5-Apr-12
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Monthly Retail Sales Report（March 2012）

《Groupwide Sales results (Domestic) 》

# of weekends and holidays	YoY change (day)	±0	+1	-1	±0	+1	-1	±0	±0	±0	+1	-1	-1	±0	-1	±0	±0	+1	-2	±0	-1	-1
TOTAL SALES		Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total for FY 2011	1Q	2Q	3Q	4Q	1H	2H	FY2012
Total store basis	Millions of yen	23,633	24,753	22,638	21,482	27,789	23,365	20,747	21,794	26,871	37,176	23,614	20,369	26,944	**297,544**	68,873	71,900	85,841	70,930	140,773	156,771	297,544
	YoY growth rate	-4.3	-1.6	5.4	-2.4	5.1	-5.2	-4.4	0.1	1.9	0.6	-3.3	0.6	14.0	**0.9**	0.4	-1.2	0.8	3.8	-0.5	2.2	0.9
Same store basis	YoY growth rate	-4.7	-2.2	5.0	-2.5	5.3	-5.5	-4.9	-0.9	0.2	-0.5	-4.5	-0.5	12.5	**0.1**	-0.1	-1.4	-0.4	2.6	-0.8	0.9	0.1
TOTAL NUMBER OF PURCHASING CUSTOMERS		Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
Total store basis	In thousands	3,010	3,463	3,291	2,877	3,388	3,203	2,831	2,961	3,096	4,063	3,185	2,725	3,358	**38,440**	9,631	9,422	10,120	9,267	19,053	19,387	38,440
	YoY growth rate	-6.6	-1.2	-0.4	-2.0	1.0	-8.3	-3.4	-1.0	-0.9	2.8	-3.5	-1.6	11.5	**-0.6**	-1.2	-3.7	0.5	2.0	-2.4	1.2	-0.6
Same store basis	YoY growth rate	-7.3	-2.0	-1.2	-2.4	1.4	-8.5	-3.7	-1.4	-1.9	1.9	-4.3	-2.2	10.6	**-1.2**	-1.9	-3.7	-0.2	1.3	-2.8	0.5	-1.2
AVERAGE PURCHASE PRICE PER CUSTOMER		Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
Total store basis	YoY growth rate	2.8	-0.2	6.2	-0.2	3.8	3.3	-1.3	0.4	2.1	-2.5	-0.3	1.7	1.6	**1.2**	1.8	2.3	-0.2	1.2	2.0	0.4	1.2

《Groupwide Sales results (Domestic) 》

SALES BREAKDOWN BY MERCHANDISE AND SERVICES YoY growth rate in same store basis		Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
Automotive Goods & Services		-5.7	-2.4	4.7	-3.1	5.1	-6.1	-6.0	-2.1	-0.6	-1.1	-5.7	-1.6	10.9	**-0.7**	-0.4	-2.0	-1.2	1.2	-1.2	-0.2	-0.7
	Services	-0.6	3.2	6.6	4.6	9.8	-0.4	-2.2	-0.3	1.9	1.4	-1.1	0.6	10.7	**3.1**	4.8	2.7	1.2	3.9	3.7	2.5	3.1
	Inspection & Maintenance	5.5	-1.6	0.2	5.9	6.3	4.3	1.4	5.4	7.3	6.0	2.3	2.9	5.9	**4.0**	1.5	4.0	6.4	4.0	2.8	5.1	4.0
	Tires	-4.9	2.3	28.4	-7.4	-4.3	-2.3	1.4	5.5	6.3	2.6	-6.1	-6.2	13.6	**2.9**	7.8	-2.0	4.3	0.2	3.0	2.9	2.9
	Wheels	-9.4	5.3	9.3	-4.9	-3.6	-3.6	-4.8	5.5	7.4	4.8	-6.3	-1.5	28.1	**3.7**	3.8	-3.9	5.7	4.8	0.3	5.4	3.7
	Car Electronics	-10.1	-6.6	1.2	-4.4	16.7	-5.9	-13.7	-8.8	-9.4	-6.7	-3.9	2.1	11.5	**-1.8**	-3.7	0.8	-8.2	3.9	-1.3	-2.5	-1.8
	Oil	-7.0	-5.3	-3.0	-0.2	-0.4	-6.2	-2.4	0.1	-3.7	0.1	-2.2	-3.5	5.6	**-1.8**	-2.9	-3.1	-1.0	0.0	-3.0	-0.5	-1.8
	Batteries	13.8	-2.3	-2.5	-1.6	-0.5	-15.4	-14.6	-5.9	-4.0	16.1	-10.6	16.6	-7.1	**-2.9**	-2.1	-10.9	3.6	-2.5	-7.5	0.7	-2.9
	Maintenance Parts	8.9	7.5	6.1	0.8	-1.2	-5.9	-1.1	-7.3	-0.8	-21.5	-22.0	-18.1	-5.1	**-9.4**	5.0	-2.8	-14.1	-16.7	1.2	-15.4	-9.4
	Accessories	-9.7	-9.7	-7.8	-5.5	-2.0	-12.3	-6.8	-1.0	0.2	3.9	3.8	6.2	21.6	**-1.4**	-7.8	-7.0	1.2	10.8	-7.4	5.8	-1.4
	Car Repair Goods	-8.4	-0.6	-4.0	-0.7	1.6	-6.7	5.0	3.5	-4.7	7.6	-8.1	-5.3	12.1	**-0.1**	-1.9	-0.4	2.5	-0.6	-1.2	1.1	-0.1
	Motor Sports Goods	-15.8	-12.7	-12.2	-10.4	-8.9	-13.3	-7.9	-8.8	-8.5	-4.2	-3.6	-2.4	9.7	**-7.1**	-11.8	-10.1	-6.9	1.0	-11.0	-3.4	-7.1
	Car Leisure	-15.5	-25.2	-23.0	-5.6	3.2	-9.7	-16.5	-22.1	-13.9	-10.4	-9.5	-2.2	-2.7	**-11.5**	-18.7	-7.0	-15.4	-4.9	-12.5	-10.4	-11.5
	Motorcycle Goods	64.5	12.1	1.1	7.5	2.2	34.7	-9.7	22.7	-18.7	-1.7	-8.5	21.4	-11.1	**2.7**	7.0	8.5	-2.0	-3.3	7.8	-2.7	2.7
New & Used Cars		7.3	1.8	10.3	6.8	8.1	4.3	8.7	19.9	18.5	13.2	21.2	11.5	31.3	**13.5**	6.2	7.1	17.3	22.4	6.7	20.2	13.5
Second-hand automotive goods		-8.4	-9.9	-5.2	-6.2	-1.1	-5.1	2.3	-1.3	-4.7	3.2	-10.1	-4.2	11.7	**-2.8**	-7.2	-1.4	-0.8	-1.7	-4.3	-1.2	-2.8
Fuel		16.6	10.2	7.0	4.2	10.9	7.6	5.3	16.8	14.4	26.8	18.2	19.6	12.8	**12.8**	7.1	8.0	19.6	16.7	7.5	18.1	12.8

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

		Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
AUTOBACS	YoY growth rate	-4.5	-1.8	6.3	-3.0	5.8	-5.5	-5.0	-1.6	0.4	-0.4	-5.6	-0.4	11.2	**0.0**	0.3	-1.2	-0.4	1.7	-0.5	0.5	0.0
Super AUTOBACS	YoY growth rate	-8.3	-3.7	1.5	-3.0	3.8	-7.5	-8.3	-3.4	-3.0	-2.7	-6.0	-3.9	10.1	**-2.2**	-1.8	-3.6	-3.0	0.1	-2.7	-1.6	-2.2
AUTO HELLOES	YoY growth rate	1.6	1.3	-7.3	-19.6	6.6	-6.3	-16.6	2.6	21.6	-19.5	2.2	32.7	40.0	**-3.0**	-4.6	-4.7	4.4	22.9	-4.7	9.1	-3.0

	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
《Overseas sales》 (YoY growth rate in total store basi	5.3	9.6	1.4	6.0	3.0	0.7	-3.5	5.7	-0.7	-3.0	-5.3	7.4	-2.0	**2.2**	6.5	2.0	0.3	-0.1	4.2	0.1	2.2

		Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Total	1Q	2Q	3Q	4Q	1H	2H	FY2012
Number of Stores	AUTOBACS	+2	+1	+1	0	+2	+1	+6	+4	0	+1	+1	+6	430	+4	+3	+10	+8	+7	+18	+25
	Super AUTOBACS	0	0	0	0	0	0	0	0	0	0	0	0	76	0	0	0	0	0	0	0
	AUTO HELLOES	0	-1	-2	0	0	-1	0	0	0	0	0	0	1	-3	-1	0	0	-4	0	-4
	AUTOBACS *Secohan Ichiba*	0	0	0	0	0	0	-1	0	0	-2	0	0	18	0	0	-1	-2	0	-3	-3
	AUTOBACS Express	0	0	0	-1	-1	0	0	0	0	0	0	0	5	0	-2	0	0	-2	0	-2

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

In March 2012, both total store and same-store sales increased by 14% and 12.5% respectively from last year's March results(LY). Factors behind the % changes are; 1) sales surge especially in the Tohoku and North Kanto region from the sharp drop in last March after the earthquake and tsunami disaster; 2) strong sales of car electronics and car accessories, both of which driven by the upward trend of new car sales; 3) starting switchbacks of snow tires into summer tires; 4) nationwide advertising and sales promotion initiatives applied in mid-March.

< STORE INFORMATION > Mar 2012: New store 6; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of Mar 2012: Domestic 530 (AUTOBACS 430, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 18, AUTOBACS Express 5)

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)

Total store and same-store sales in April decreased by 1.6% and 2.2% respectively from last year's April results(LY). Factors behind the % changes are; 1) decreasing sales of Car Electronics and Accessories resulting from the drop in new car sales; 2) continuing weak sales of non-essential items such as car interior and car washing items, and motorsports goods, partially due to promotional activities suspended by the earthquake; 3) stable sales of basic items such as batteries, emergency parts and safety kits; 4) starting switchbacks of snow tires into summer tires in the snowfall areas; 5) earthquake damaged Tohoku region recovered its sales in almost every merchandise category.

< STORE INFORMATION > Apr 2011: New store 2; Relocation, Scrap & build 1 ; Closed 0
Total number of domestic stores at the end of Apr 2011: Domestic 515 (AUTOBACS 406, Super AUTOBACS 76, AUTO HELLOES 5, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

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

Total store and same-store sales in May increased by 5.4% and 5.0% respectively from last year's May results(LY). Positive sales growth was seen nationwide, though new car sales were still weak. Factors behind the % changes are; 1) solid sales of tires due to the increased switchback demand of snow tires into summer tires and the intense demand before the price hike of tires; 2) improving sales of car electronics enhanced by the robust sales of digital terrestrial TV broadcasting(DTTB) goods; and 3) strong sales recovery seen in the stores in the earthquake damaged Tohoku region(demand of maintenance and Statutory safety inspection).

< STORE INFORMATION > May 2011: New store 0; Relocation, Scrap & build 1 ; Closed 0
Total number of domestic stores at the end of May 2011: Domestic 515 (AUTOBACS 407, Super AUTOBACS 76, AUTO HELLOES 4, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

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

Total store and same-store sales in June decreased by 2.4% and 2.5% respectively from last year's June results(LY). Factors behind the % changes are; 1) sharp sales drop of Tires and Wheels in contrast to the strong May sales and the campaign boosted sales of LY; 2) strong sales were achieved for the digital terrestrial TV broadcasting(DTTB) goods but sales of car navigation devices have declined following the drop in its unit price and pushed down the monthly sales of Car Electronics behind LY. 3) weak sales in Accessories resulting from the weak new car sales.

< STORE INFORMATION > June 2011: New store 0; Relocation, Scrap & build 2 ; Closed 1
Total number of domestic stores at the end of Jun 2011: Domestic 514 (AUTOBACS 408, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 7)

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

Total store and same-store sales in July increased by 5.1% and 5.3% respectively from last year's July results(LY). Factors behind the % changes are; 1) strong sales of digital terrestrial TV broadcasting tuner and car navigation devices. 2) nationwide positive sales, somewhat pushed up by an one additional Sunday compared to LY. 3) continuing sales drop of Tires, which occurred in reaction to its robust sales before the price hike in June. The changing customer's preference, which is shifting towards the lower end of price range, also had some influence to the weakened sales of Tires. LY's sales promotion initiatives centered on Tires (including newspaper ads) also pushed down its year-over-year ratio.

< STORE INFORMATION > July 2011: New store 0; Relocation, Scrap & build 0 ; Closed 1
Total number of domestic stores at the end of Jul 2011: Domestic 513 (AUTOBACS 408, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 6)

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

Both total store and same-store sales in August decreased by 5.2% and 5.5% respectively from last year's August result(LY). Overall sales were hurt by multiple factors such as weak new car sales against LY's strong sales aided by the government's incentive program, tough annual competition for summer heat related items, which have grown last year by the extreme heat waves, termination of the government's expressway toll discount policies, and one less Sunday compared to LY.
In terms of Car Electronics, sales of digital terrestrial TV broadcasting tuners continued to be strong, but were not enough to cover the sales decline of car navigation and ETC devices.

< STORE INFORMATION > Aug 2011: New store 2; Relocation, Scrap & build 0 ; Closed 1
Total number of domestic stores at the end of Aug 2011: Domestic 514 (AUTOBACS 410, Super AUTOBACS 76, AUTO HELLOES 2, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 5)

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

Both total store and same-store sales in September decreased by 4.4% and 4.9% respectively from last year's September(LY) result. Factors behind the % changes are; 1) weaker sales of car navigation devices, ETC devices and car interiors compared to LY when these merchandises sales had been boosted up by the outstanding new car sales in previous months; 2) drop in customers' purchase price for the in-dash type car navigation devices; 3) tough annual competition for summer heat related items such as batteries, which grew significantly LY by the extreme heat waves; 4) strong demand continued but at a slower pace for the digital terrestrial TV broadcasting tuners; 5) solid sales in the Tohoku region.

< STORE INFORMATION > Sep 2011: New store 2; Relocation, Scrap & build 1 ; Closed 2
Total number of domestic stores at the end of Sep 2011: Domestic 514 (AUTOBACS 411, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 21, AUTOBACS Express 5)

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

Total store sales in October increased by 0.1% from last year's October(LY), while same-store sales decreased by 0.9% from LY. Factors behind the % changes are; 1)solid sales of Tires & Wheels driven by the upward demand of snow tires and tire & wheel sets, which nation-wide advertisement started earlier than usual; 2)soft sales of in-dash car navigation devices, which purchase unit price had dropped though its sales volume had increased; 3)weak sales of wiper shades affected by fewer rain than LY.

< STORE INFORMATION >

Oct 2011: New store 6; Relocation, Scrap & build 1 ; Closed 1

Total number of domestic stores at the end of Oct 2011: Domestic 519 (AUTOBACS 417, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 20, AUTOBACS Express 5)

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

Total store and same-store sales in November increased by 1.9% and 0.2% respectively from last year's November results(LY). Factors behind the % changes are; 1)solid sales of Tires & Wheels inspired by snowfalls at the heavy snow area such as Hokkaido as well as nationwide newspaper advertisements applied at the end of the month. 2)sales decline of Car Electronics due to weak demand of ETC devices and portable navigation devices; 3)upward CARS sales thanks to the increased demand of used car assessment service and purchase, and recovery in new car sales.

< STORE INFORMATION >

Nov 2011: New store 5; Relocation, Scrap & build 0 ; Closed 1

Total number of domestic stores at the end of Nov 2011: Domestic 523 (AUTOBACS 421, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 20, AUTOBACS Express 5)

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

In December 2011, total store sales increased by 0.6% from last year's December(LY) while same-store sales decreased by 0.5% from LY. Factors behind the % changes are; 1)strong sales of Tires & Wheels and Batteries inspired by snowfalls not only in the heavy snow regions of Sea of Japan Coastal area, but also in the warmer regions of Kansai and Tokai area. Nationwide newspaper advertisements were also applied in the end of the month; 2)sales fall in tire chains and wiper blades compared to LY, when sales hiked-up after the heavy snowfall in the year-end; 3)downward trend in the prices of navigation devices and digital terrestrial TV broadcasting goods.

< STORE INFORMATION >

Dec 2011: New store 0; Relocation, Scrap & build 0 ; Closed 0

Total number of domestic stores at the end of Dec 2011: Domestic 524 (AUTOBACS 422, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 20, AUTOBACS Express 5)

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

Both total store and same-store sales in January decreased by 3.3% and 4.5% respectively from last year's January (LY) result. Factors behind the % changes are; 1) LY's leaping sales according to heavy snowfalls in several areas of Japan that in reverse this year have driven down sales of winter items, especially snow tires and tire chains; 2) increasing sales of Accessories resulting from the recovery of new car sales; 3) navigation devices also increasing in quantity thanks to new car sales growth.

< STORE INFORMATION >

Jan 2012: New store 1; Relocation, Scrap & build 0 ; Closed 2

Total number of domestic stores at the end of Jan 2012: Domestic 523 (AUTOBACS 423, 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 February 2012, total store sales increased by 0.6% from last year's February(LY) while same-store sales decreased by 0.5%. Factors behind the % changes are; 1) softer sales of snow tires and tire chains compared to the particularly strong result of LY, when snowfall hit the Kanto region lifting sales of those items; 2) growing sales of car electronics and car accessories, both of which lifted by the upward trend of new car sales; 3) strong sales of batteries and other winter items associated to nationwide snowfalls and cold temperature.

< STORE INFORMATION >

Feb 2012: New store 1; Relocation, Scrap & build 1 ; Closed 0

Total number of domestic stores at the end of Feb 2012: Domestic 524 (AUTOBACS 424, Super AUTOBACS 76, AUTO HELLOES 1, AUTOBACS *Secohan Ichiba* 18, AUTOBACS Express 5)