

FY March 2018 Analyst Meeting



AUTOBACS SEVEN CO., LTD.

May 2, 2018

I . Consolidated Results of FY March 2018
and
Forecasts for FY March 2019

Consolidated P/L (FY March 2018)



Increase in net sales and income: Net sales and gross profit increased, while selling, general, and administrative expenses were reduced.

In addition to an increase in tire prices and greater demand for studless tires due to snowfall, sales of dashcams remained strong thanks to growing public interest in dashcams since October 2017. Overall selling, general, and administrative expenses decreased due to business transfers of store subsidiaries, despite an increase in advertising including TV ads.

(Billion Yen)

	FY March 2018				FY March 2017 Results
	Latest forecasts	Actual results	YoY change	Change from the latest forecasts	
Net sales	205.0	211.6	+3.7%	+3.2%	204.0
Gross profit	66.7	67.3	+1.8%	+1.0%	66.1
SG&A	59.7	60.0	-0.4%	+0.6%	60.3
Operating income	7.0	7.2	+25.0%	+4.1%	5.8
Ordinary income	7.5	8.2	+15.5%	+9.7%	7.1
Net income	5.2	5.4	+79.2%	+3.9%	3.0
EPS(Yen)	63.02	65.49	+81.9%	+3.9%	36.00
ROE	4.1%	4.3%	+2.0pt	+0.2pt	2.3%

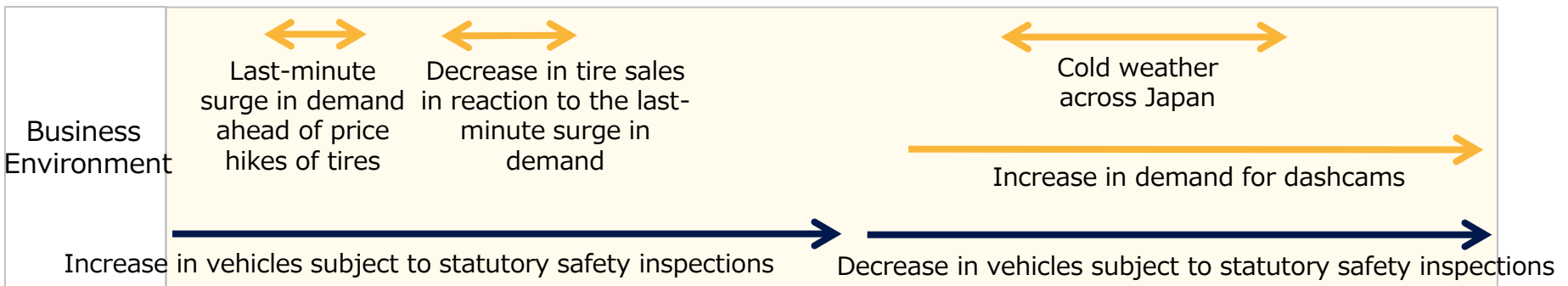
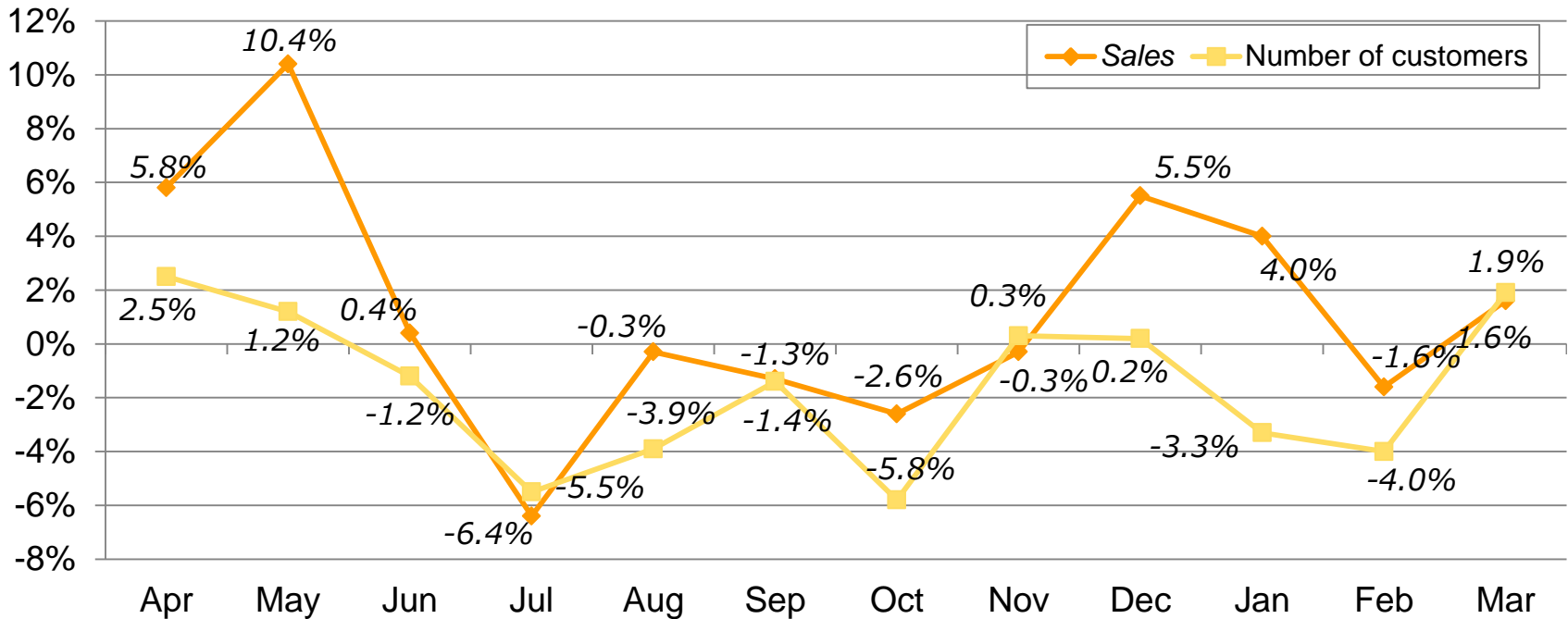
Notes: amounts are rounded down to the nearest hundred million yen.
% of net sales, YoY comparisons and planned targets are calculated in yen.

- Increase in demand for automotive goods and services due primarily to an increase in tire prices, demand for snow tires caused by cold weather, and public interest in dashcams
- Brisk sales of stores due to measures for the reduction of the wholesale price applicable to franchisees
- Increase in earnings of domestic store subsidiaries thanks to strong tire sales and continuous efforts to raise gross profit
- Decrease in selling, general, and administrative expenses as a whole, despite active promotional activities such as TV ads
- Increase in loss at car purchase stores and in the BtoB Business due to the cost of establishing the business incurred ahead of operation and challenges in the business environment

FY March 2018 Review of Business Environment

【Same store basis】 Sales: +1.3% YoY, Number of customers: -1.5% YoY

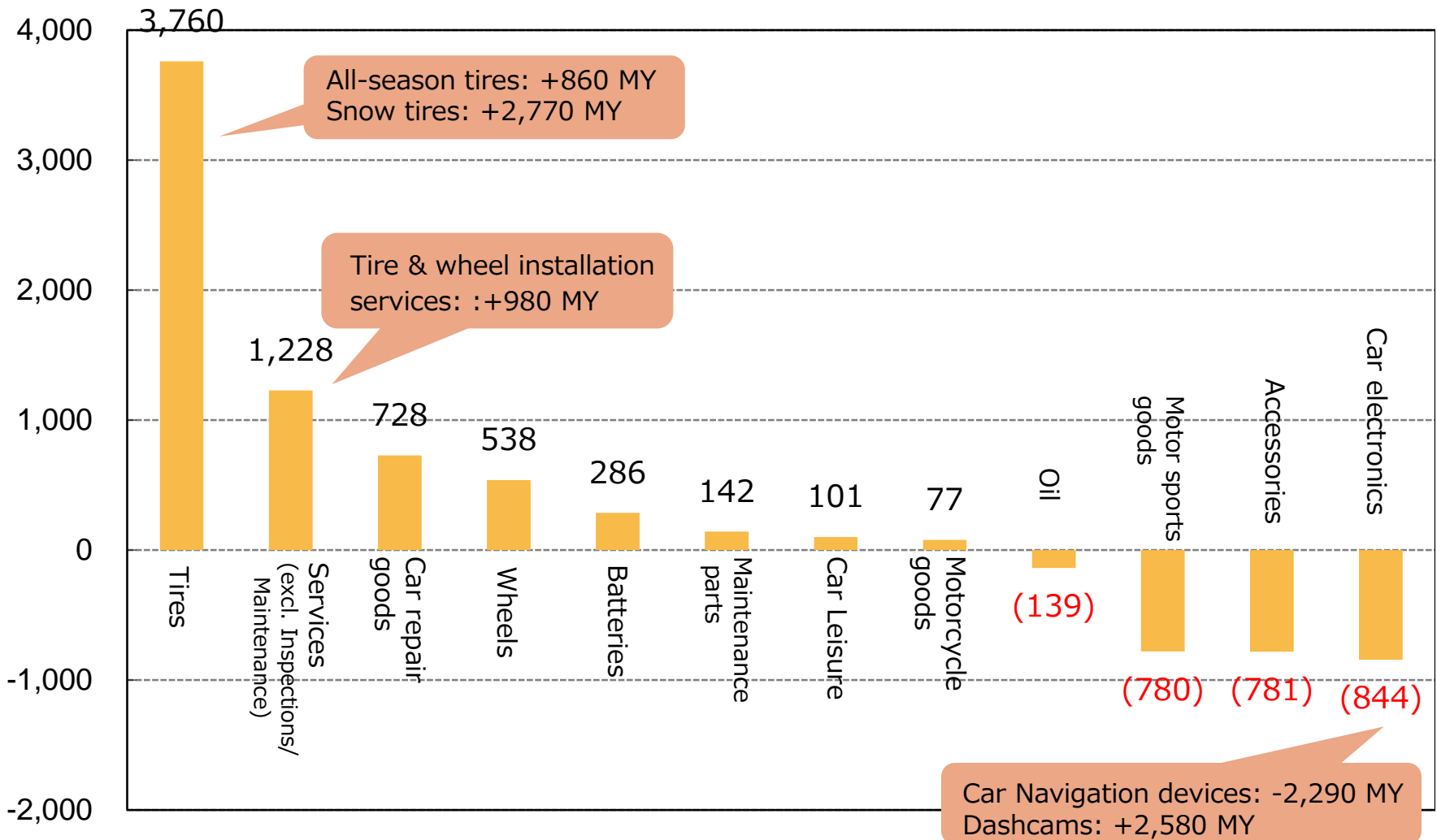
Same store sales and number of customers at domestic
AUTOBACS-chain stores including FCs (YoY)



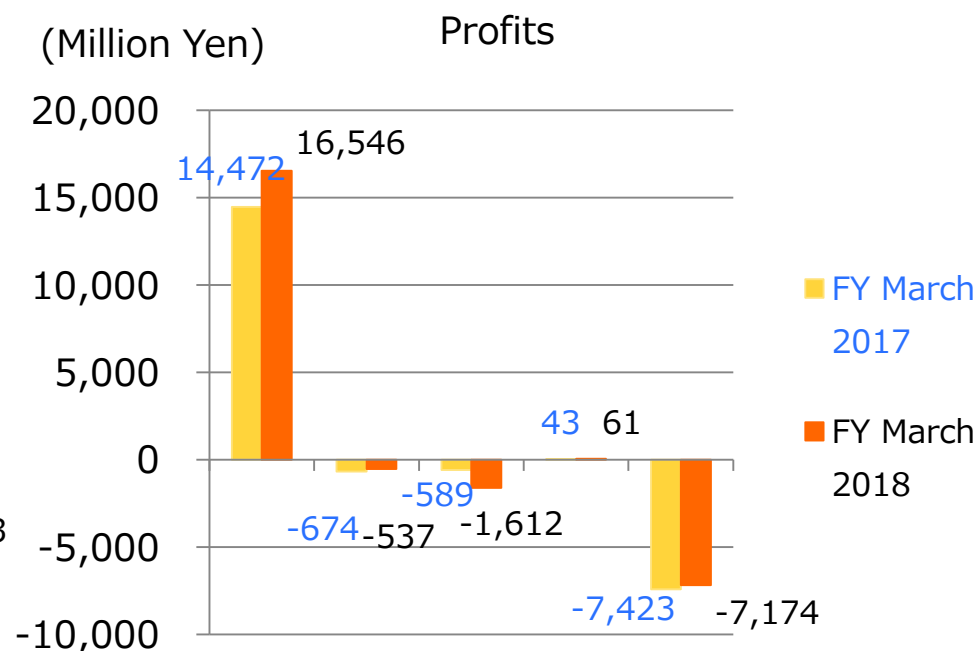
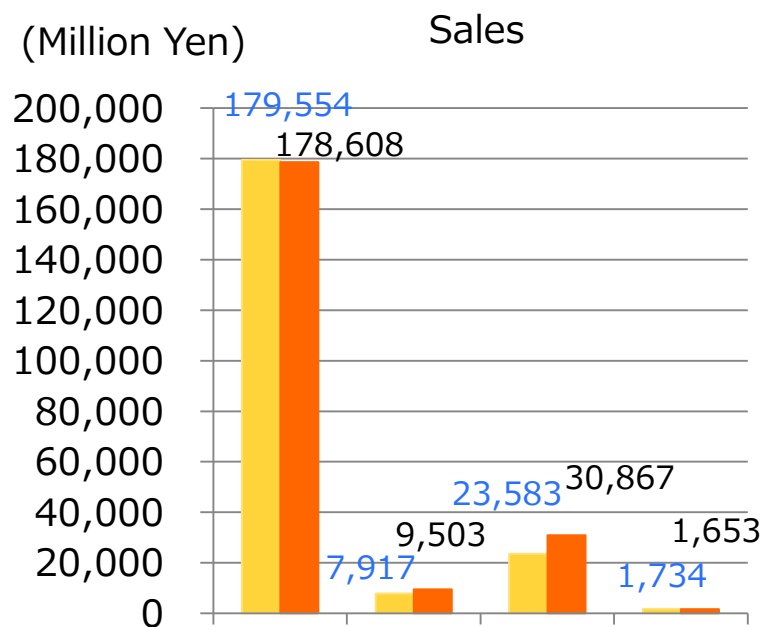
Sales Ups & Downs by Merchandise (FY March 2018)



Retail sales ups and downs by merchandise category
(FY March 2018, YoY change in amount, total store basis)



Sales and profits of Reporting Segments



Domestic AUTOBACS

Overseas

Used car buying, Car dealership & BtoB

Others

Domestic AUTOBACS

Overseas

Used car buying, Car dealership & BtoB

Others

Reconciling items

※ Round down to the million Yen

※ Before elimination of transaction between segments

Segment Information



(Million Yen)

		FY March 2018 result	FY March 2017 result	YoY	Summary
Domestic AUTOBACS Business	Sales	178,608	179,554	-0.5%	The results of both wholesale and retail were strong. Reduced wholesale prices were provided to franchisees to help promote their business. Overall selling, general, and administrative expenses decreased due to the business transfer of store subsidiaries to franchisees, despite an increase in TV ads, etc.
	Gross margin	56,666	57,429	-1.3%	
	SG&A	40,119	42,956	-6.6%	
	Operating income	16,546	14,472	+14.3%	
Overseas Business	Sales	9,503	7,917	+20.0%	Overall, operating loss decreased. Revenue in France increased thanks to the improvement of tires and service pits. The payment of expenses preceded business expansion in Thailand and Singapore.
	Gross margin	4,828	4,038	+19.6%	
	SG&A	5,365	4,712	+13.9%	
	Operating income	-537	-674	-	
Used car buying, Car dealer and B to B Business	Sales	30,867	23,583	+30.9%	In the imported car dealer business, sales and profit increased after the Company acquired the shares of Motoren Tochigi Corp. and trade rights in Nerima-ku. Profit decreased in car purchases due to increased expenses ahead of operations and in the BtoB Business due to a rise in the cost of oil purchased and logistics expenses.
	Gross margin	5,713	4,540	+25.8%	
	SG&A	7,326	5,130	+42.8%	
	Operating income	-1,612	-589	-	
Others	Operating income	61	43	+42.2%	
Reconciling items	Operating income	-7,174	-7,423	-	

Amounts are rounded down.

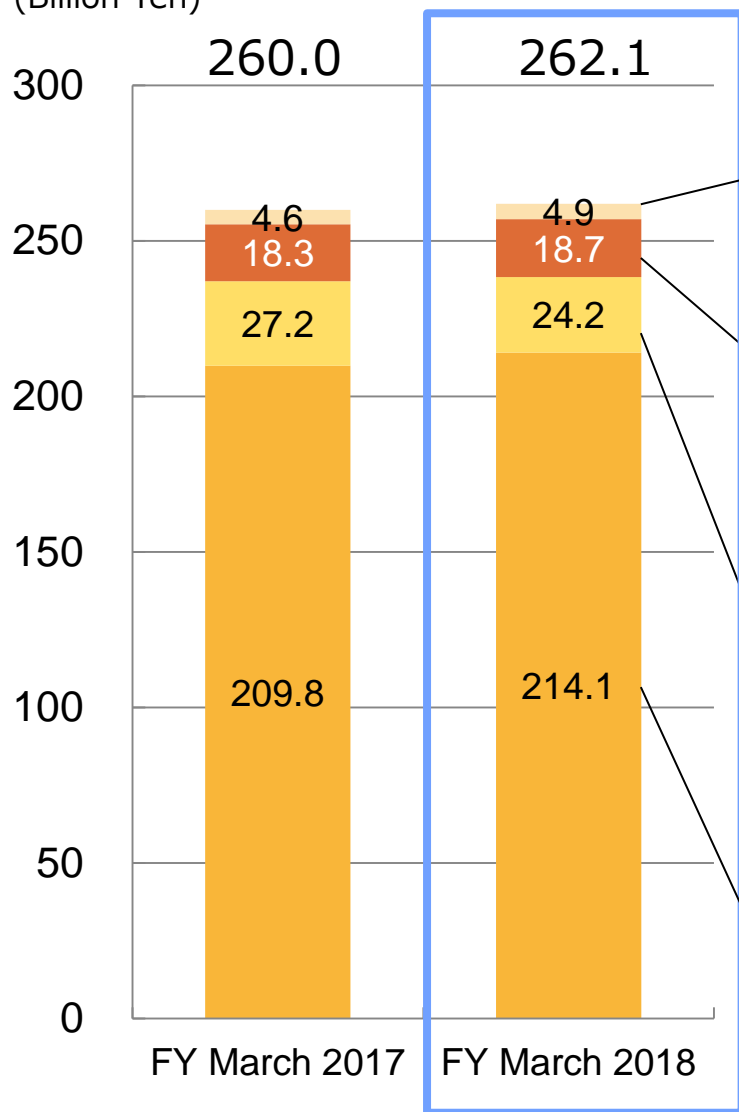
% of Net Sales and YoY comparisons are calculated in the single digits.

Retail Sales in Total AUTOBACS Group Stores



Retail sales including FCs*: 262.1 billion Yen (+0.8% YoY)

(Billion Yen)



Second hand goods & Fuel: 4.9BY (+7.4% YoY)

Statutory safety inspection: 18.7BY (+2.4% YoY)

Number of cars inspected : 633,000cars (-1.9% YoY)

Number of fully certified & designated stores: 422 stores
(Up from 413 stores at March 31, 2017)

Car purchase & sales: 24.2BY (-10.9% YoY)

Number of cars sold: 24,244 cars (-11.6% YoY)

Number of fully certified & designated stores: 424 stores
(Down from 468 stores at March 31, 2017)

Car related goods & services: 214.1BY (+2.1% YoY)

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

Non-Consolidated and Domestic Store Subsidiaries



(Million Yen)

	Non-consolidated			Domestic Store Subsidiaries		
	Results	YoY	Vs. Plans	Results	YoY	Vs. Plans
Net Sales	156,313	+3,258	+2,413	58,040	-8,403	-959
Gross Margin(%)	32,302 (20.7%)	+952 (+0.2pt)	+374	24,806 (42.7%)	-1,720 (+2.8pt)	+649
SG&A	26,714	+528	-314	23,331	-2,925	-278
Operating Income	5,588	+424	-112	1,475	+1,205	+928
	<ul style="list-style-type: none"> - Revenue and profit increased. - Despite measures taken to reduce the wholesale gross margin for revitalizing franchisees, the total gross margin increased thanks to the strong results of the wholesale of tires, etc. - Selling, general, and administrative expenses increased as a result of an increase in personnel expenses, due largely to performance-linked employee incentives and a rise in insurance premiums related to statutory safety inspections, etc. 			<ul style="list-style-type: none"> - Revenue decreased and profit increased. - Selling, general and administrative expenses decreased due to the transfer of Autobacs Hokkaido and Autobacs Yamagata to franchisees. - Revenue increased thanks to strong tire sales and continuous efforts such as reducing obsolete inventory to increase the gross margin. 		

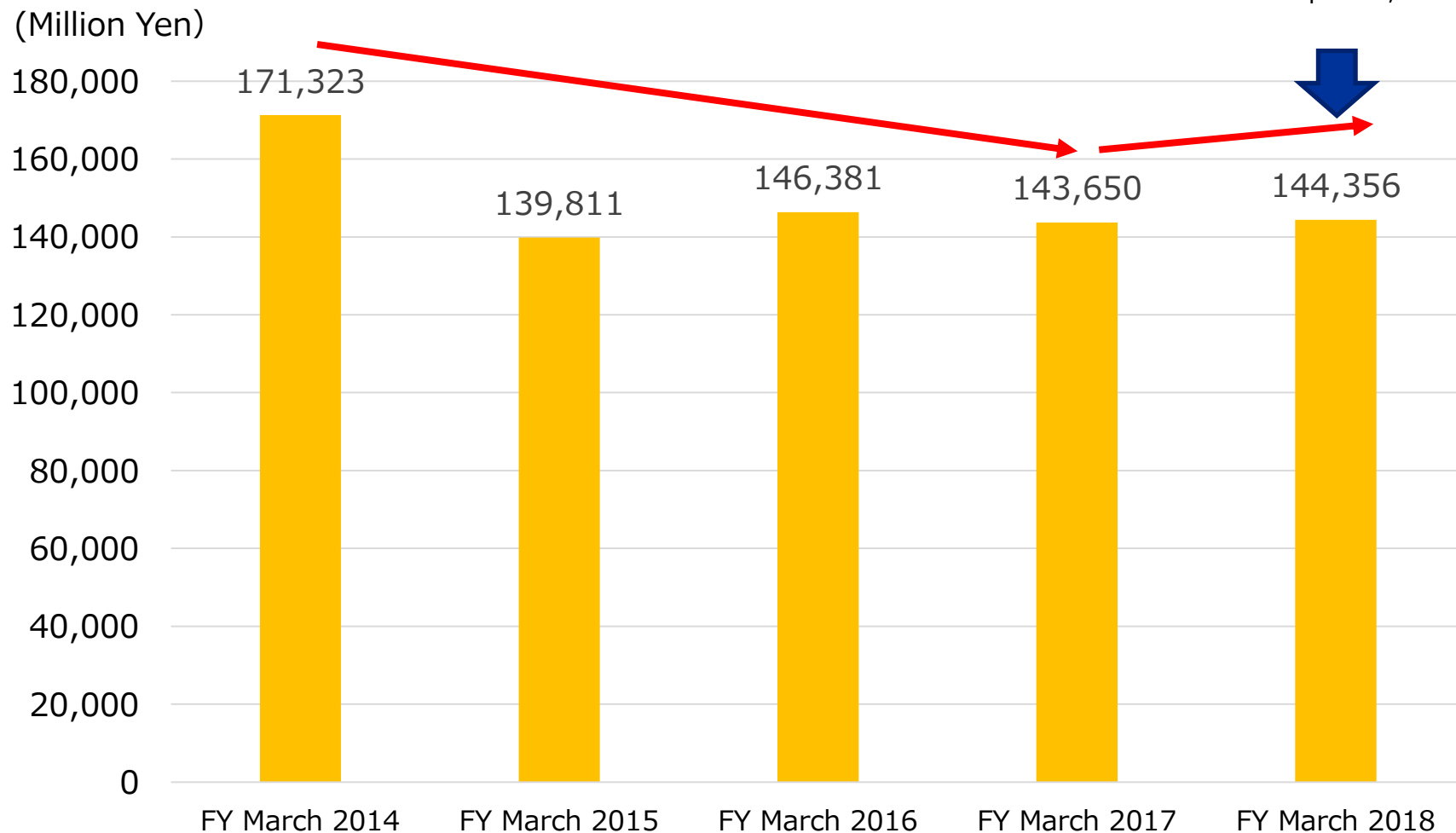
Amounts are rounded down to the nearest hundred million yen.

To Improve Volume of Wholesale



Non-consolidated Net Wholesale Sales

Discounted wholesale prices from Autobacs Seven for one year for fully certified/designated stores to use for their merchandise purchase, sales promotion, human resource development, etc.

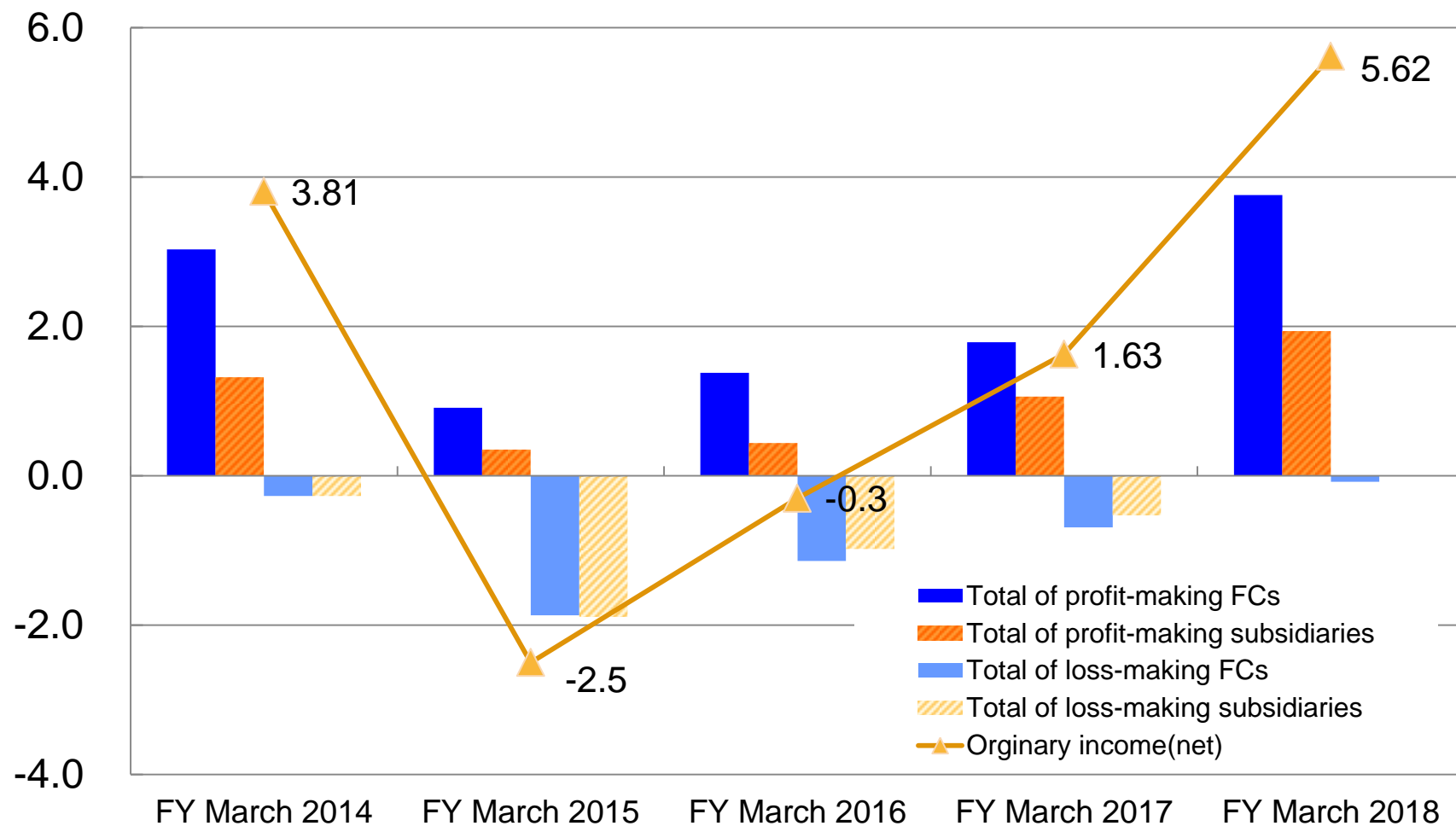


Performance Results of Franchisees



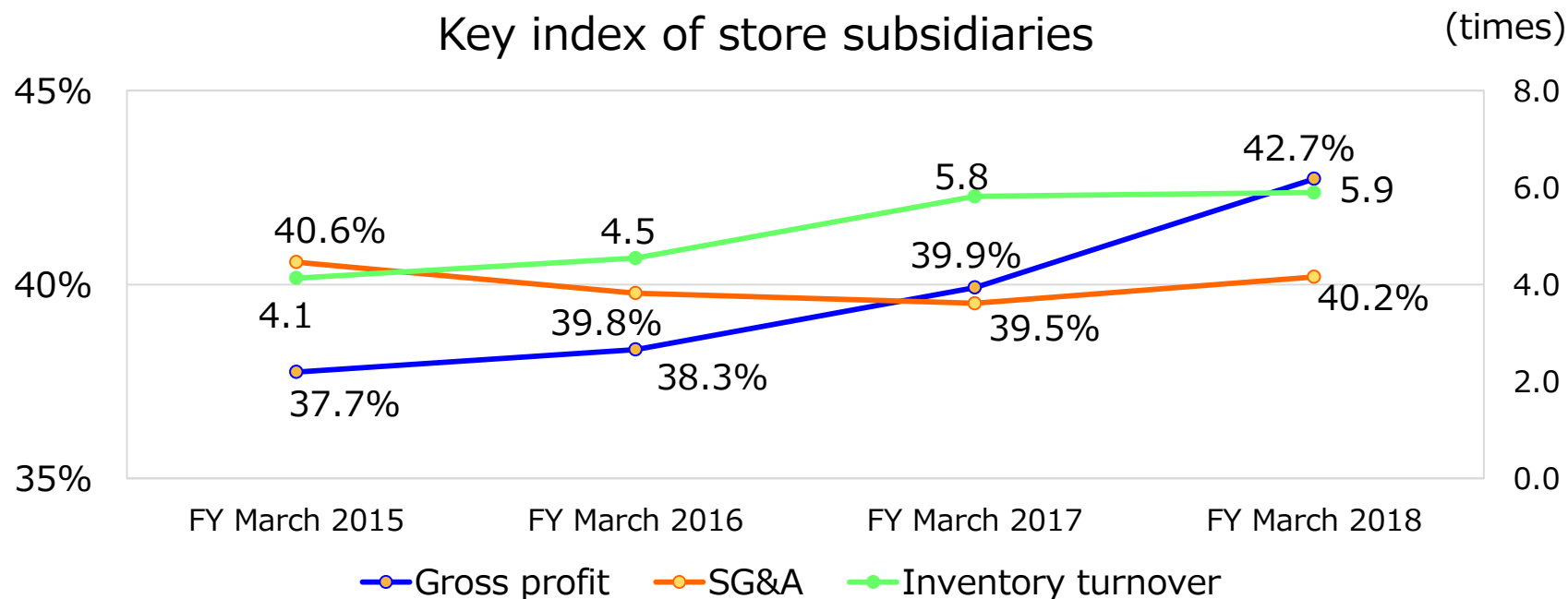
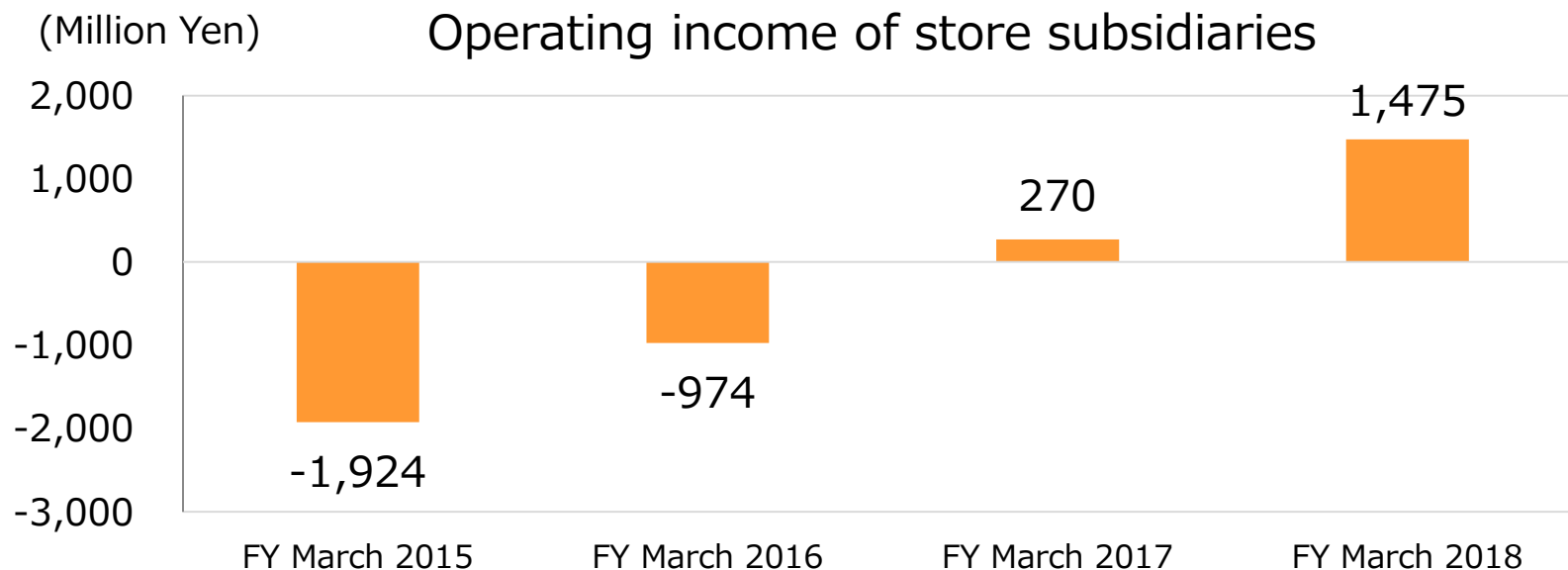
Ordinary Income of Franchise Companies (Preliminary)

(Billion Yen)



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

Profit Improvement of Store Subsidiaries



Domestic Store Subsidiaries: Management Restructuring



Store transfer of store subsidiaries in North east area in Japan

- Transfer of 2 stores in the Iwate area to a franchisee (February 17, 2018)
- Transfer of 11 stores in the Miyagi area and 4 stores in the Akita area to a franchisee (March 1, 2018)

As of March 31, 2017 Domestic store subsidiaries:
134 stores operated by 18 companies



As of March 31, 2018 Domestic store subsidiaries:
108 stores operated by 15 companies

*Exclude non-business corporation

Performance by Overseas Subsidiaries

Performance of Consolidated Subsidiaries

(Million Yen)

	France		Thailand		Singapore		China		Malaysia	
Number of stores at Mar. 31, 2018-including FC stores-	11		9		3		0		5	
Period	FY March 2018	FY March 2017	FY March 2018	FY March 2017	FY March 2018	FY March 2017	FY March 2018	FY March 2017	FY March 2018	FY March 2017
Net Sales (Million Yen)	7,190	6,040	371	276	1,390	1,257	452	269	36	26
SG&A (Million Yen)	3,818	3,290	216	199	589	518	170	117	63	65
Operating Income (Million Yen)	-19	-88	-104	-123	108	91	-20	-2	-48	-54
<i>Performance</i>	In addition to the trend of economic recovery, sales of tires and service pits with safety inspections grew, resulting in a reduced deficit.		Newly opened small outlets and existing large outlets developed further alliances, resulting in sales growth and reduced loss.		Operating income rose despite an increase in expenses due chiefly to the addition of personnel for new stores and business expansion.		The export business for AUTOBACS stores remains strong. The wholesale business in China began expanding.		Strong sales at new stores and the closure of unprofitable stores resulted in reduced loss.	

Amounts are rounded down.

Expectations for the Business Environment (FY March 2019)

Business Environment

[Positive Factors]

- Public interest in dashcams will continue to grow.
- Demand for statutory safety inspections is expected to recover in the second half of FY March 2019 as a result of an increase in the number of vehicles subject to statutory safety inspections.

[Negative Factors]

- Reactionary fall from the last-minute surge in demand in the previous year before a rise in tire prices
- Reactionary fall from growth in demand for winter merchandise due to cold snaps in the previous year

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
+0.9%	+1.3%	+0.3%	+0.7%	+0.6%	+1.0%

Sales at all domestic store formats

Financial Forecasts (FY March 2019)



(Billion Yen)

	FY March 2018 Result (% to Net sales)	FY March 2019 (Forecast)			
		1st-half (% to Net sales)	2nd-half (% to Net sales)	Full year (% to Net sales)	YoY change (amount & rate)
Net sales	211.6	102.0	113.0	215.0	+1.6%
Gross profit	67.3 31.8%	32.7 32.1%	36.1 31.9%	68.8 32.0%	+2.1% +0.2pt
SG&A	60.0 28.4%	29.7 29.1%	30.1 26.6%	59.8 27.8%	-0.5% -0.6pt
Operating income	7.2 3.4%	3.0 2.9%	6.0 5.3%	9.0 4.2%	+23.6% +0.8pt
Ordinary income	8.2 3.9%	3.5 3.4%	6.5 5.8%	10.0 4.7%	+21.6% +0.8pt
Net income	5.4 2.6%	2.2 2.2%	4.6 4.1%	6.8 3.2%	+25.8% +0.6pt
ROE	4.3%			5.3%	+1.0pt
Same store sales (YoY)	+1.3%	+0.9%	+0.3%	+0.6%	—
Total store sales (YoY)	+1.3%	+1.3%	+0.7%	+1.0%	—

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

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

Forecasts at Parent & Subsidiary Level (FY March 2019)



(Million Yen)

		FY March 2019 (Forecasts)			
		1st-half	2nd-half	Full Year	YoY change (amount)
Domestic AUTOBACS Business *	Net sales	82,440	93,500	175,940	-2.4%
	Operating income	6,480	9,320	15,800	-0.3%
Overseas Business	Net sales	6,680	6,610	13,290	+45.2%
	Operating income	-130	-230	-360	-
Dealers, BtoB and Online Business *	Net sales	12,480	12,460	24,940	+17.9%
	Operating income	-460	-190	-650	-
Others	Net sales	400	430	830	-15.9%
	Operating income	70	60	130	+109.7%
Adjustment cost	Operating income	-2,960	-2,960	-5,920	-

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

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

*The breakdown of the reporting segment will be changed from fiscal year ended March 31, 2019.

- Car purchase business in the "Used car buying, Car dealership and BtoB Business" segment will be transferred to "Domestic AUTOBACS Business".

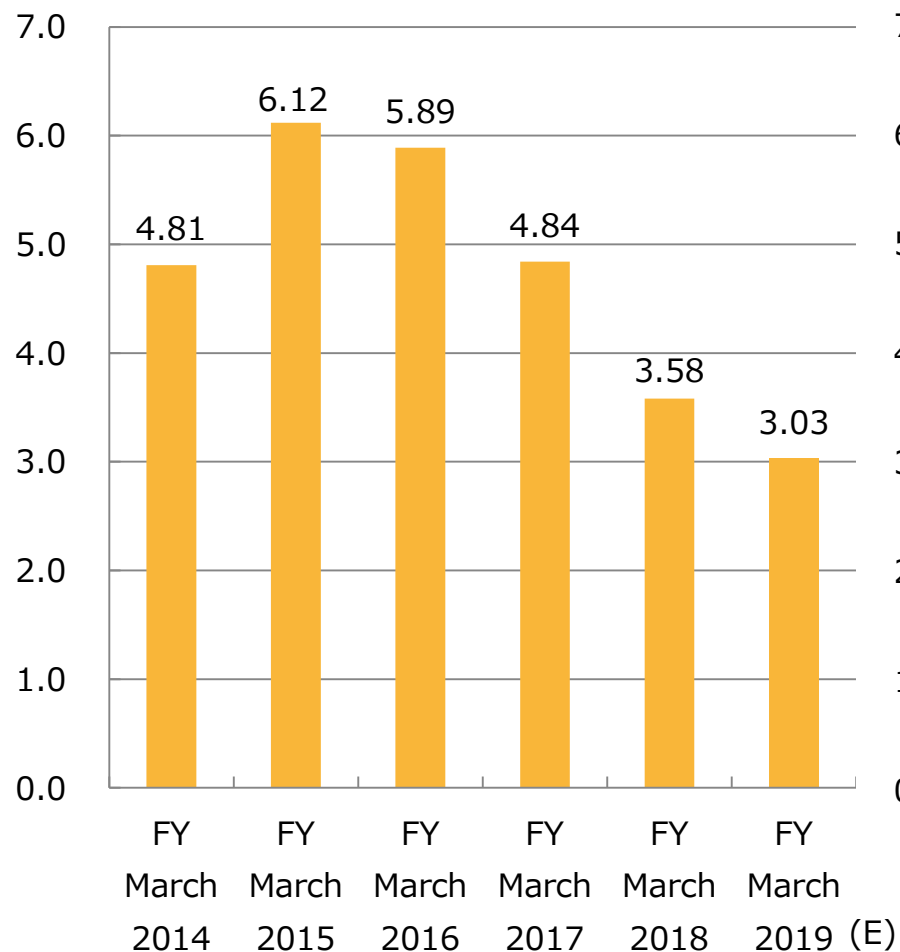
- Internet business in the "Domestic AUTOBACS Business" segment will be transferred to the "Car dealership business and BtoB business" and the name of the segment will be changed to "Car dealership, BtoB business and Internet Business".

Capital Expenditures & Depreciation



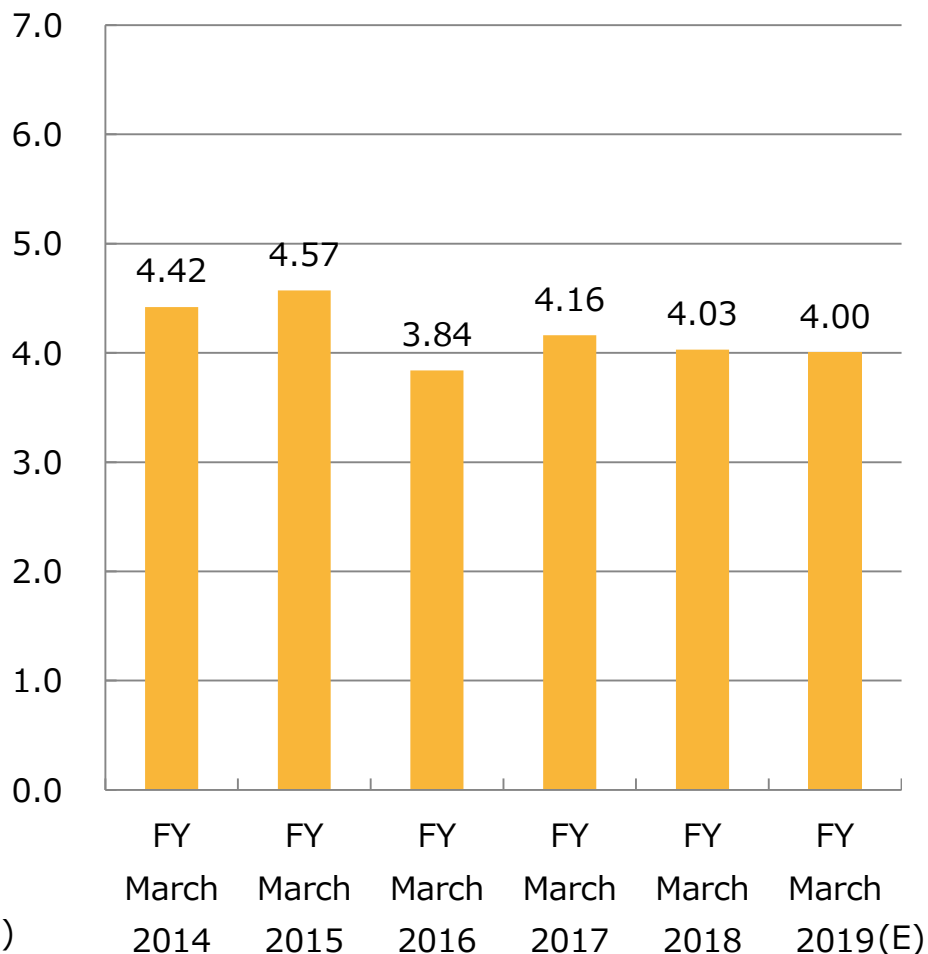
Capital Expenditures

(Billion Yen)



Depreciation

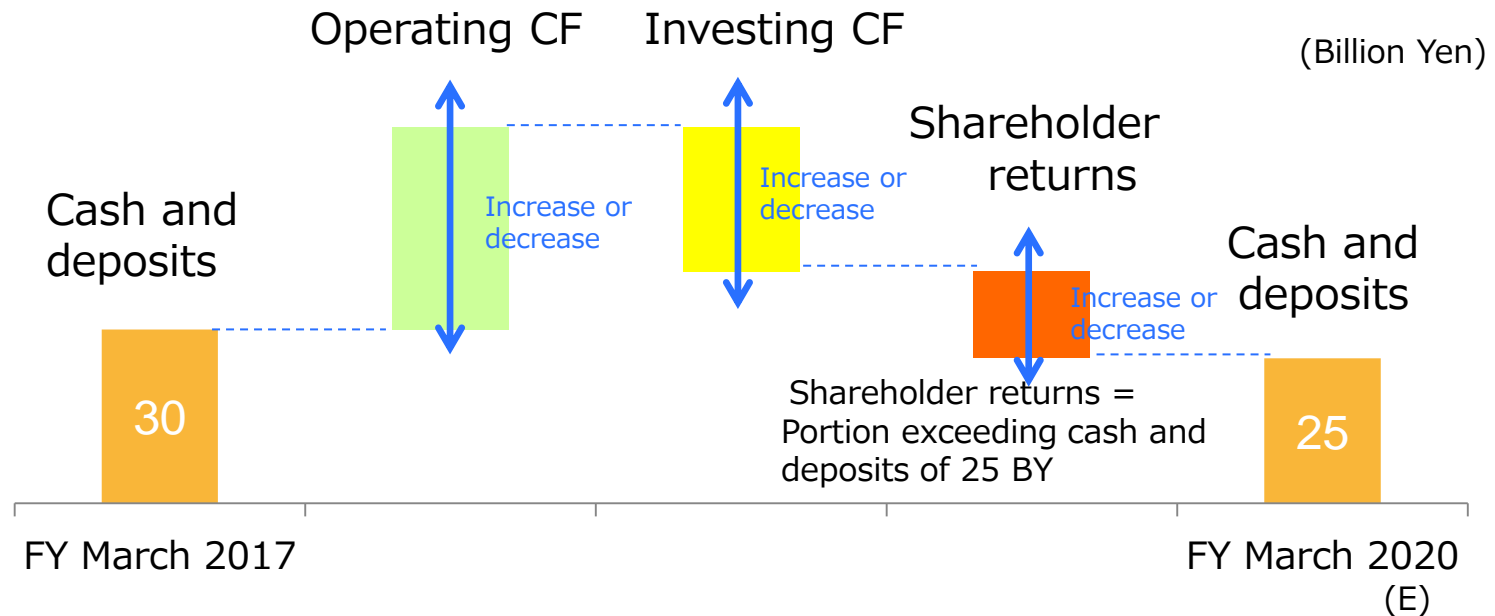
(Billion Yen)



Financial Strategy (Cash Flows and Shareholders Returns)



Model plan toward FY 2020



Cash and cash equivalents on hand: Improvement of efficiency, aiming for 25 BY

Investment : Investment of approx. 21 BY

Shareholder returns

Dividends : Stable dividends + Dividend payout ratio of 50%~100%

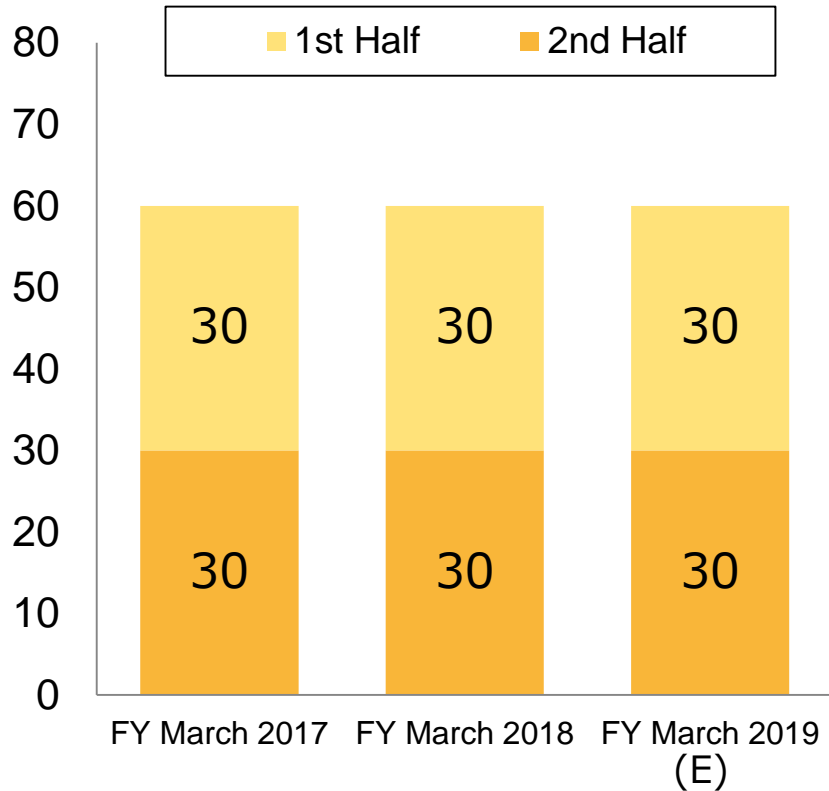
Share buybacks using surplus funds will be considered

Shareholders Return



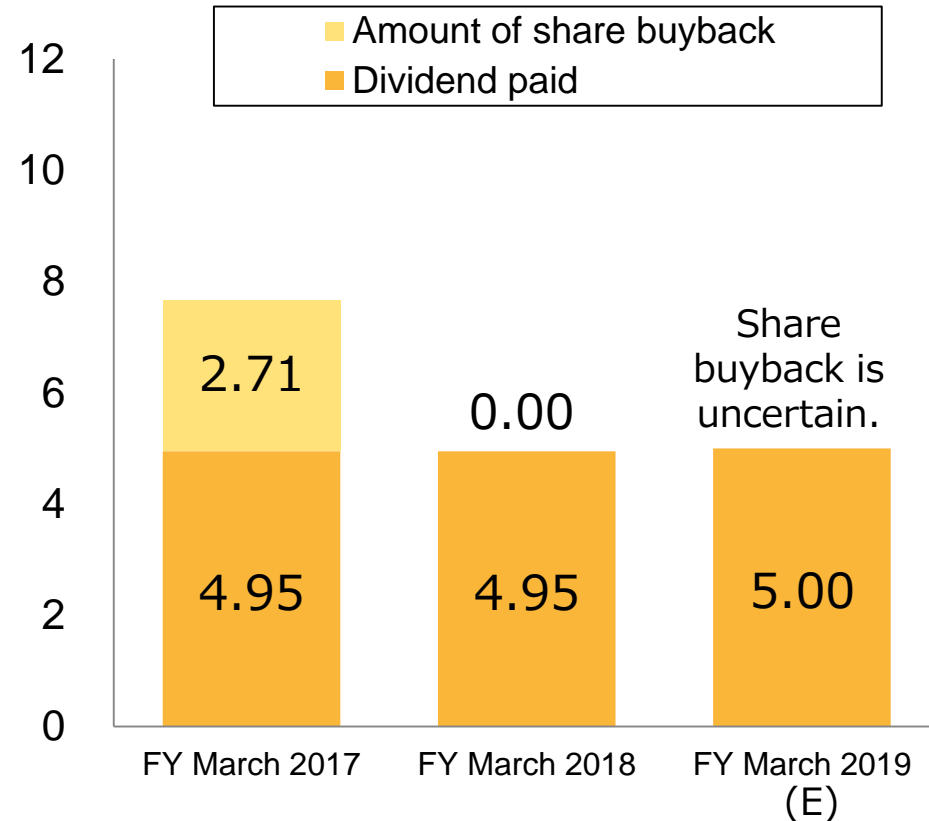
Dividends per share

(Yen)



Dividends and share buyback

(Billion Yen)

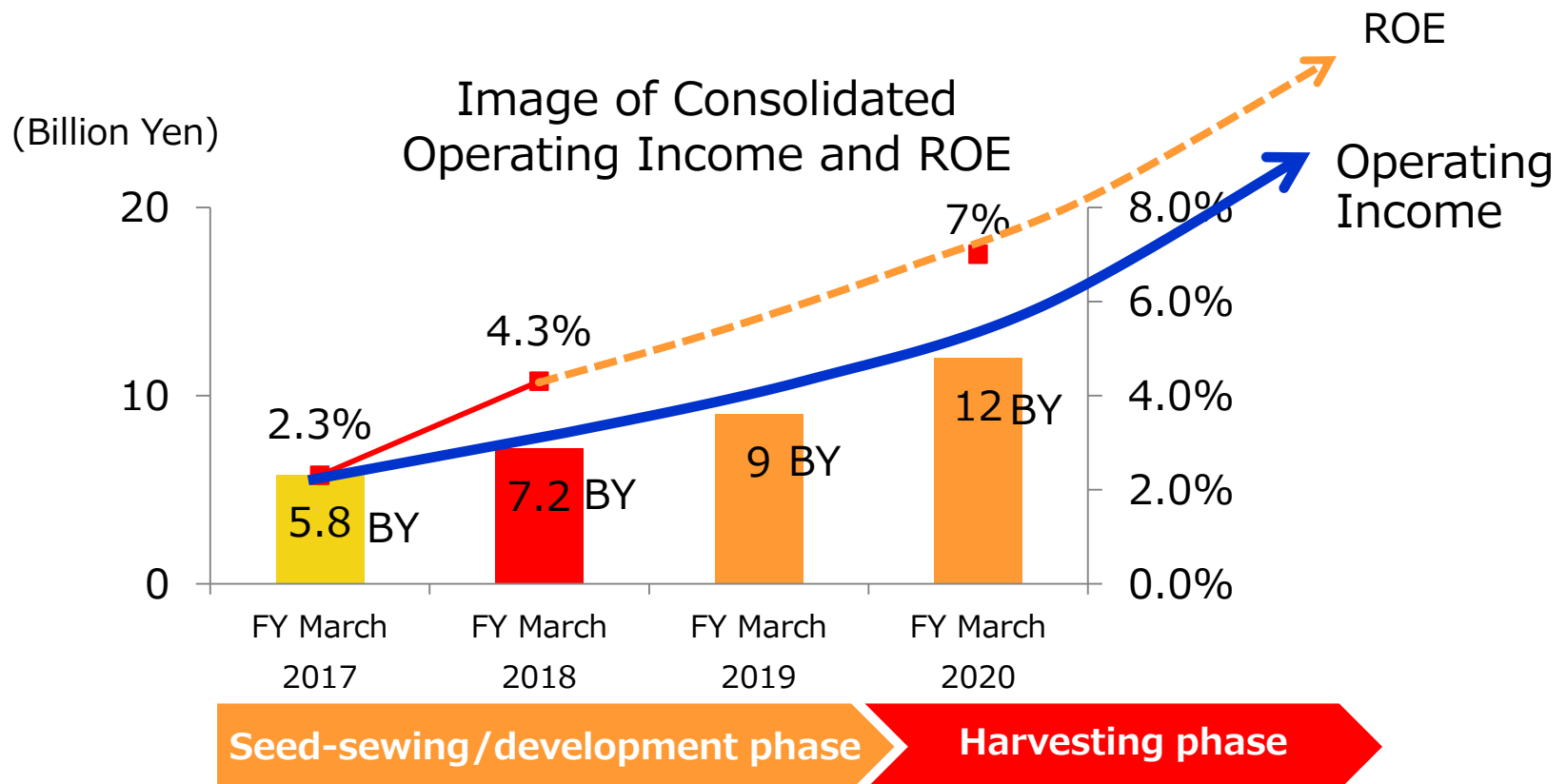


Ⅱ . Progress of 2014 Mid-term Business Plan and Initiatives of FY March 2019

Management Targets (FY March 2020)

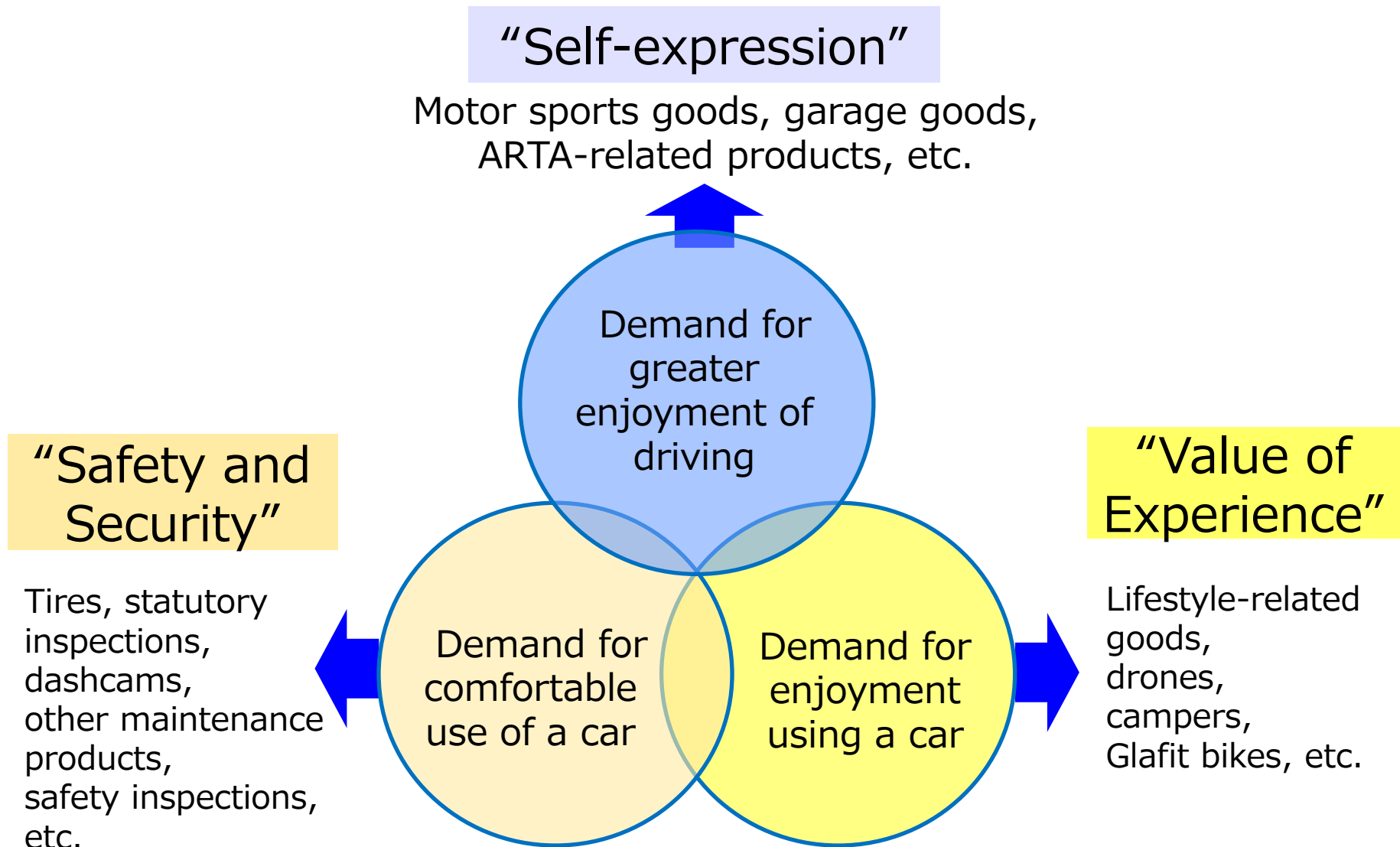
Consolidated Operating Income 12 Billion Yen

Consolidated ROE 7%



Category	Self-evaluation
• Revitalization of franchisees and revenue growth at store subsidiaries	Excellent
• Improvement of merchandise development	Good
• Business model development	Not sufficient
• Development of mechanics and promotion of store employee activities	Good
• Establishment of business models other than overseas business and retail stores	Good
• Increase of car purchase stores and expansion of BtoB Business	Bad

Value (Merchandise) Provided to Customers by AUTOBACS



Domestic AUTOBACS Business: Images of Merchandise

Demand for comfortable use of a car
"Safety and Security"



Tire



Oil



Battery



Pedal Watcher



Dashcams to warn of driving in the wrong direction

Demand for enjoyment using a car
"Value of Experience"



JKM



glafit bike



Campers

Demand for greater enjoyment of driving
"Self-expression"



Motor Sport



GORDON MILLER



ARTA items

Domestic AUTOBACS Business: Effort on Lifestyle-related Products



JACK & MARIE
— GO FOR A RIDE —

Brand to develop Lifestyle market related to cars



JACK & MARIE Products



JACK & MARIE Yokohama BAY QUARTER

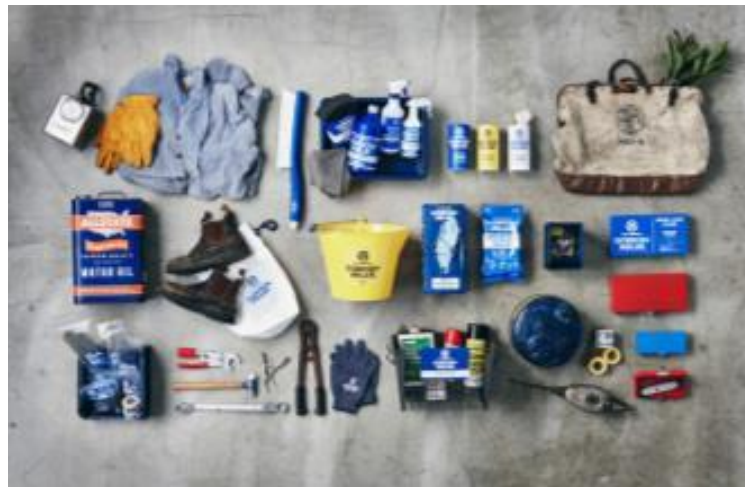
Sales since June 2017
About 76 Million Yen
(Only Online store sales)

March 2018
Real store Open
2019 ended March 31
Expand the number of
stores

JKM / GORDON MILLER Brand for AUTOBACS Store



JKM



GORDON MILLER

June 2017 to March 2018
Store sales + Online store
sales
About 200 Million Yen



All AUTOBACS stores are
going to start this brand
along with the store
renovation

Domestic AUTOBACS Business: Value(Store style) Provided to Customers



“Self-expression”

SUPER AUTOBACS



Demand for
greater
enjoyment of
driving

“Safety and
Security”

- AUTOBACS
- Smart+1
- AUTOBACS Mini

Demand for
comfortable
use of a car

Demand for
enjoyment
using a car

“Value of
Experience”

- AUTOBACS
GARAGE
- AUTOBACS



Domestic AUTOBACS Business: Development of Mechanics and Promotion of Store Employee Activities

1. Launch of mechanic development program of Chain Growth Co., Ltd.
2. Promotion of acceptance of overseas technical trainees
3. Commendation of store attendants praised by customers (AUTOBACS Awards)
4. Selection of excellent mechanics and use of them for promotion (AUTOBACS GUYS)



Technical trainees
from the Philippines

Overseas Business: Examples of Activities in the ASEAN Region



Thailand

Started opening stores at gas stations operated by the PTG Group through an alliance with the PTG Group.



Thailand-
Samut Prakan 4 Store
(January 19, 2018 opened)



Singapore

- Opened in-store shops at gas stations
- Receive contract maintenance service



Maintenance of a lease car
at a store



China

- Purchase air fresheners from Guangdong Car House Industrial Development Co., Ltd.
- Expanding the wholesale business in China



Air fresheners sold by
Guangdong Car House

Car purchase stores (independent stores)

Underperformed because the number of cars assessed failed to reach the planned level at some stores.

BtoB Business

Focused on developing new corporate customers in the fiscal year ended March 31, 2018 in addition to conventional sales to AUTOBACS stores and home improvement retailers.

- **Wholesale to home improvement retailers**

Profit decreased, due mainly to intensifying competition over purchase costs and delivery prices and an increase in logistics expenses.

- **E-commerce**

Lack of competitiveness in product lines and convenience of platforms

- **Wholesale of wheel-tire sets**

Started developing an installation plant and a wholesale base

Used Car Buying, Car Dealership and BtoB Business

Imported Car Dealer Business

Increase the number of store toward an efficient management as a AUTOBACS Group



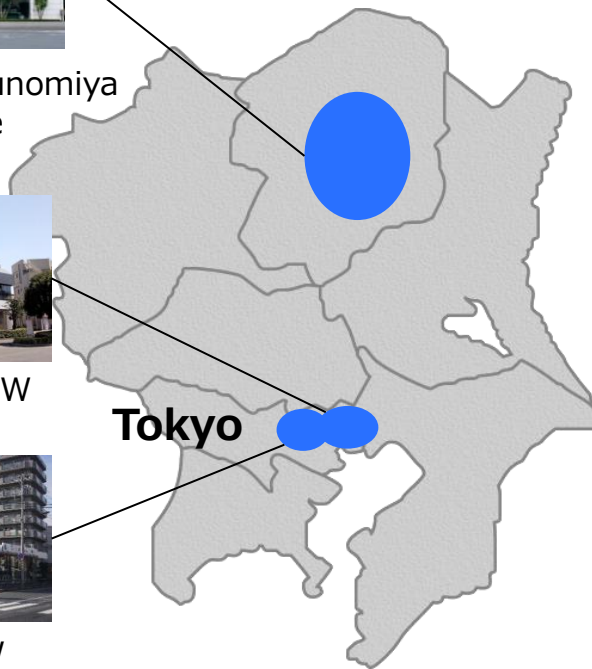
Tochigi BMW Utsunomiya
Head Store



Ikebukuro BMW



Nerima BMW



Tokyo

(Million Yen)

Transition of Operating income
for two Imported Car Dealers
Subsidiaries

300.0

250.0

200.0

150.0

100.0

50.0

0.0

FY March
2016

FY March
2017

FY March
2018

50

150

240

Initiatives for FY March 2019: Domestic AUTOBACS Business

1 . Stores

Concentrate on sales of Tire and Statutory inspection, and Store Renovation

2 . Head Office

- Development of Merchandise
- Optimization of the store in each area
- Improvement of the profitability of the store subsidiaries

Initiatives for FY March 2019: Domestic AUTOBACS Business Tire

1. Improve online sales



2. Increase product lines such as low-price products and all-season tires

3. Commenced the installation of snow tires in automatic lines

- Reduce the burden of store workers and improve operation in the stores

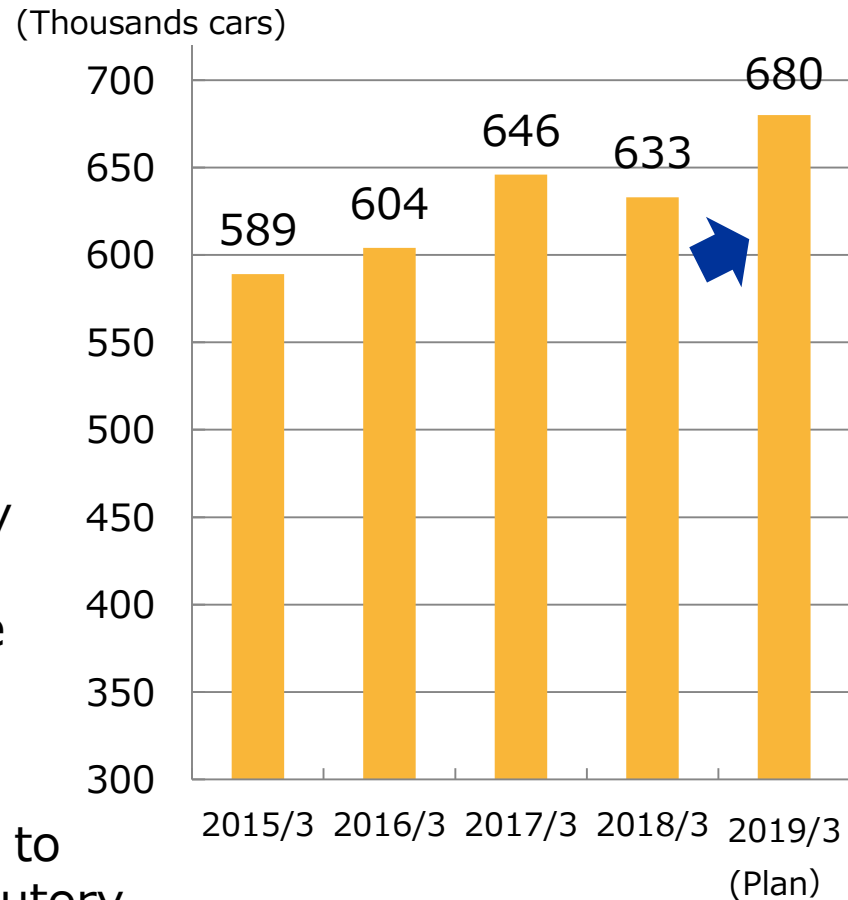
Initiatives for FY March 2019: Domestic AUTOBACS Business

Statutory inspection

Forecast of Statutory inspection market
2019 ended March 31: + 1.6%

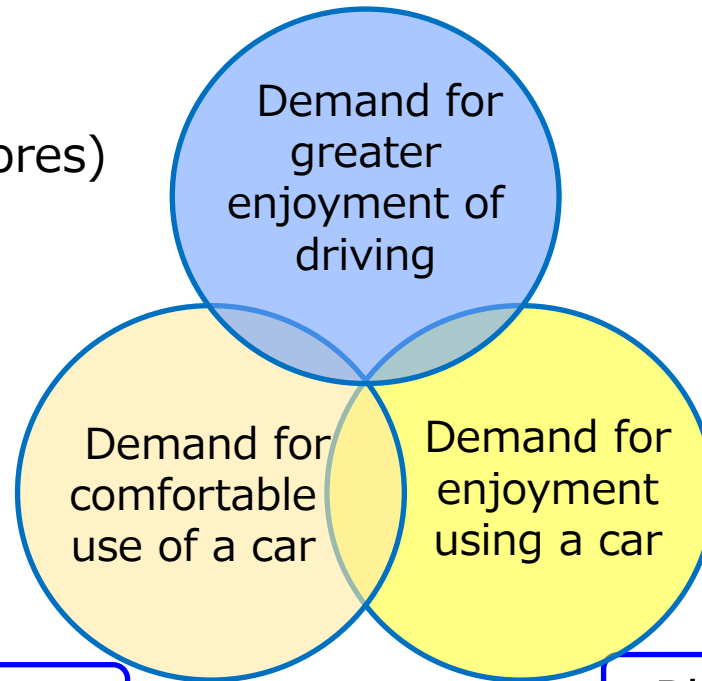
- 1) Effort at stores
 - 15-minute acceptance inspection
 - Improvement of store operation
- 2) Sales Strategy
 - Get appointments of Statutory inspection two years before, and approach to the customers already appointed
 - Tell Calling for the customers came to AUTOBACS stores
- 3) Product differentiation
 - Additional service of compensation to parts of damages to cars after Statutory inspection (Three Relief Star Compensation)

Transition of number of cars
finished Statutory inspection



Initiatives for FY March 2019: Domestic AUTOBACS Business

Store renovations
(goal: approx. 200 stores)



People Aspect

Improvement of store operation

- Increase customer service efficiency
- Reduce back office operations
- Improve people's productivity



Physical Aspect

Store renovations

- Change sales floor zoning and personnel placement
- Clean and decorate service bays and restrooms
- Develop new products (JKM, GORDON MILLER, etc.)

Initiatives for FY March 2019: Domestic AUTOBACS Business

Automobile Purchases and Sales Business

- Transfer to Domestic AUTOBACS Business in FY March 2019
- Close some unprofitable independent stores
- Revise franchise agreement with FCs
- Continue used car purchase business by renting spaces in franchisee stores

Initiatives for FY March 2019: Overseas Business

Strengths of Autobacs Seven in Overseas Markets

- Carrying a Japanese brand
- Capable of purchasing merchandise in the local areas
- Strong sales capabilities of local subsidiaries and partners



Overseas Demand

- Reliable brands
- Reliable parts that are more affordable than parts sold by automakers

Overseas Businesses: Growing Wholesale Business



Air fresheners for overseas countries



Oils for the Russian market



Brake pads for the Indonesian market

Initiatives for FY March 2019:

Car Dealership, BtoB and Internet Business

Imported Car Dealer Business

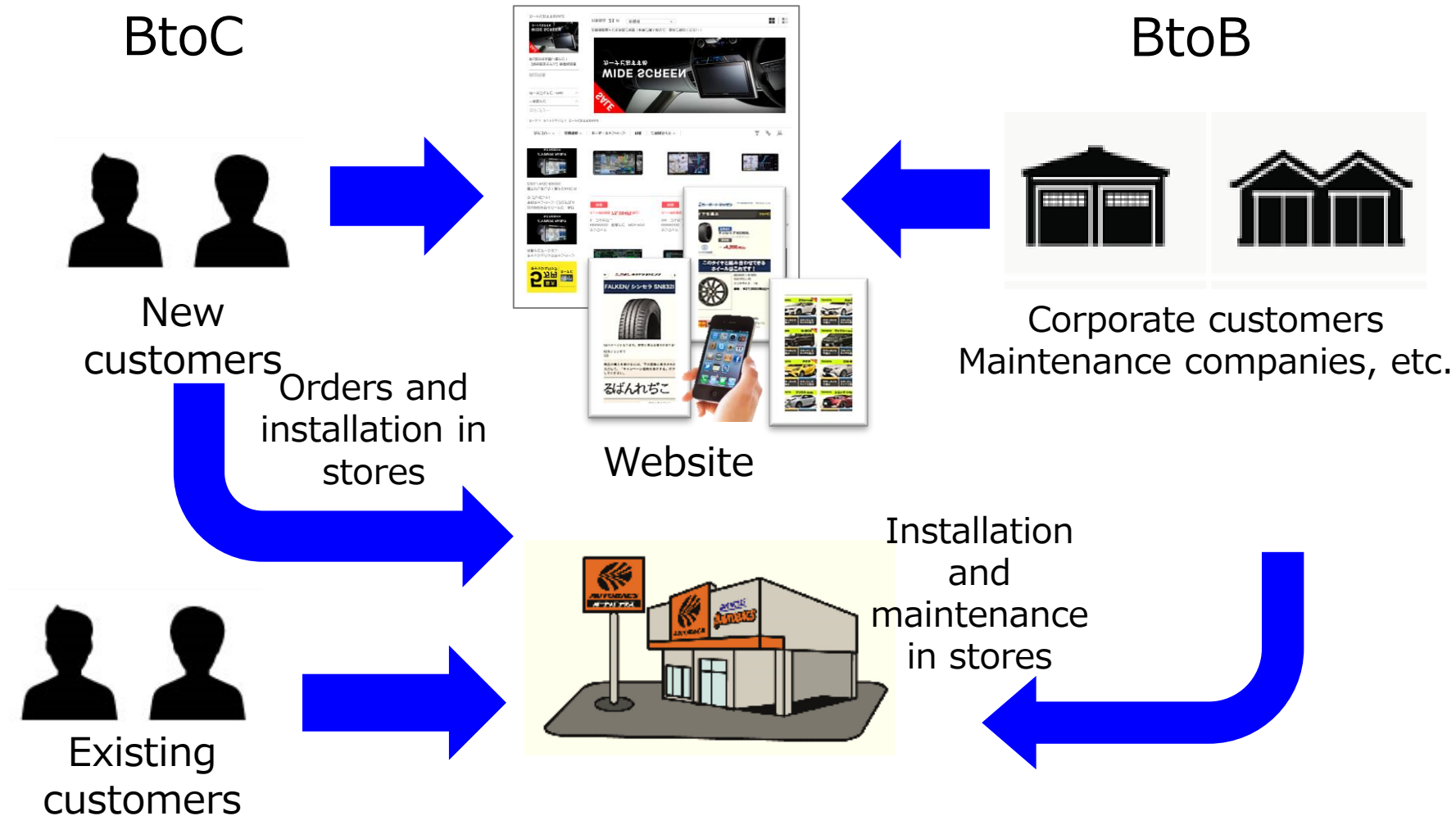
- Increase locations
- Increase revenue at existing stores

BtoB Business

- Change organizations
- Withdraw from unprofitable business alliances
- Restructure logistics systems
- Develop products by taking advantage of the strengths of the AUTOBACS Group
- Start selling installed tires and wheels in sets to customers outside the Group

Initiatives for FY March 2019: Car Dealership, BtoB and Internet Business

Platform to connect customers with AUTOBACS stores



Profit Drivers of 2019 ended March 31

0. Demand of tire switchback caused by snow + Reaction of increased tire price

1. Domestic AUTOBACS Business

- Increase sales of tires and statutory inspection
- Improve profitability of the store subsidiaries

2. Overseas Business

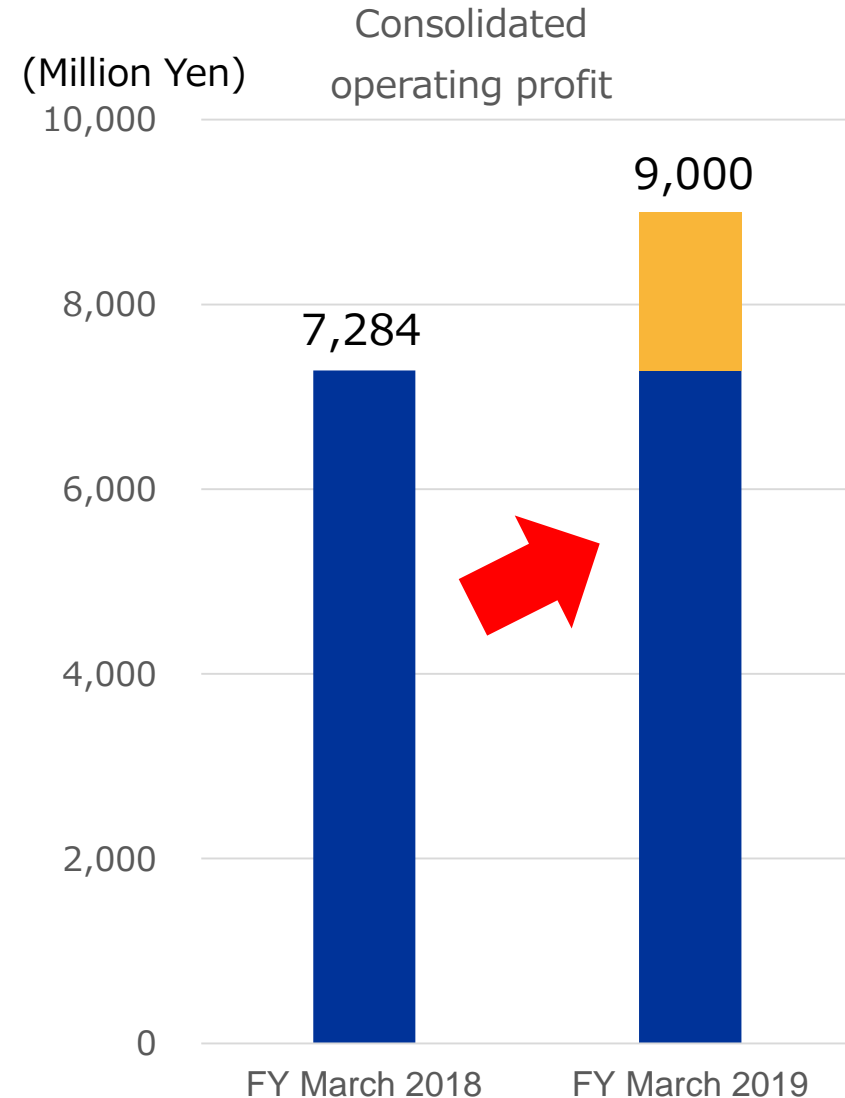
- Improve profitability and increase the wholesales at each country

3. Car Dealership, BtoB and Internet Business

- Close Unprofitable Car Purchase stores

4. Corporate Cost

- Reduce expenditure mainly IT costs



AUTOBACS SEVEN VISION Create Future Together 2050

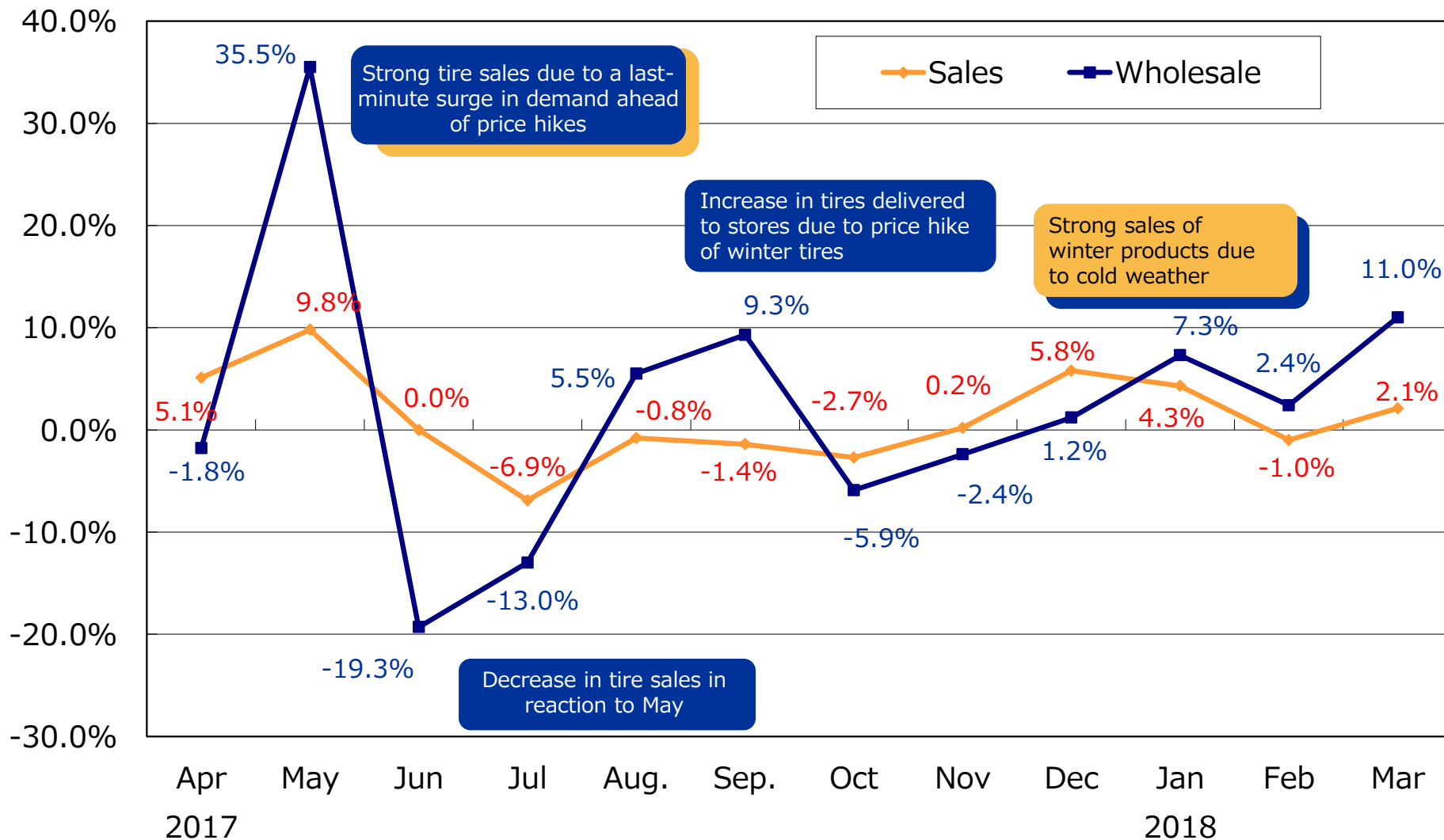
Professional and Friendly



APPENDIX

Sales Trend: Retail & Wholesale

【YoY change for the last 12 months】

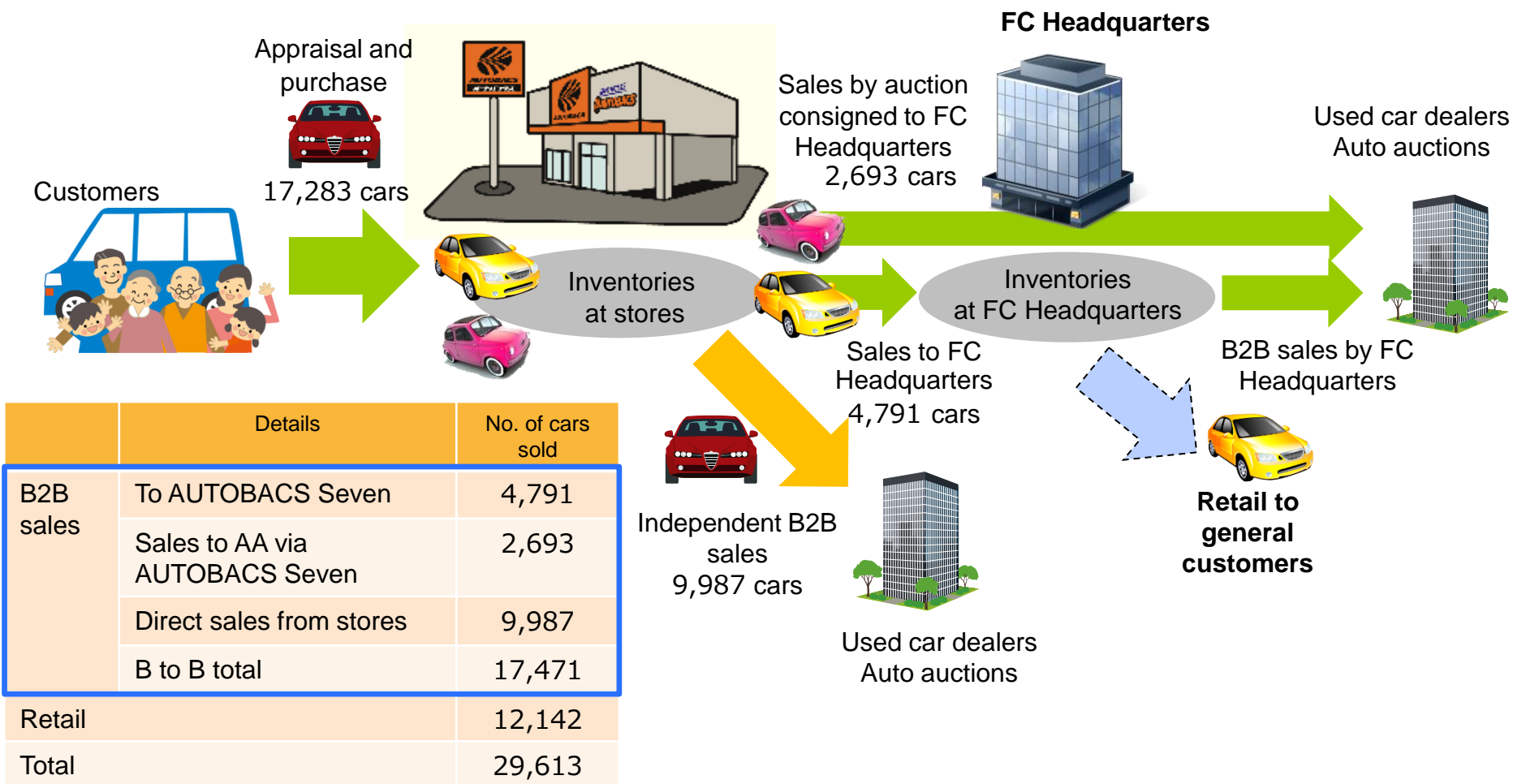


* Sales at all domestic store formats (AUTOBACS, Super AUTOBACS, AUTOBACS CARS, AUTOBACS Secohan Ichiba and AUTOBACS EXPRESS)

Automobile purchase and sales (1)

Commercial flow of car purchase and B2B sales

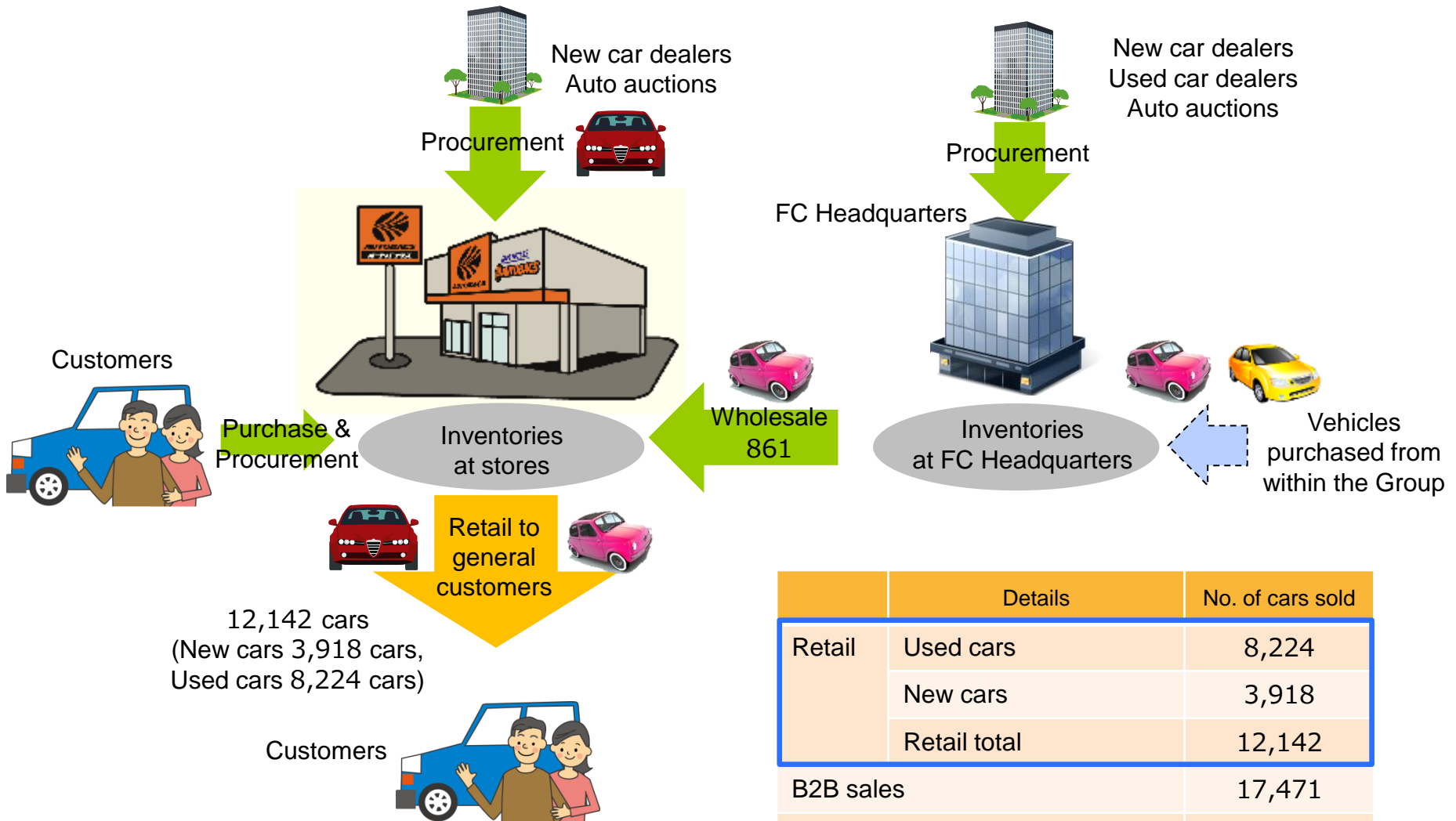
(No. of cars denotes cumulative units for the nine months ended Dec. 31, 2018)



Automobile purchase and sales (2)

Commercial flow of retail sales

(No. of cars denotes cumulative units for FY ended Mar 31, 2018)

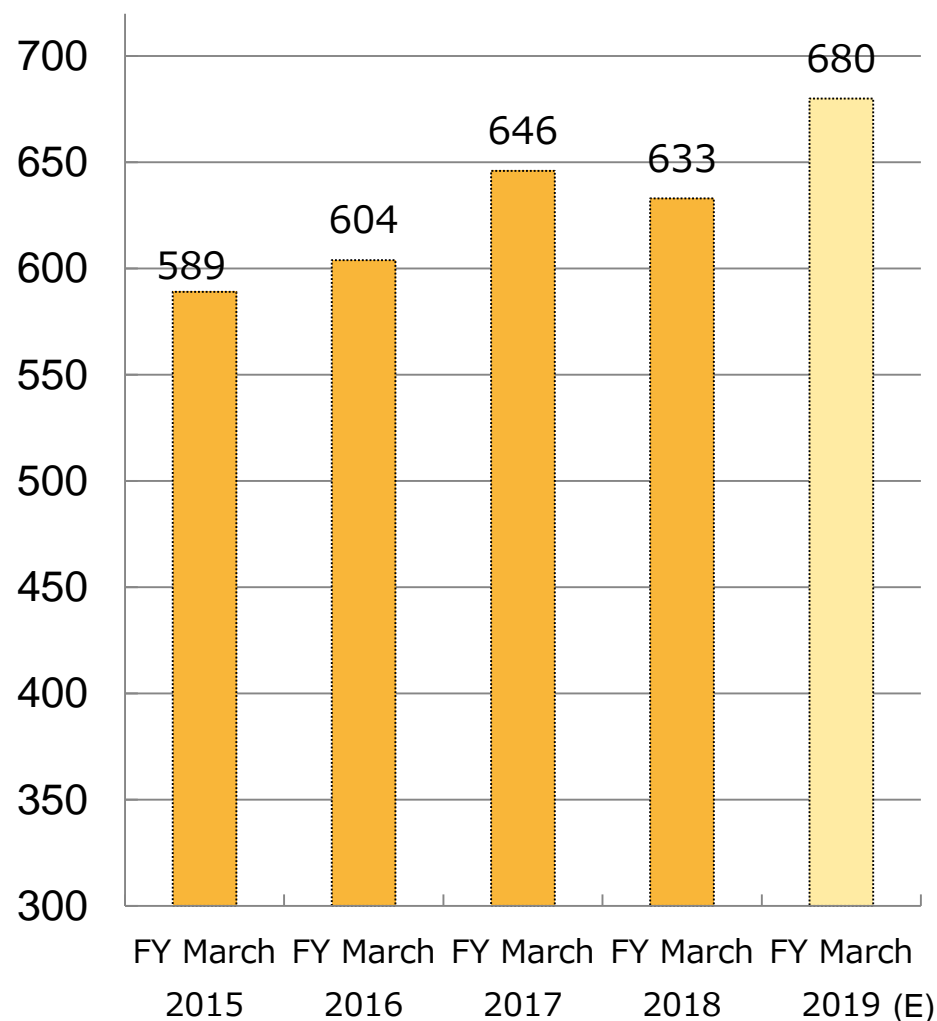


Results of Statutory Safety Inspection and Car Purchase & Sales Business



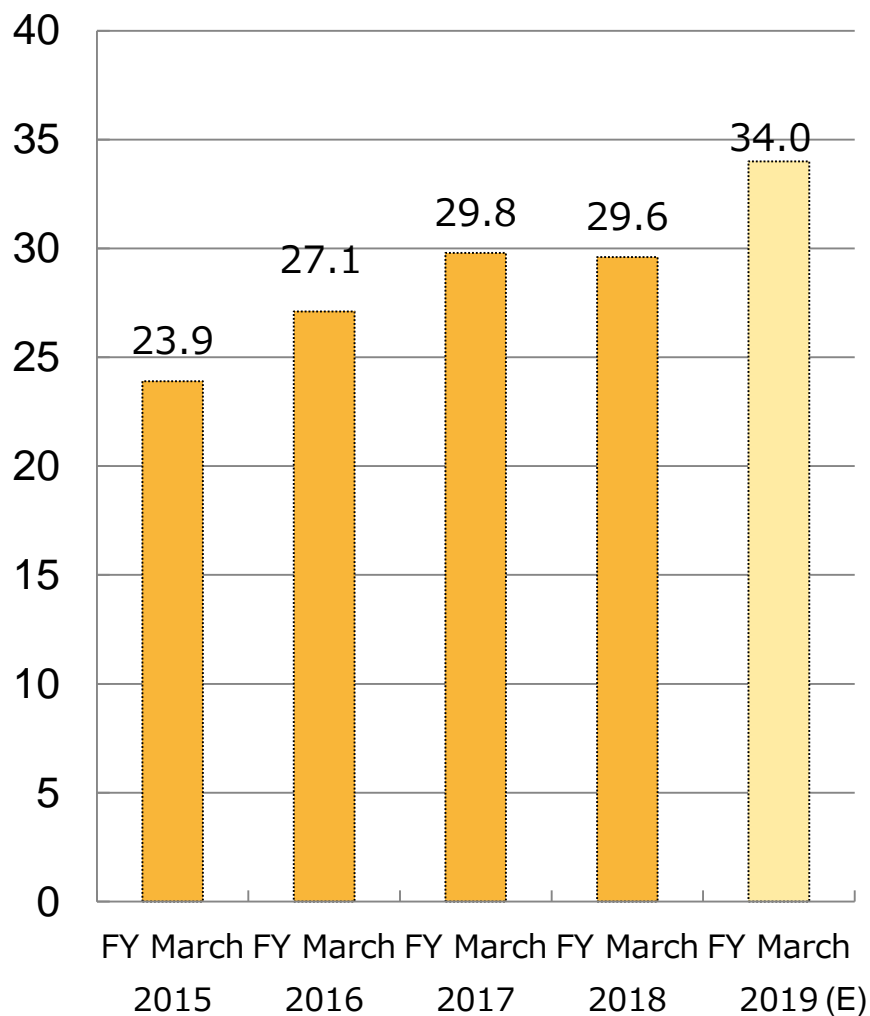
Statutory safety inspection (total stores)

(Thousands cars)



Car purchase and sales (total stores)

(Thousands cars)



Progress of New Store Openings (FY March 2018)



	Domestic Store name	Location (Prefecture)	Owner of store	Opening date
1	AUTOBACS CARS URAWAMISONO Store	Saitama	RC	July 31, 2017
2	AUTOBACS Mini AEON MALL TAMADAIRA NO MORI Store	Tokyo	RC	August 3, 2017
3	AUTOBACS Mini AEON MALL TAKAMATSU Store	Kagawa	RC	August 3, 2017
4	AUTOBACS HAKUI Store	Ishikawa	FC	October 6, 2017
5	AUTOBACS CARS FUKUOKA AIRPORT Store	Fukuoka	RC *	October 17, 2017
6	AUTOBACS Mini AEON MALL KOFU-SHOWA Store	Yamanashi	RC	November 23, 2017
7	AUTOBACS Mini AEON Ujina Store	Hiroshima	RC	December 13, 2017
8	AUTOBACS Mini AEON MALL AYAGAWA Store	Kagawa	RC	February 27, 2018

*Changed to AUTOBACS FUKUOKA operation from April 1, 2018.

	Overseas Store name	Location (Prefecture)	Owner of store	Opening date
1	AUTOBACS Dunearn Store	Singapore	Overseas Subsidiaries	April 7, 2017
2	AUTOBACS SUTERA UTAMA Store	Malaysia	Overseas Subsidiaries	August 11, 2017
3	AUTOBACS DAVAO	Philippines	FC	September 8, 2017
4	AUTOBACS WATCHARAPHON Store	Thailand	Overseas Subsidiaries	October 27, 2017
5	AUTOBACS TAMAN UNIVERSITI Store	Malaysia	Overseas Subsidiaries	November 16, 2017
6	AUTOBACS Samut Prakan 4 Store	Thailand	Overseas Subsidiaries	January 19, 2018
7	AUTOBACS Nakhon Pathom 4 Store	Thailand	Overseas Subsidiaries	March 23, 2018

Quarterly P/L (FY March 2018)



(Billion Yen)

	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	FY March 2018
Net sales	49.9	48.1	66.5	47.0	211.6
YoY	+5.1%	+1.8%	+1.0%	+8.5%	+3.7%
Gross profit (% of Sales)	15.3 (30.7%)	16.3 (34.0%)	20.5 (30.9%)	15.1 (32.2%)	67.3 (31.8%)
YoY	+3.2%	+3.6%	-1.1%	+2.7%	+1.8%
SG&A	14.9	14.8	15.0	15.2	60.0
YoY	+2.0%	-0.9%	-3.7%	+1.1%	-0.4%
Operating income	0.3	1.5	5.5	-0.1	7.2
YoY	+96.9%	+86.3%	+6.9%	–	+25.0%
Ordinary income	0.6	1.8	5.9	-0.2	8.2
Net income	0.3	1.0	3.9	1.0	5.4
Same store sales	+5.6%	-2.9%	+1.4%	+1.5%	+1.3%

Amounts are rounded down.

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

Balance Sheet: Assets



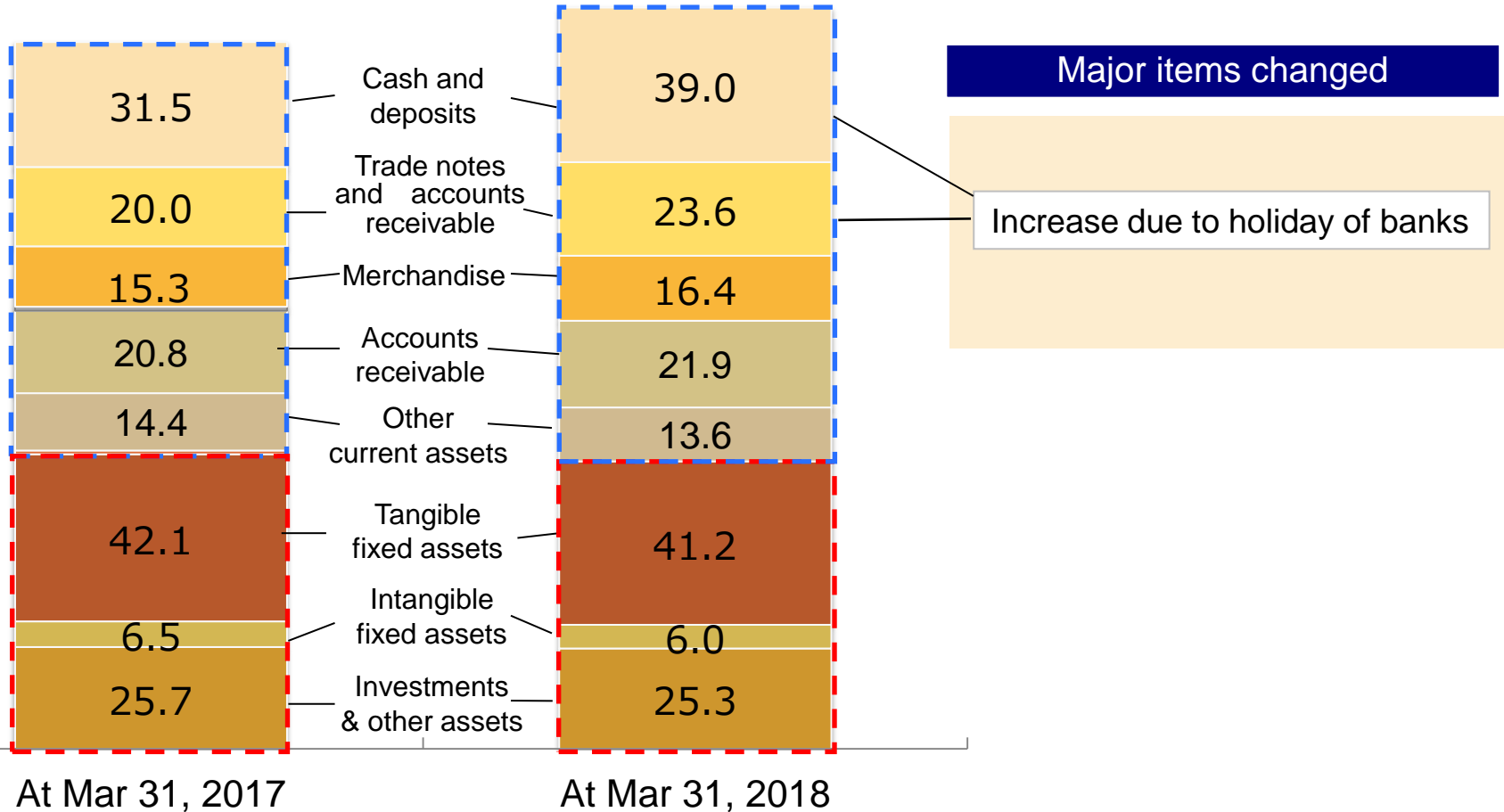
Total Assets

176.7 BY

Total Assets

187.4 BY

(Billion Yen)



Amounts are rounded down.

Balance Sheets: Liabilities and Equity

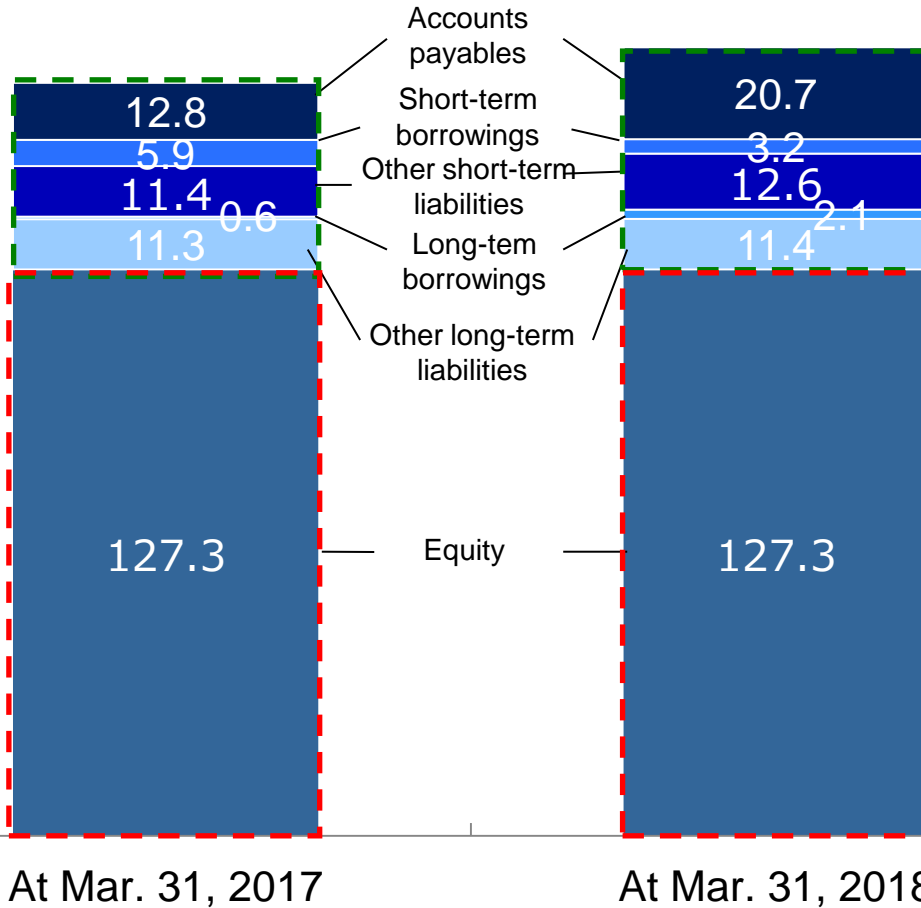


Total Liabilities & Equity

176.7 BY

187.4 BY

(Billion Yen)



Major items changed

Total Dividends Paid :-4.9BY
Profit attributable to owners of parent: +5.4 BY

Store Openings and Closings (FY March 2018)



Domestic stores	No. of stores at March 31, 2017	FY March 2018						No. of stores at March 31, 2018
		1st Half			2nd Half			
		New	S/B · R/L	Close	New	S/B · R/L	Close	
AUTOBACS	495	+2		-2	+4		-2	497
Super AUTOBACS	74							74
AUTOBACS <i>Secohan Ichiba</i>	9						-1	8
AUTOBACS EXPRESS	11							11
AUTOBACS CARS	12	+1		-1	+1			13
Total	601	+3		-3	+5		-3	603

Overseas stores	No. of stores at Mar 31, 2017	FY March 2018		No. of stores at Mar 31, 2018
		1st-half	2nd-half	
France	11			11
Thailand	8	-1	+3/-1	9
Singapore	2	+1		3
Taiwan	6			6
Malaysia	4	+1/-1	+1	5
Indonesia	5		-1	4
Philippines	2	+1		3
Total	38	+1	+2	41

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



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.