are; 1) One less Saturday compared to LY; 2) Solid sales of winter items such as snow tires, wheels, tire chains and batteries, lifted up by snowfalls and advertising campaigns; 3) Lower demand of car accessories following the new car sales decline with the end of subsidies. However, sales of smartphone related goods are continuing its strong growth; 4) Continuing weak sales of car electronics, due to the decline of sales (though the pace has eased) of digital terrestrial TV broadcasting tuner and related installation services, and lower unit price of car navigation devices.

< STORE INFORMATION >

November 2012: New store 5 ; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of November 2012: Domestic 548 (AUTOBACS 451, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 6)

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In December 2012, total store sales increased by 1.6% and same-store sales decreased by 1.4%, both from last year's December(LY). Factors behind the % changes are; 1) Strong sales of winter items such as snow tires, wheels, tire chains and wiper blades, lifted up by cold waves and snowfalls during the month; 2) Weak sales of car navigation devices due to lower unit price compared to LY, though its sales have seen some recovery in quantity during its sales promotion period; 3) Solid sales of car accessories for new cars which number have increased during the subsidy program period ended in autumn 2012

< STORE INFORMATION >

December 2012: New store 2 ; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of December 2012: Domestic 550 (AUTOBACS 452, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 7)

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In January 2013, total store sales increased by 0.8% and same-store sales decreased by 2.0%, both from last year's January result(LY). Factors behind the % changes are; 1) Strong sales of winter items such as tire chains, snow tires, wheels and wiper blades, according to the snowfall and cold wave in Kanto area. Also, car wash demands after the snowfall, lifted the sales of Car Leisure; 2) Weak sales of car navigation devices due to lower unit price compared to LY.

< STORE INFORMATION >

January 2013: New store 1 ; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of January 2013: Domestic 551 (AUTOBACS 453, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 7)

< COMMENTS > **(Yoy figures are on same store basis for the entire chain)**

In February 2013, both same-store sales and total store sales decreased by 9.3% and 6.7%, from last year's February result(LY). Factors behind the % changes are; 1) Decreasing trend of new car sales due to the end of subsidy program; 2) Weak sales of car navigation devices due to less demand related to new car sales and lower unit price; 3) Strong sales of winter items such as tire chains and snow tires, according to the snowfall and cold wave in Kanto area; 4) Calendar effect. There was one additional Saturday compared to LY although its positive effect was limited according to one less day in this February, which was a year after a leap year.

< STORE INFORMATION >

February 2013: New store 2 ; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of March 2013: Domestic 552 (AUTOBACS 454, Super AUTOBACS 76, AUTOBACS *Secohan Ichiba* 15, AUTOBACS Express 7)