

FY March 2017 Analyst Meeting



AUTOBACS SEVEN CO., LTD.

May 10, 2017

I . Consolidated Results of FY March 2017

Consolidated P/L (FY March 2017)



Decrease in net sales and income: Net sales and gross profit declined, while SG&A expenses remained within the plan

Sales of products such as accessories and car electronics fell despite recovery in sales of tires, oil, batteries and other consumables. Operating income fell short of the previous year's result, although SG&A expenses remained within the plan.

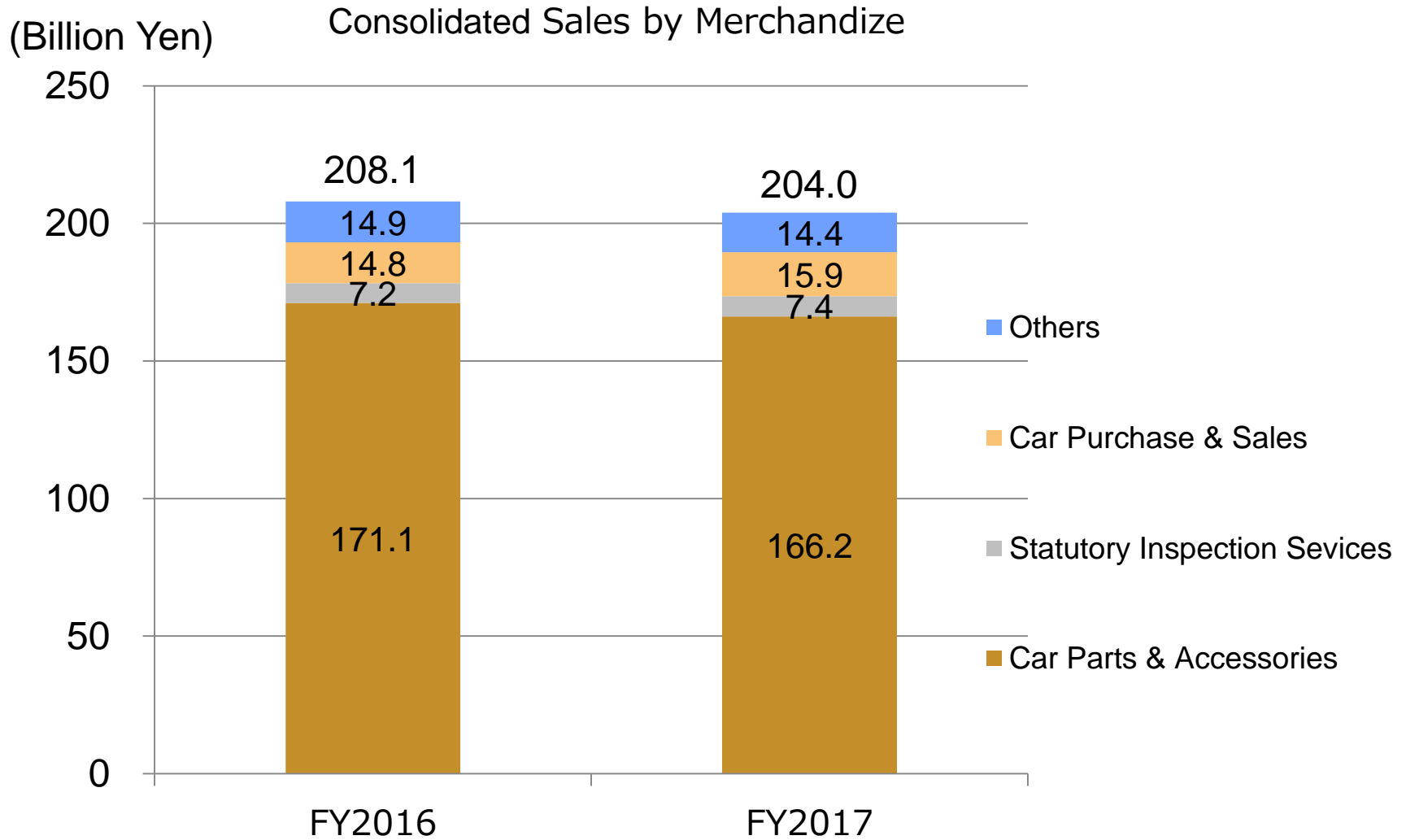
(Billion Yen)

	FY March 2017				FY March 2016 Results
	Latest forecasts	Actual results	YoY change	Change from the latest forecasts	
Net sales	206.7	204.0	-2.0%	-1.3%	208.1
Gross profit	66.5	66.1	-1.2%	-0.5%	66.9
SG&A	61.3	60.3	+0.1%	-1.6%	60.2
Operating income	5.2	5.8	-13.0%	+12.1%	6.7
Ordinary income	6.2	7.1	-8.5%	+14.8%	7.7
Net income	3.7	3.0	-31.0%	-18.5%	4.3
EPS(Yen)	44.0	36.0	30.2%	-18.0%	51.6
ROE	2.8%	2.3%	-0.9pt	-0.5pt	3.2%

Notes: amounts are rounded down to the nearest hundred million yen.

% of net sales, YoY comparisons and planned targets are calculated in yen.

Consolidated Sales by Merchandize

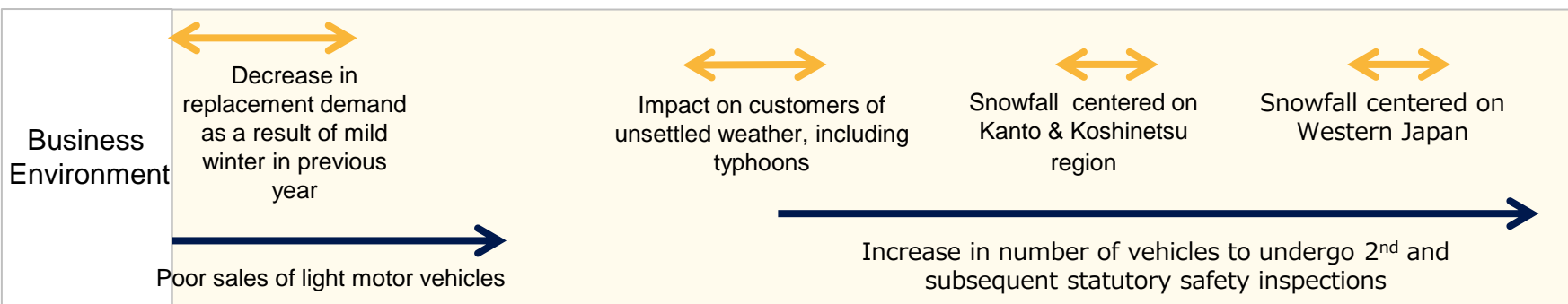
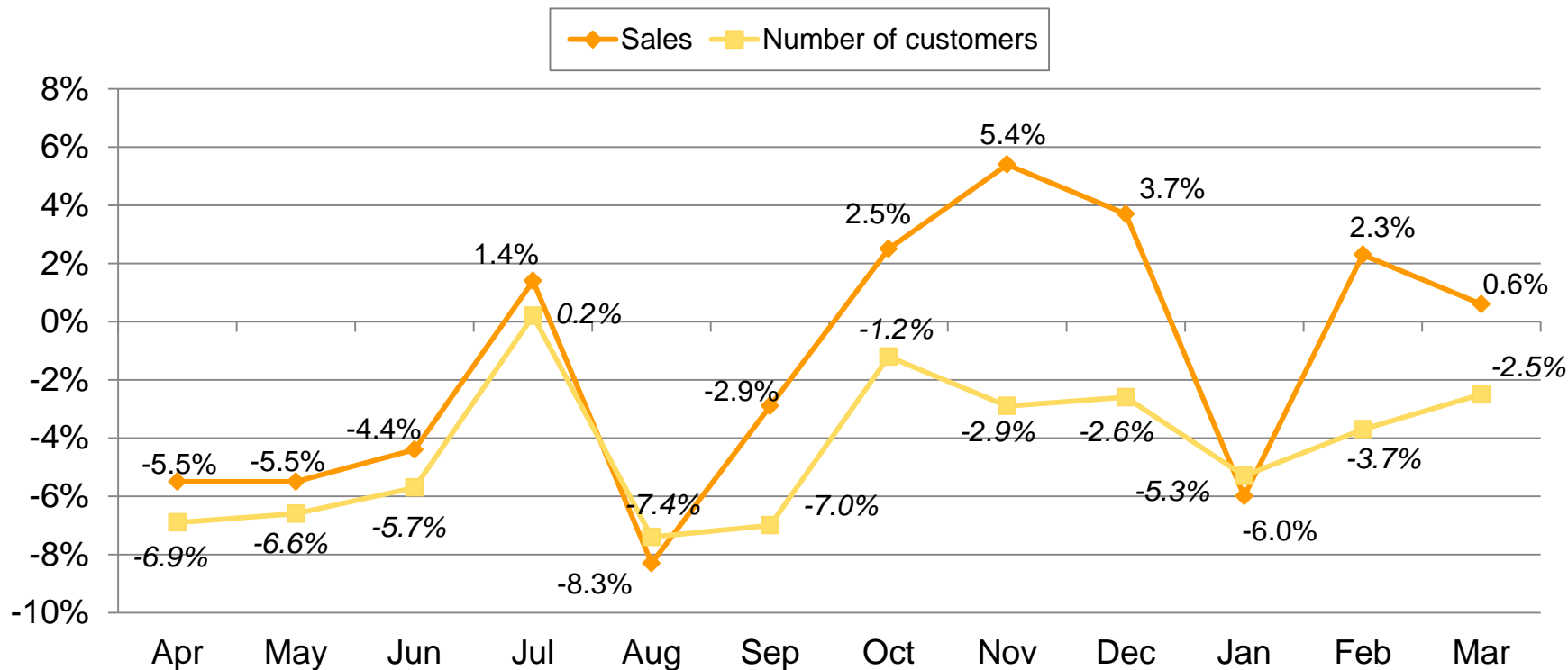


Amounts are rounded down.

FY March 2017 Review of Business Environment



Same store sales and number of customers at domestic AUTOBACS-chain stores including FCs (YoY)



FY March 2017 Consolidated P/L - Factors for YoY Change



	FY March 2017			FY Mar 2016 % of Sales
	Result % of Sales	YoY change	Major drivers of variance	
Net sales	204.0 BY	-2.0%	Non-consolidated-5.23 BY Domestic store subsidiaries -2.1 BY Overseas subsidiaries -1.23 BY Subsidiaries for car goods supply and other: 1.2 BY •Decrease in sales of accessories, etc. and decrease in wholesale sales due to improvement in store inventory efficiency •Decline in sales due to franchising of store subsidiary •Increase in sales due to strong performance of oil wholesaler and acquisition of imported car dealer	208.1 BY
Gross profit	66.1 BY 32.4%	-1.2%	Wholesale sales -1.0 BY, Retail sales +0.3 BY •Improvement of gross profit margin due to initiatives to improve profitability at store subsidiaries	66.9 BY 32.2%
SG&A	60.3 BY 29.6%	+0.1%	Selling expenses : Reduction due to review of advertising and sales promotions Equipment expenses: Increase in depreciation associated with renovation of logistics center	60.2 BY 29.0%
Non-operating income/ expense	1.2 BY 0.6%	+19.6%		1.0 BY 0.5%
Extraordinary gains	-	-		0.3 BY
Extraordinary loss	2.6 BY	+351.5%	Loss on sale of shares of subsidiaries 0.27 BY Loss on impairment of fixed assets 2.16 BY 【Breakdown】 Welfare facilities, store land and buildings	0.5 BY
Adjustments to Income Taxes	1.4 BY	-53.9%	Reduction in income tax burden as a result of sales of shares of subsidiary	3.2 BY

Notes: amounts are rounded down to the nearest hundred million yen. % of net sales, YoY comparisons and planned targets are calculated in yen.

Analysis of Operating Income by Segment

Domestic Retail sales		Total store basis: -0.2% Same store basis: -1.1%	
		Operating Income	Major drivers of variance (yoy)
Segment	Non-consolidated	5.16 BY	-1.91 BY Net sales -5.23 BY (-3.3%) Gross profit: -1.25 BY ((Gross profit margin: 20.5% (last year 20.6%)) •Decrease in sales of accessories, etc. and decrease in wholesale sales due to improvement in store inventory efficiency SG&A +0.69 BY •Increase in expense associated with renovation of logistics center, etc.
	Domestic store subsidiaries	0.27 BY	+1.24 BY Net sales -2.1 BY (-3.1%) Gross profit +0.24 BY ((gross profit:39.9%(last year 38.4%)) •Increase mainly due to initiatives to improve gross profit and changes in mix SG&A -0.99 BY •Decrease as a result of transfer of business
	Overseas subsidiaries	0.17 BY	-0.2 BY Decrease in profit of French subsidiary, increase in expenses relating to store opening in Thailand
	Subsidiaries for car goods supply and other	0.1 BY	+0.08 BY Improvement in performance of imported car dealer and oil wholesale subsidiary
	Subsidiaries for supporting function	0.35 BY	-0.05 BY
Segment total		5.70 BY	-0.84 BY
Consolidation Adjustments		+ 0.12 BY	
Consolidated		5.82 BY	-0.87 BY

Amounts are rounded down.

Segment Information



(Million Yen)

		FY March 2017 results	FY March 2016 results	YoY Change	Latest Forecasts	% to Forecasts
Non-consolidated	Net sales	153,054	158,288	-3.3%	154,500	-0.9%
	Operating income	5,164	7,074	-27.0%	5,000	+3.3%
Domestic store subsidiaries	Net sales	66,444	68,550	-3.1%	69,900	-4.9%
	Operating income	270	-974	—	-200	—
Overseas subsidiaries	Net sales	7,870	9,104	-13.5%	8,090	-2.7%
	Operating income	-178	30	—	-140	—
Subsidiaries for car goods supply and other	Net sales	22,467	21,263	+5.7%	21,700	+3.5%
	Operating income	101	18	+448.7%	110	-7.8%
Subsidiaries for supporting function	Net sales	2,937	3,204	-8.3%	2,870	+2.4%
	Operating income	350	400	-12.6%	320	+9.4%
Segment total	Net sales	252,774	260,410	-2.9%	257,060	-1.7%
	Operating income	5,707	6,549	-12.9%	5,090	+12.1%

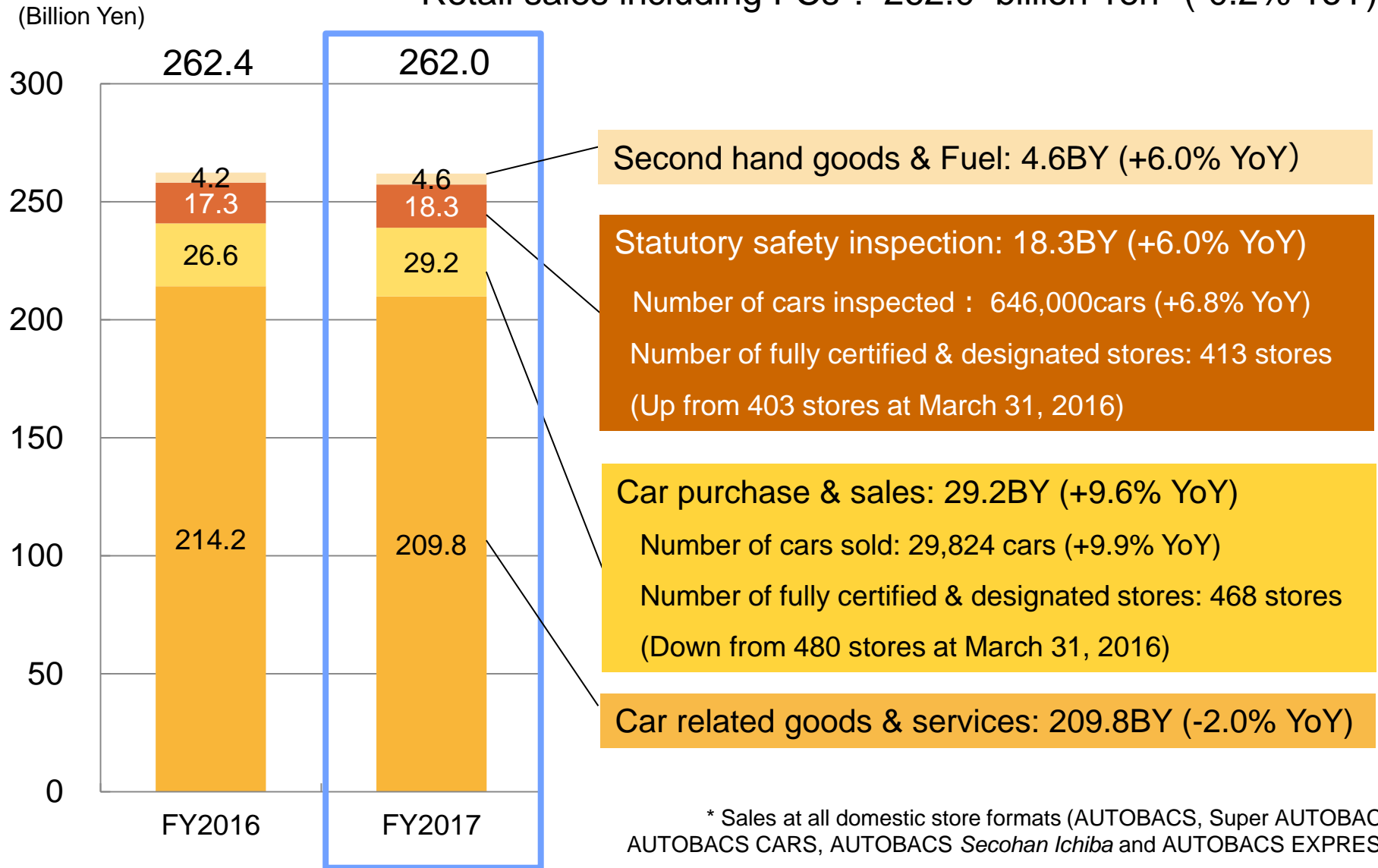
Notes: amounts are rounded down to the nearest hundred million yen.

% of net sales and YoY comparisons are calculated in yen. Figures in parentheses are negative.

Retail Sales in Total AUTOBACS Group Stores



Retail sales including FCs*: 262.0 billion Yen (-0.2% YoY)



Initiatives in Domestic Retail Sales Business



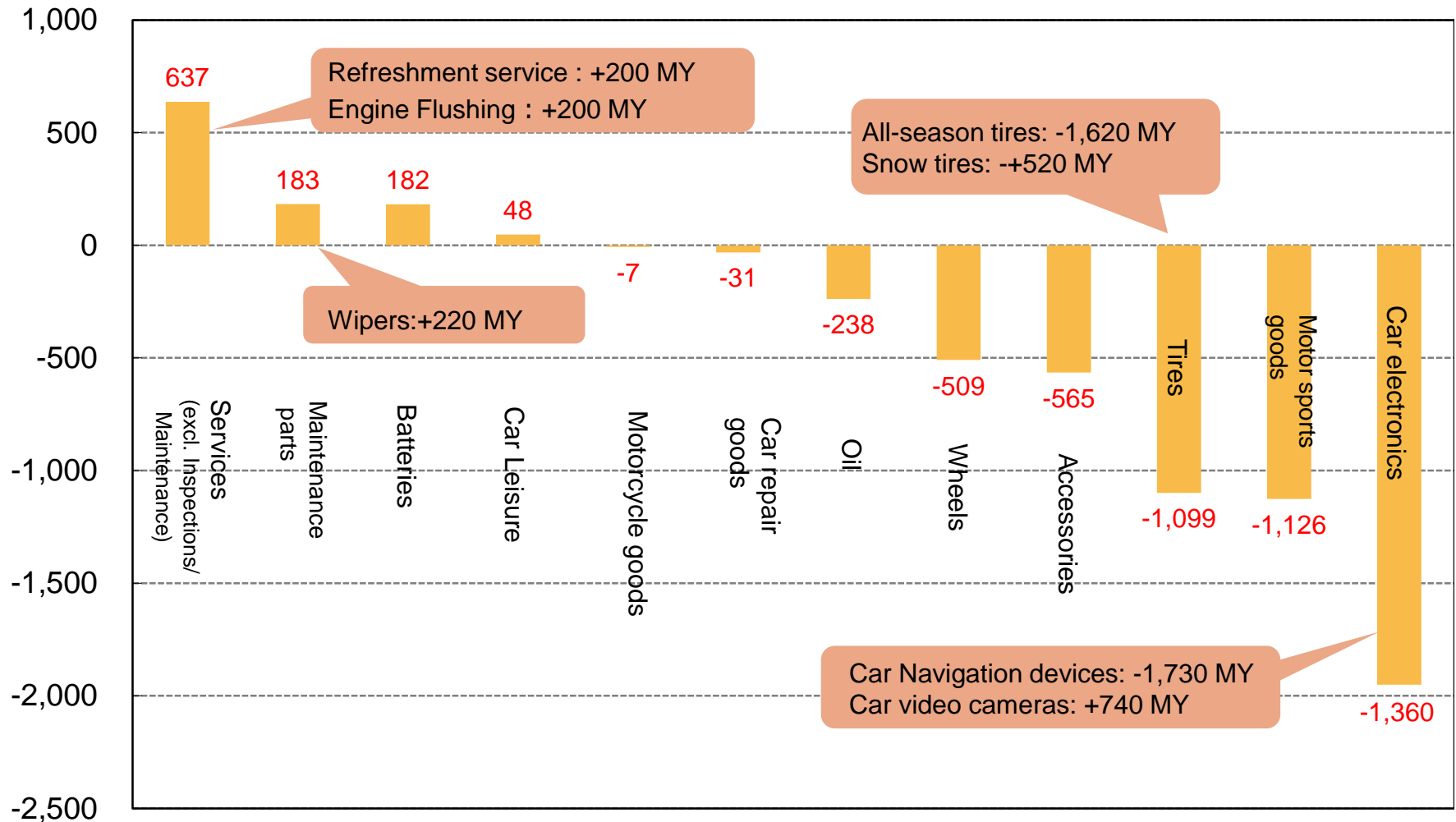
	Measures Implemented
Automotive goods and services	<ul style="list-style-type: none">• Expansion of line-up of private brand "AQ."• Sales expansion of car video cameras (Amount (YoY) +25.4%)• Marketing of safety products such as "Pedal Watcher"• Optimum pricing and change price indications to tax-exclusive pricing
Statutory safety inspections and maintenance	<ul style="list-style-type: none">• Promotion and implementation of 15-minute statutory inspections• Launch of the "Three Relief Star Compensation" service• Promotion of appointments made via website/telephone• Further promotion of AUTOBACS statutory inspections through TV commercials
Car purchases and sales	<ul style="list-style-type: none">• Strengthening of purchase inspections at stores• Expansion of car purchases through opening of car purchase specialist stores<ul style="list-style-type: none">→ A total of 8 store openings since March 2016• TV commercials to boost recognition of car purchases

Sales Ups & Downs by Merchandise (FY March 2017)

【Same store basis】 Sales: -1.1% YoY, Number of customers: -4.3% YoY

(Million Yen)

Retail sales ups and downs by merchandise category
(FY March 2017, YoY change in amount, total store basis)



E-commerce

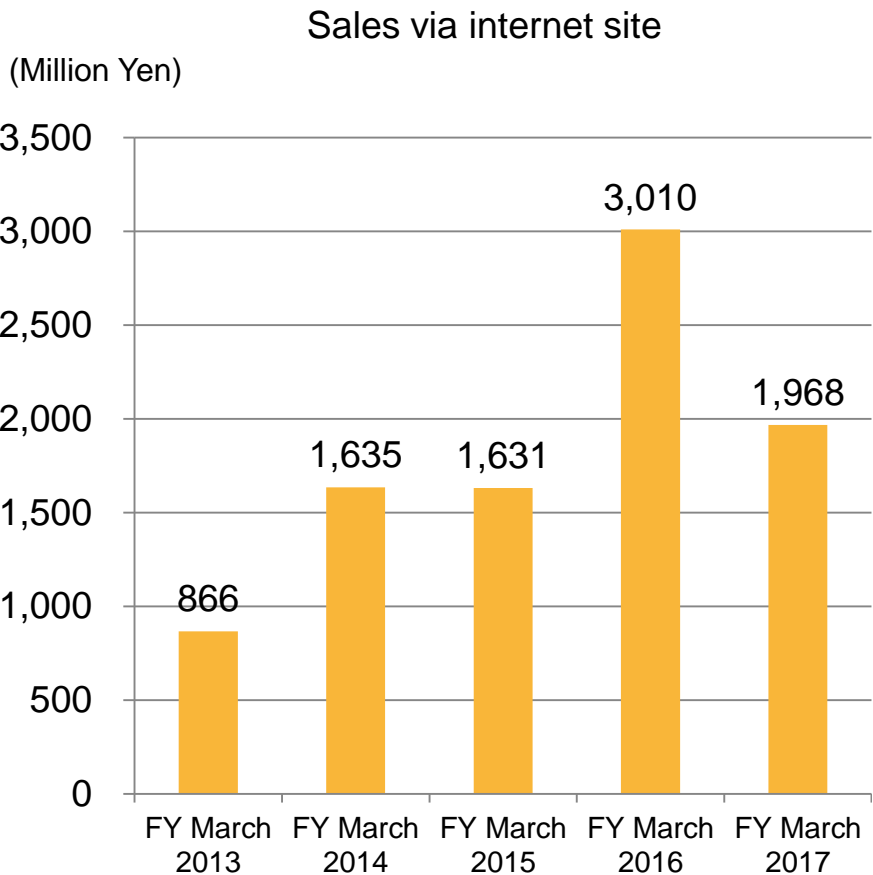


Sales via internet site (FY March 2017)

1.96billion Yen (YoY -34.6%)

[Sales by distribution channel]
Delivered at stores (Store sales)
: 1.08 billion Yen (YoY -30.7%)
Direct delivery to customers
: 0.88 billion Yen (YoY -38.9%)

[Sales by contact point]
Company website : 59.1%
Internet shopping mall: 40.9%



Oil Change / Statutory Safety Inspections:

Initiatives implemented for appointments made via website/telephone



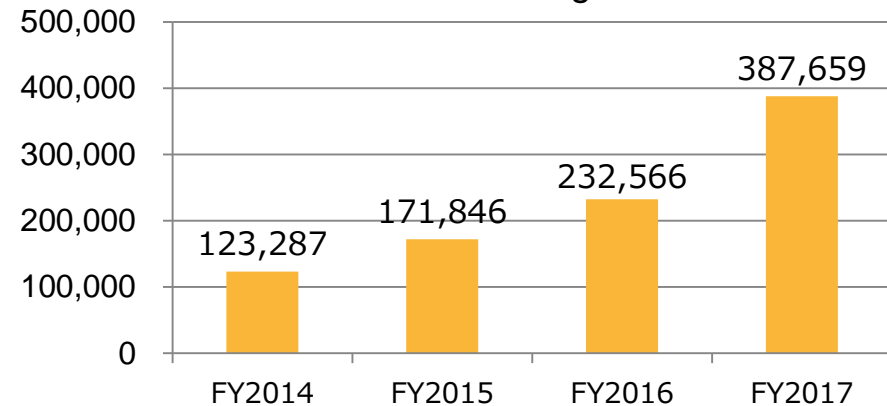
Results of Oil change appointments (FY March 2017)

Approximately 388,000 (YoY +66%)

Percentage of oil sales volume: 8.4%

(Number)

Oil change



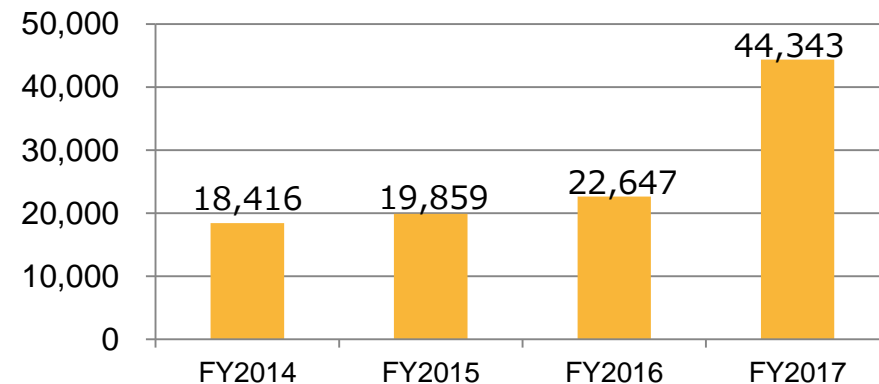
Results of Statutory safety inspections appointments (FY March 2017)

Approximately 44,000 cars (YoY +96%)

Percentage of total number of car inspections : 6.9%

(Number)

Statutory safety inspection



Development of New Format in Domestic Retail Sales Business



Stores combining gasoline stand with secondary functions such as automotive goods and services and statutory inspections

AUTOBACS TATEBAYASHI SUWA-CHO Store

(Opened Nov. 3, 2016)



AUTOBACS
TATEBAYASHI SUWA-CHO Store

Stores pursuing greater customer convenience

AUTOBACS AKITA YURIHONJO Store

AUTOBACS IWAKUNI Store

(Opened Dec. 23, 2016)

- Significant changes to product display to facilitate product selection
- Elimination of waiting time through work by appointment



AUTOBACS
AKITA YURIHONJO Store



AUTOBACS
IIWAKUNI Store

New format using car washing

Smart+ 1 IBARAKI NISHI Store (opened Feb. 9, 2017)

- Membership system; only pre-booked products are available
- Elimination of waiting time through work by appointment
- Notification of timing of next store visit through app



Smart+ 1
IBRAKI NISHI Store

Domestic Store Subsidiaries: Results of Restructuring

- Transferred shares of store subsidiaries

Transferred all shares of store subsidiaries in Hokkaido area to franchisee (Feb. 1, 2017)

⇒ Transferred 17 stores in total

Transferred all shares of store subsidiaries in Yamagata area to franchisee (Apr. 1, 2017)

⇒ Transferred 7 stores in total

- Received transfer from franchisee

Received transfer of 2 stores in Saga area from franchisee

FY March 2018 Domestic store subsidiaries: 17 (as of Apr. 1, 2017)

Initiatives in Domestic Retail Sales Business



Establishment of new companies

Company Name: Chain Growth Co., Ltd.

Established: Feb. 24, 2017

(Trade name change from Support-A Co., Ltd)

Purpose: Training of maintenance engineers for retail sales
business and dispatch to stores; consulting services
for the retention of human resources

Company Name: ABT Marketing Co., Ltd.

Established: Mar. 3. 2017

Purpose: Creation of motoring life style database; marketing services

Store Openings and Closings (FY March 2017)



Domestic stores	No. of stores at March 31, 2016	FY March 2017						No. of stores at March 31, 2017
		1st Half			2nd Half			
		New	S/B · R/L	Close	New	S/B · R/L	Close	
AUTOBACS	498	+2	+1/-1	-7	+7	+1	-6	495
Super AUTOBACS	75						-1	74
AUTOBACS <i>Secohan Ichiba</i>	9							9
AUTOBACS EXPRESS	12						-1	11
AUTOBACS CARS	5	+3			+5	-1		12
Total	599	+5	+1/-1	-7	+12	+1/-1	-8	601

Overseas stores	No. of stores at Mar 31, 2016	FY March 2016		No. of stores at Mar 31, 2017
		1st-half	2nd-half	
France	11			11
Thailand	6	+2		8
Singapore	3	-1		2
Taiwan	6			6
Malaysia	5		-1	4
Indonesia	2		+3	5
Philippines	0		+2	2
Total	33	+1	+4	38

S/B=Scrap & Build,
R/L=Relocation

Performance by Overseas Subsidiaries

Performance of Consolidated Subsidiaries

	France		Thailand		Singapore		China		Malaysia	
Number of stores at Mar. 31, 2017-including FC stores-	11		8		2		0		4	
Period	FY March 2017	FY March 2016	FY March 2017	FY March 2016	FY March 2017	FY March 2016	FY March 2017	FY March 2016	FY March 2017	FY March 2016
Net Sales (Million Yen)	6,040	7,068	276	334	1,257	1,339	269	343	26	17
SG&A (Million Yen)	3,290	3,701	199	169	518	480	117	133	65	54
Operating Income (Million Yen)	-88	9	-123	-70	91	135	-2	4	-54	-47
Performance	Decrease in operating income due to sales decrease despite efforts to increase gross profit margin by strengthening EC site and increasing percentage of sales of services (rather than tire sales)		Opened two new stores and one relocated store in line with aim of establishing business model of using small stores to tap into maintenance demand in the surrounding area		Firm profit, reflecting store renovation and unprofitable store closure as well as active implementation of promotional measures		Solid performance in business of export for AUTOBACS stores, but poor sales of other wholesale business		Continued experiment of format centered on maintenance services at store opened last fiscal year	

Amounts are rounded down.

Initiatives in Overseas Business



New Store Openings in ASEAN



AUTOBACS CHARAN Store
in Thailand
(Opened May 27, 2016)



AUTOBACS TSM Bandung Store
in Indonesia
(Opened Dec. 9, 2016)



AUTOBACS Supermall Karawaci Store
in Indonesia
(Opened Feb. 10, 2017)



AUTOBACS LAT PHRAO 101 Store
in Thailand
(Opened Jul. 22, 2016)



Bintaro Jaya Xchange Mall Store
in Indonesia
(Opened Feb. 10, 2017)

Capital/Business Partnership

Malaysia: Wholesale of tires and manufacturing/distribution of appliances for maintenance of automobiles in Malaysia - Start of the capital alliance/business partnership with the local enterprise, the Kit Loong Group (September 2016)

Initiatives in New Business

New imported car dealer made into a subsidiary and commenced operations.

Motoren Tochigi Corp.

- Operates five sites including BMW dealers in Tochigi Prefecture
- Sells new BMW cars, and sells services and BMW approved used cars



Utsunomiya main dealership



Oyama dealership/BMW Premium Selection Oyama

II . Forecasts for FY March 2018

Business Environment

- Demand for passenger cars (standard, small + mini/light vehicles) is expected to fall 0.8% year on year (Japan Automobile Manufacturers Association)
- The number of vehicles subject to statutory safety inspections will continue trending upward in the first half and trend down from the second half
- Demand for tires for passenger cars is expected to remain flat (Japan Automobile Tyre Manufacturers Association)
- Reduction of tire prices

Domestic Store Sales (YoY)

First Half		Second Half		Full Year	
Same store basis	Total store basis	Same store basis	Total store basis	Same store basis	Total store basis
+1.5%	+2.0%	+0.3%	+0.8%	+0.9%	+1.4%

Sales at all domestic store formats

Financial Forecasts (FY March 2018)



(Billion Yen)

	FY March 2017 Result (% to Net sales)	FY March 2018 (Forecast)			
		1st-half (% to Net sales)	2nd-half (% to Net sales)	Full year (% to Net sales)	YoY change (amount & rate)
Net sales	2,040	954	1,096	2,050	+0.5%
Gross profit	661 32.4%	313 32.8%	354 32.3%	667 32.5%	+0.8% +0.1pt
SG&A	603 29.6%	303 31.8%	294 26.8%	597 29.1%	-1.0% -0.5pt
Operating income	58 2.9%	10 1.0%	60 5.5%	70 3.4%	+20.1% +0.5pt
Ordinary income	71 3.5%	15 1.6%	60 5.5%	75 3.7%	+5.3% +0.2pt
Net income	30 1.5%	8 0.8%	44 4.0%	52 2.5%	+72.4% +1.0pt
ROE	2.3%			4.1%	+1.8pt
Same store sales (yoy)	-1.1%	+1.5%	+0.3%	+0.9%	—
Total store sales (yoy)	-0.2%	+2.0%	+0.8%	+1.4%	—

Notes: amounts are rounded down to the nearest hundred million yen.

% of net sales, YoY comparisons and planned targets are calculated in million yen.

Forecast at Parent & Subsidiary Level (FY March 2018)



(Million Yen)

		FY March 2017 results	FY March 2018(Forecasts)			
			1st-half	2nd-half	Full Year	YoY change (amount)
Non-consolidated	Net sales	153,054	70,900	83,000	153,900	+0.6%
	Operating income	5,164	1,000	4,700	5,700	+10.4%
Domestic store subsidiaries	Net sales	66,444	27,200	31,800	59,000	-11.2%
	Operating income	270	-450	990	540	+99.9%
Overseas subsidiaries	Net sales	7,870	4,600	4,450	9,050	+15.0%
	Operating income	-178	-20	-80	-100	—
Subsidiaries for car goods supply and other	Net sales	22,467	13,800	14,780	28,580	+27.2%
	Operating income	101	170	320	490	+383.4%
Subsidiaries for supporting function	Net sales	2,937	1,700	1,730	3,430	+16.8%
	Operating income	350	200	210	410	+17.1%
Segment total	Net sales	252,774	118,200	135,760	253,960	+0.5%
	Operating income	5,707	900	6,140	7,040	+23.4%

Notes: amounts are rounded down to the nearest ten million yen.

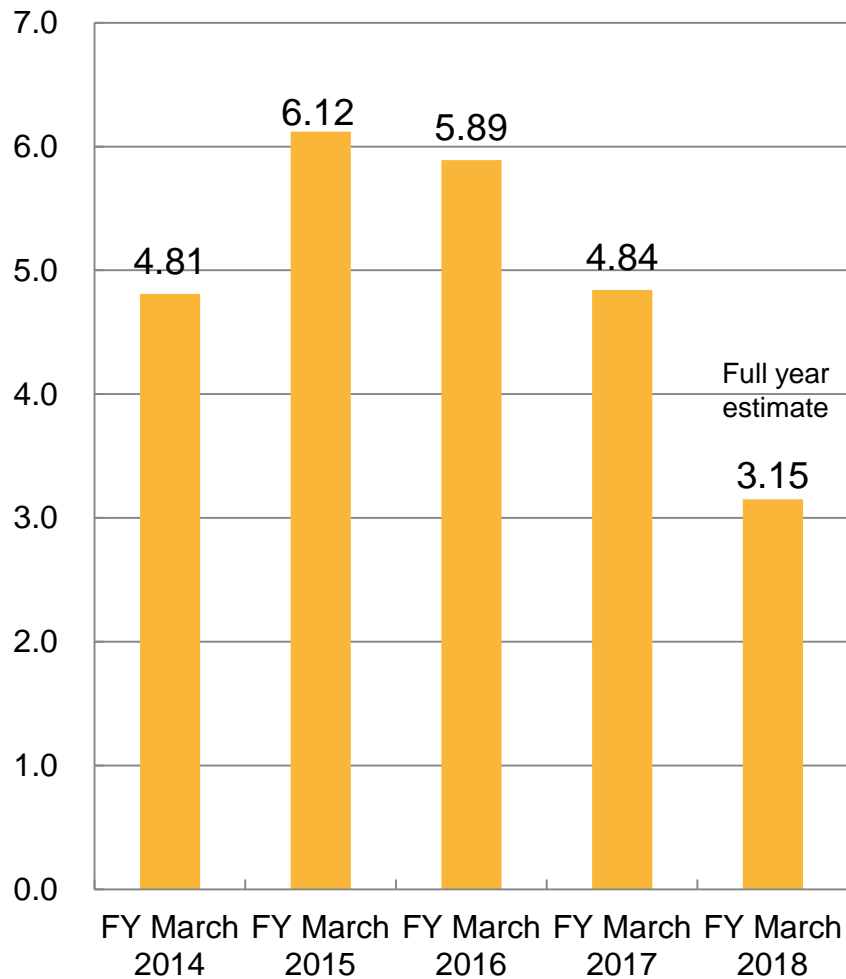
% of net sales, YoY comparisons and planned targets are calculated in million yen.

Capital Expenditures & Depreciation



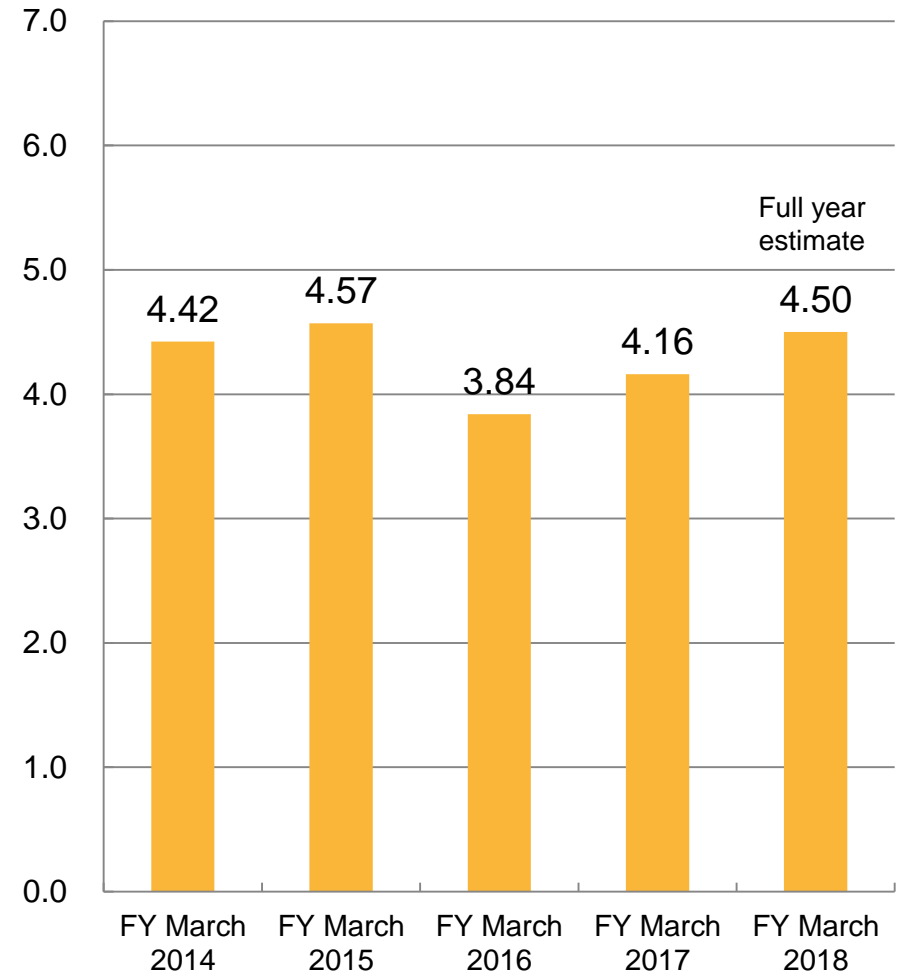
Capital Expenditures

(Billion Yen)



Depreciation

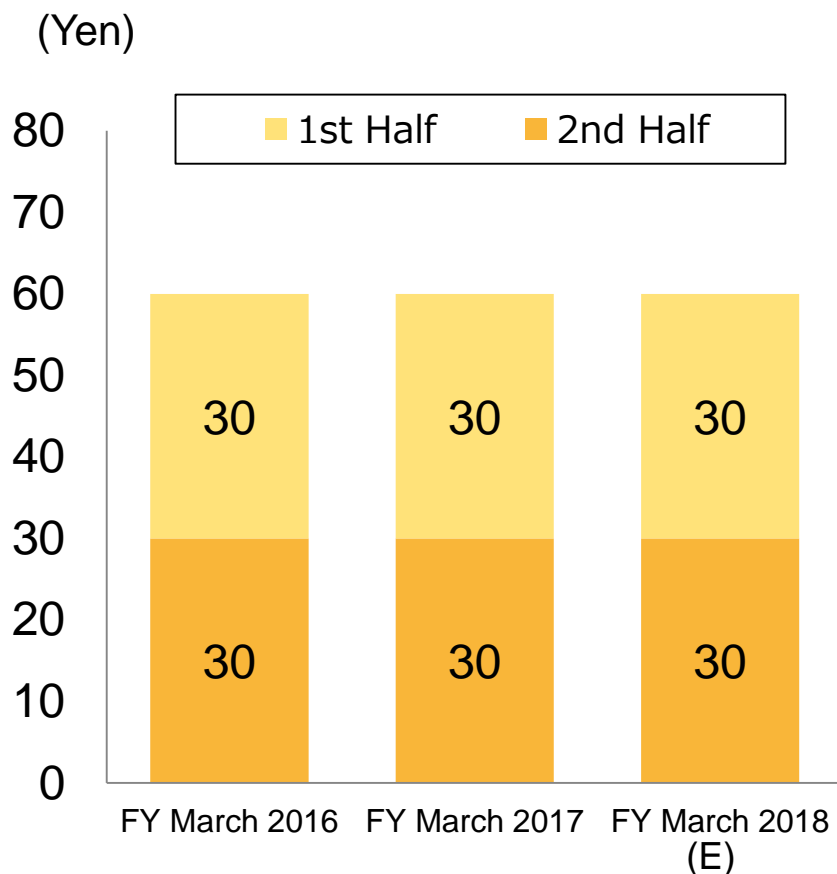
(Billion Yen)



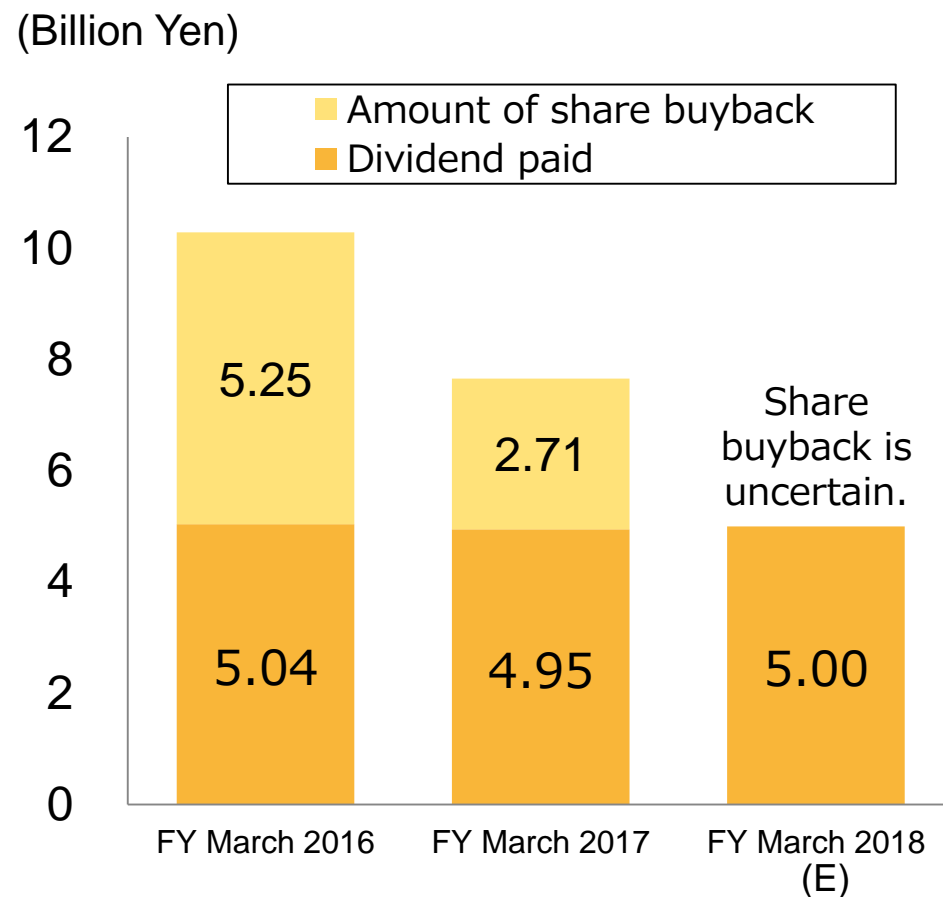
Shareholders Return



Dividends per share



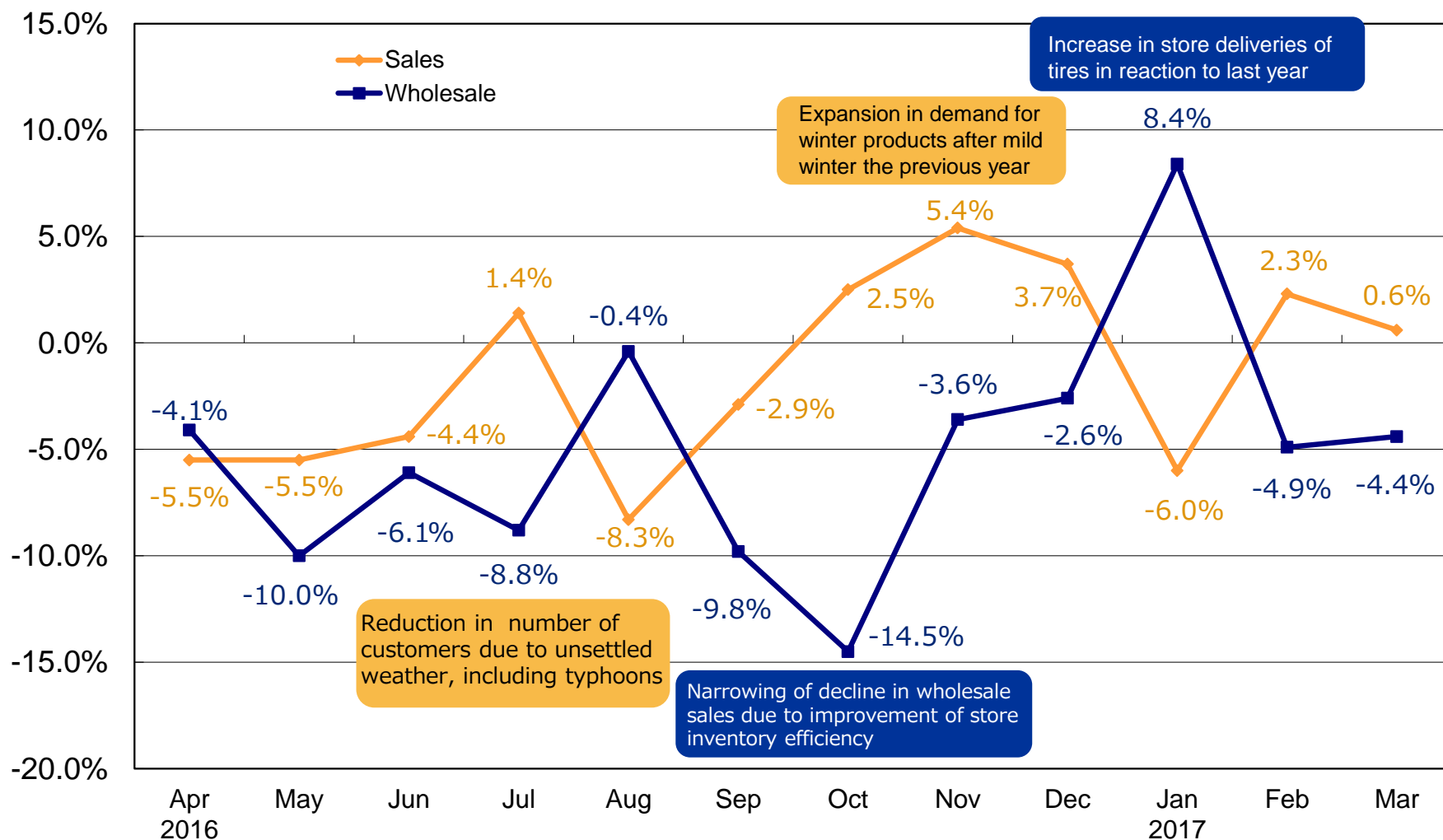
Dividends and share buyback



APPENDIX

Monthly Trends In Retail Sales and Wholesale Sales

YoY Changes in Retail Sales and Wholesale Sales



* Sales at all domestic store formats (AUTOBACS, Super AUTOBACS, AUTOBACS CARS, AUTOBACS Secohan Ichiba and AUTOBACS EXPRESS)

Expanding Product Category of PB



AQ. (AUTOBACS Quality)



Fake leather cushion
(Launched in April 2016)



Smoked sun visor does not hinder visibility
(Launched in August 2016)



Armrest cushion
(Launched in February 2017)



Interior mat of three dimensional shape
(Launched in May 2016)



Waterproof seat cover
(Launched in July 2016)



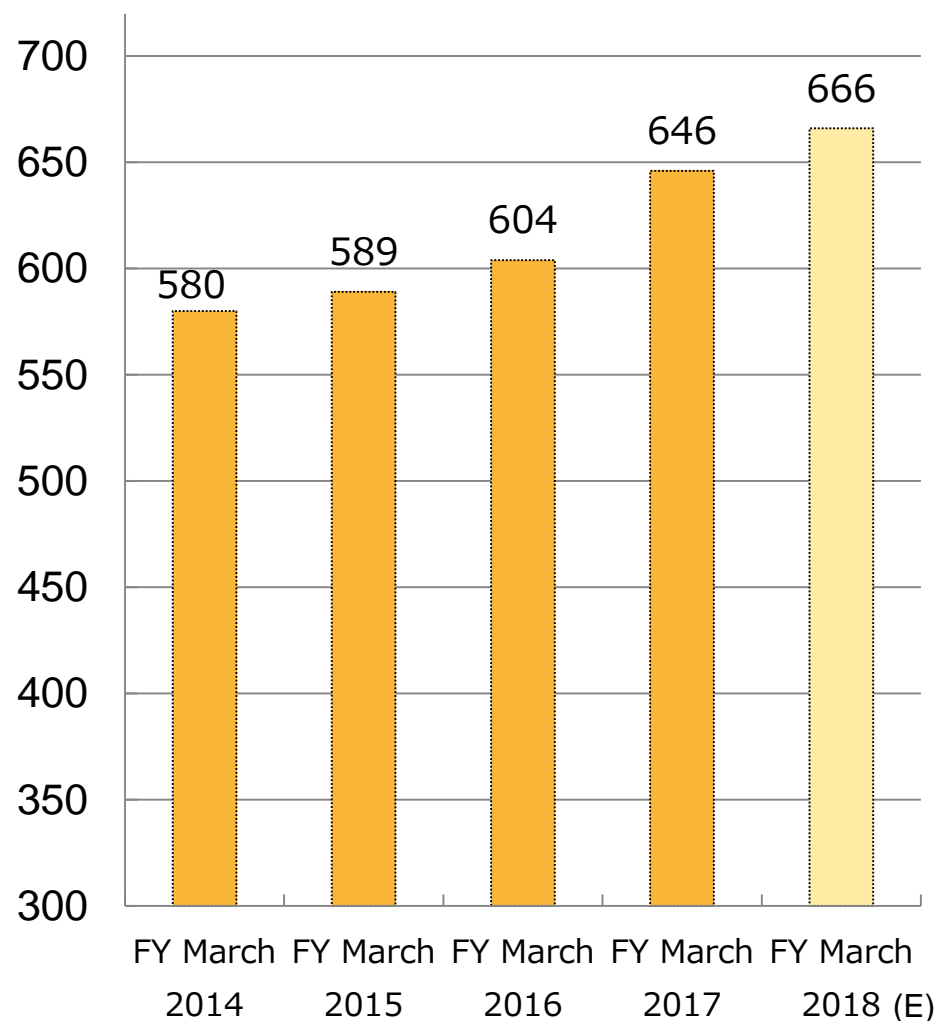
Mobile toilet that doubles up as travel sickness bag
(Launched in February 2017)

Results of Statutory Safety Inspection and Car Purchase & Sales Business



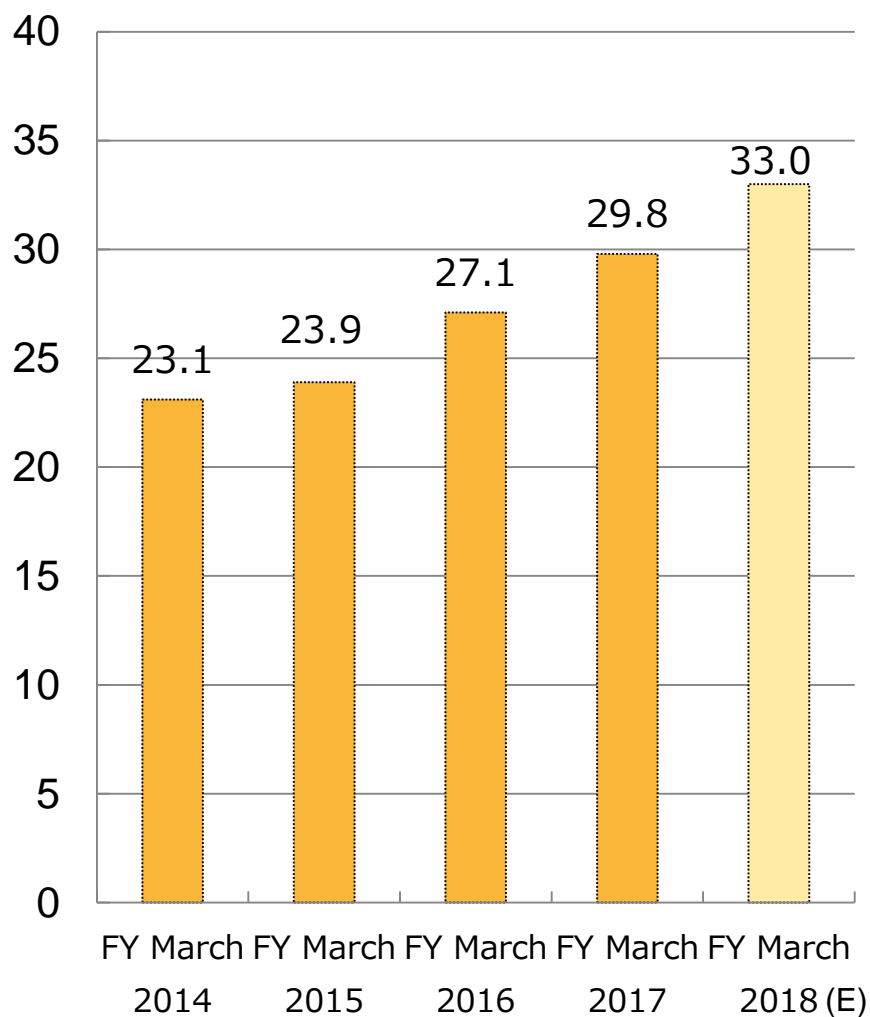
Statutory safety inspection (total stores)

(Thousands cars)



Car purchase and sales (total stores)

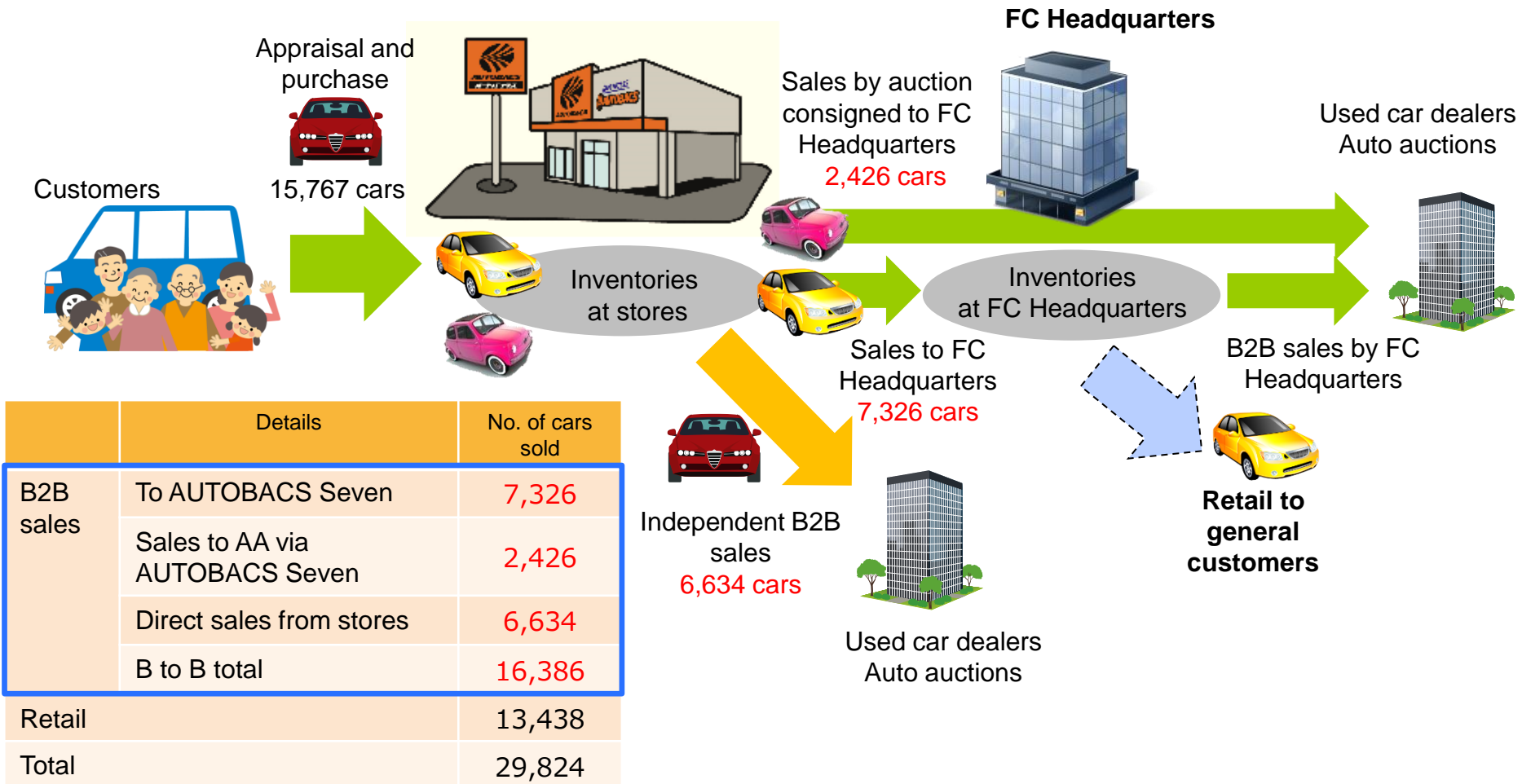
(Thousands cars)



Automobile purchase and sales (1)

Commercial flow of car purchase and B2B sales

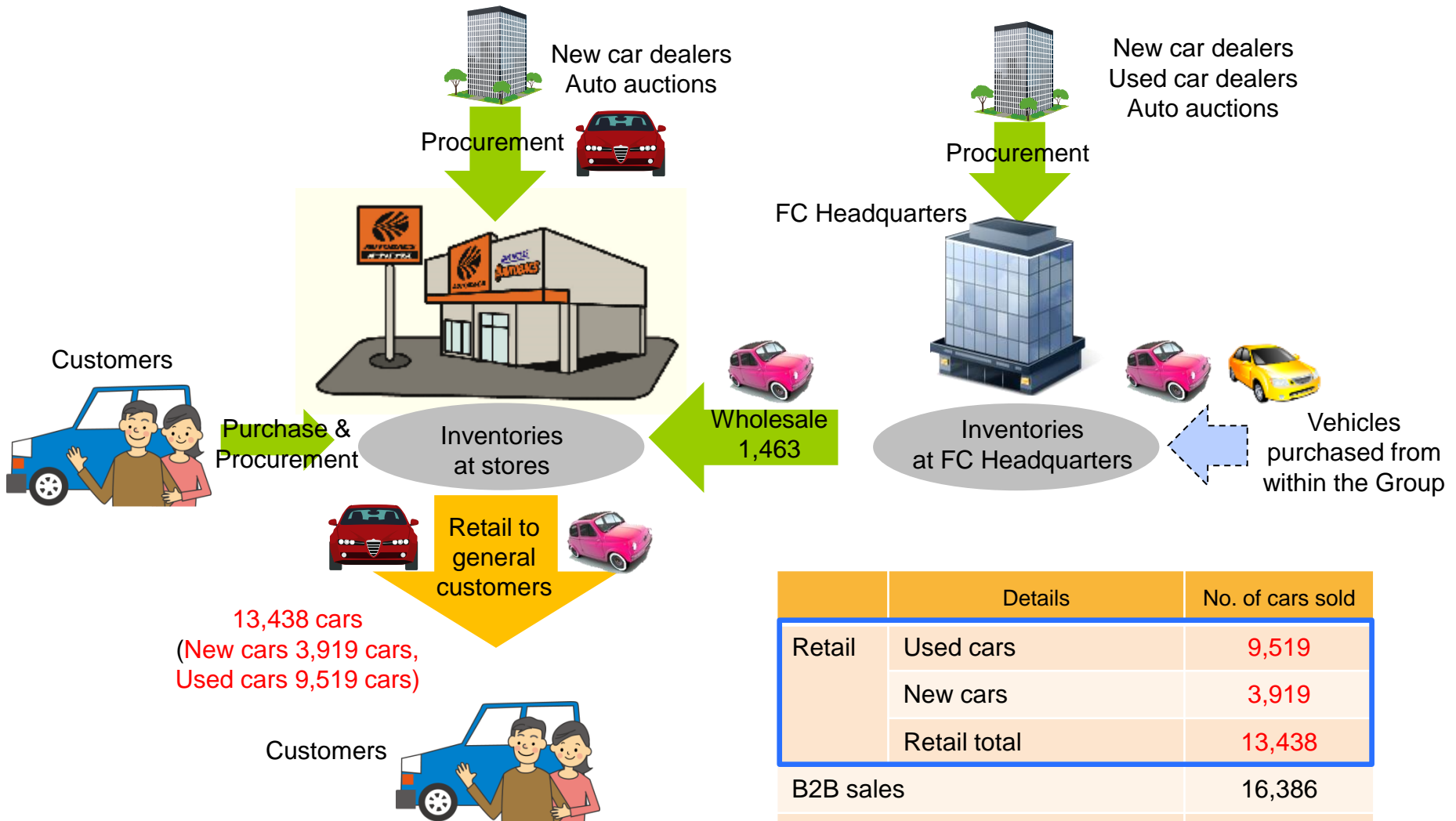
(No. of cars denotes cumulative units for the nine months ended Dec. 31, 2017)



Automobile purchase and sales (2)

Commercial flow of retail sales

(No. of cars denotes cumulative units for FY ended Mar 31, 2017)



	Details	No. of cars sold
Retail	Used cars	9,519
	New cars	3,919
	Retail total	13,438
B2B sales		16,386
Total		29,824

Analysis of Income statements (FY Mar 31, 2017)

Non-consolidated

Net Sales 153.0BY <i>YoY: -5.23 BY</i>	Wholesale	-5.27 BY (-3.5%)	↑ : Fuel, car sales , inspection services, etc. ↓ : Accessories, car electronics , etc.
	Retail	+0.24 BY (+4.1%)	↑ : Car sales, fuel, accessories, etc. ↓ : E-commerce, statutory inspection services, used parts
Gross profit 31.3 BY <i>YoY: -1.21 BY</i>	Wholesale	-1.44 BY (-4.7%)	↑ : Tires & wheels ↓ : Accessories, maintenance parts, car electronics , etc
	Retail	+0.16 BY (+11.1%)	↑ : Car sales, fuel, accessories, maintenance parts, etc ↓ : E-commerce, Inspection services, used parts , etc
SG&A 26.1 BY <i>YoY: +0.69 BY</i>	Personnel expenses: Record of performance-adjusted remuneration (decrease) for the previous period. No record for the current period		
	Selling expenses: Decrease in expenses for advertising such as online advertising and newspaper advertising		
	Equipment costs: Increase in costs for renovation of the logistics center and depreciation, among others		
	Others: Increase in expenses related to shareholder benefit points, etc.		

Domestic store subsidiaries

Net Sales: 66.4 BY <i>YoY: - 2.1 BY</i>	Whilst store sales fell, efforts were made to improve inventory efficiency, improve the gross profit margin and utilize expenditure efficiently. Consequently, a recovery of sales in the second half, among other factors, resulted in vast improvement in operating income, which turned positive.
Ordinary Income: 0.27 BY <i>YoY: +1.24 BY</i>	

Progress of New Store Openings (FY March 2017)



	Store name	Location (Prefecture)	Owner of store	Opening date
1	AUTOBACS OSAWANO Store	Toyama	FC	April 23, 2016
2	AUTOBACS Used Car Purchase Store MATSUBARA	Tokyo	RC	May 26, 2016
3	AUTOBACS SATOSHO Store	Okayama	FC	June 24, 2016
4	AUTOBACS Used Car Purchase Store KOGANEI	Tokyo	RC	July 27, 2016
5	AUTOBACS Used Car Purchase Store SEIJO-GAKUEN MAE	Tokyo	RC	August 7, 2016
6	AUTOBACS KAWAGOE Store	Saitama	FC	November 3, 2016
7	AUTOBACS TATEBAYASHI SUWA-CHO Store	Gunma	RC	November 3, 2016
8	AUTOBACS AWASE-MALL Store	Okinawa	FC	November 11, 2016
9	AUTOBACS Used Car Purchase Store MANBAYAMA	Aichi	RC	December 5, 2016
10	AUTOBACS AKITA YURIHONJO Store	Akita	RC	December 23, 2016
11	AUTOBACS IWAKUNI Store	Yamaguchi	RC	December 23, 2016
12	AUTOBACS CARS DEIRIBASHI	Osaka	RC	January 27, 2017
13	Smart+1 IBARAKI NISHI Store	Osaka	RC	February 9, 2017
14	AUTOBACS Used Car Purchase Store OGIKUBO	Tokyo	RC	February 13, 2017
15	AUTOBACS Used Car Purchase Store TOYOTA JOSUI	Aichi	RC	February 19, 2017
16	AUTOBACS CARS AEON MALL MAKUHARI NEW CITY	Chiba	RC	February 24, 2017
17	AUTOBACS FUKUOKA SHINGU Store	Fukuoka	Subsidiary	March 16, 2017

Quarterly P/L (FY March 2017)



(Billion Yen)

	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	FY March 2017
Net sales	47.5	47.2	65.8	43.3	204.0
YoY	-3.1%	-4.7%	-0.5%	+0.2%	-2.0%
Gross profit (% of Sales)	14.8 (31.2%)	15.7 (33.4%)	20.7 (31.5%)	14.7 (34.0%)	66.1 (32.4%)
YoY	-5.4%	-3.7%	+0.2%	+4.4%	-1.2%
SG&A	14.6	14.9	15.5	15.0	60.3
YoY	-0.4%	+0.7%	-0.8%	+0.9%	+0.1%
Operating income	0.1	0.8	5.1	-0.3	5.8
YoY	-81.4	-47.1%	+3.2%	-	-13.0%
Ordinary income	0.5	1.0	5.5	0	7.1
Net income	0.2	0.5	3.9	-1.6	3.0
Same store sales	-5.2%	-3.2%	+4.0%	-1.3%	-1.1%

Amounts are rounded down.

% of Net Sales and YoY comparisons are calculated in the single digits.

Consolidation Adjustments



Consolidation Adjustments

(Million Yen)

	FY Mar 31, 2017	FY Mar 31, 2016
Operating Income for segment total	5,707	6,549
Elimination of Intersegment transaction (Income of subsidiaries for supporting functions, etc.)	-489	-480
Inventories (Unearned income of subsidiary inventories, etc.)	368	206
Depreciation of Goodwill	-177	-132
Adjustment in fixed assets	310	507
Allowance for point card	-11	-15
Others	121	67
Consolidation adjustment	121	152
Consolidated operating income	5,829	6,701

Amounts are rounded off to the nearest million yen.

Balance Sheet: Assets

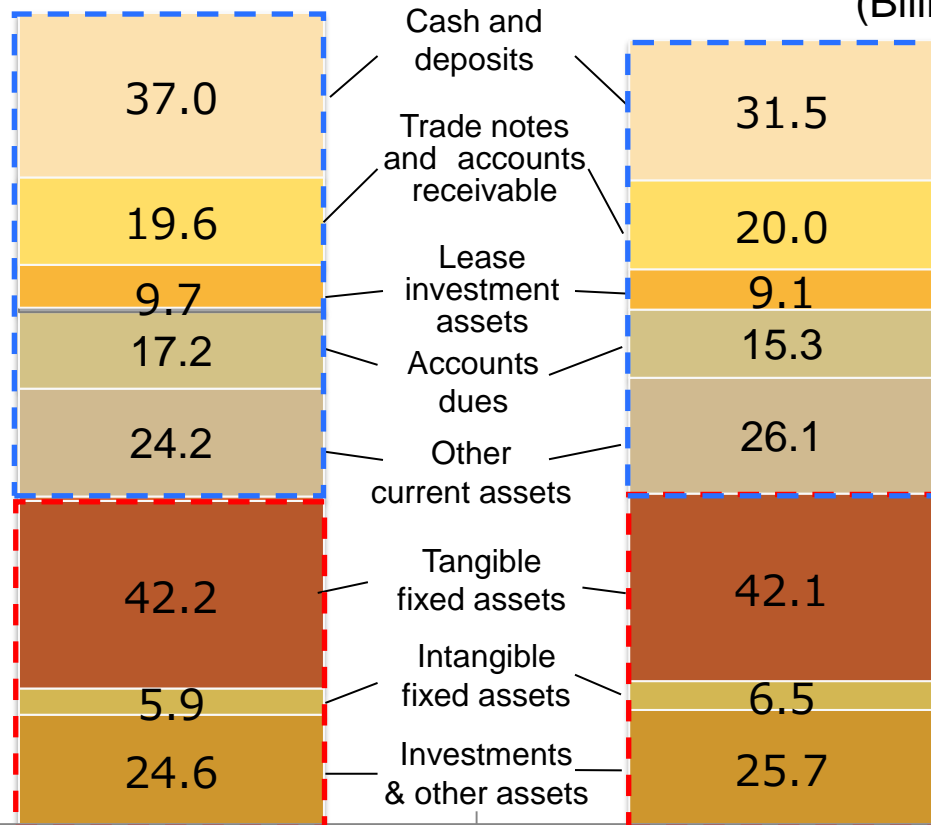
Total Assets

180.4 BY

Total Assets

176.7 BY

(Billion Yen)



Major items changed

Dividends:-5.0BY

• Loss on impairment of fixed assets : Welfare facilities, store land and buildings

• Increase in machinery and equipment and vehicles due to renovation of Logistics Center, etc.

At Mar.31, 2016

At Mar.31, 2017

Amounts are rounded down.

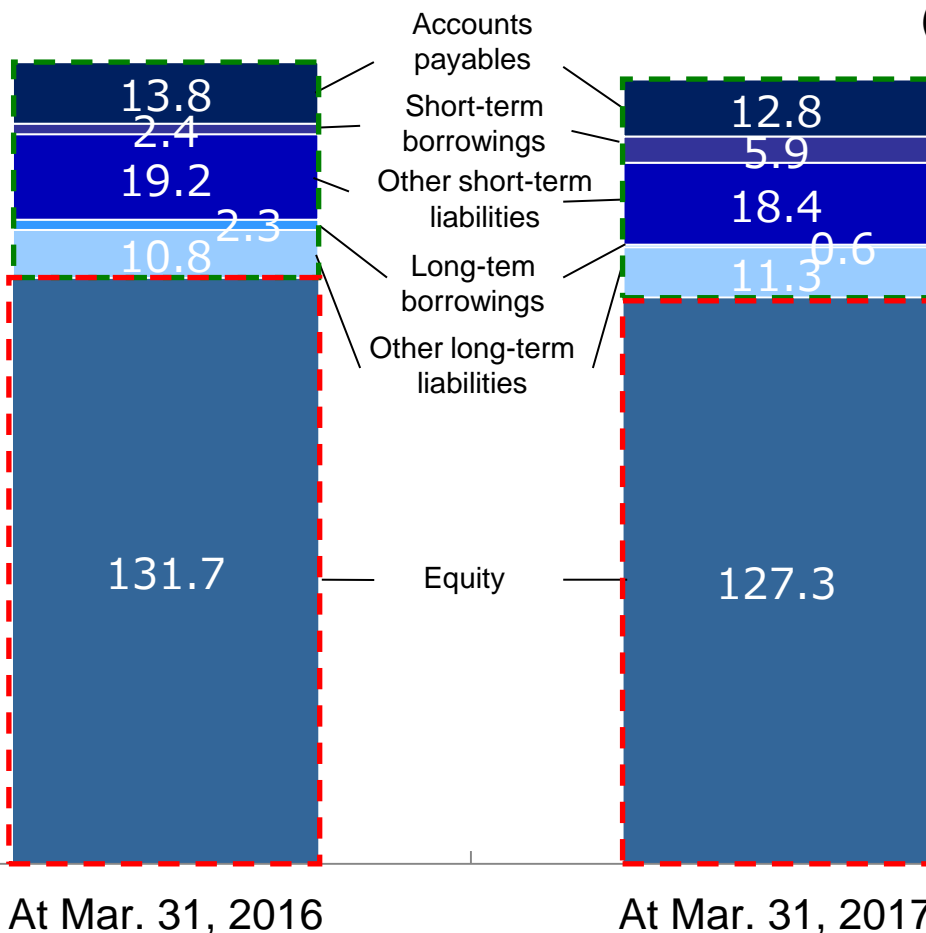
Balance Sheets: Liabilities and Equity

Total Liabilities & Equity

180.4 BY

176.7 BY

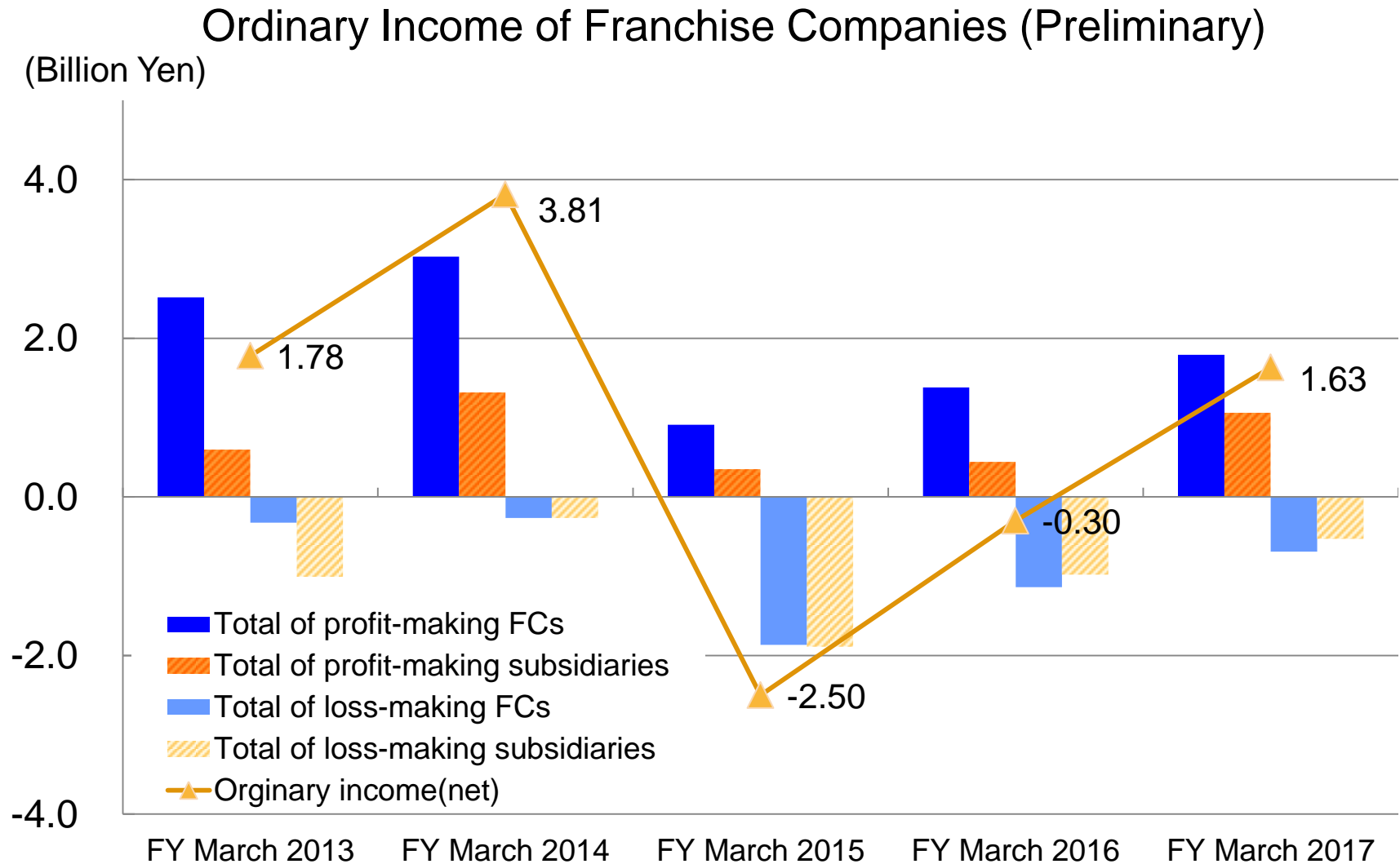
(Billion Yen)



Major items changed

Retained earnings: -7.9 BY
 (Cancellation of treasury stock: -5.9BY , Dividends paid :- 5.0BY ,
 Profit attributable to owners of parent : +3.0BY)
 Treasury stock: +3.2 BY
 (Cancellation of treasury stock: +5.9BY Purchase of treasury stock : -2.7BY)

Performance Results of Franchisees



1) Excluding three listed companies
2) Including some FC's latest estimates



Forward-Looking Statements

These materials include forecasts regarding the Company's future plans, strategies, and performance. This information is based on judgments and forecasts made in accordance with information currently available. Actual results may differ materially from forecasts due to such factors as changes in operating circumstances.