January 31, 2014

Consolidated Financial Results for the Nine Months Ended December 31, 2013 【Japanese Standards】

Summary of Quick Financial Announcement of Consolidated Financial Information For the Third Quarter Ended December 31, 2013.

Company name : AUTOBACS SEVEN CO., LTD.
Code number : 9832
(URL http://www.autobacs.co.jp/)
Headquarters : Tokyo, Japan
Company Representative : Setsuo Wakuda, Representative Director
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Telephone : +81-3-6219-8787
Stock exchange listing : Tokyo
Submission of Quarterly Business Report : February 7, 2014.
Start of cash dividend payments : -
Supplementary quarterly materials prepared : Yes
Quarterly results information meeting held : None

1. Results for the Nine months ended December 31, 2013 (From April 1, 2013 to December 31, 2013)

(Note: Amounts less than 1 million Yen have been rounded down. A figure in ( ) indicates a loss or a negative figure.)

(1) Results of operations:

(Unit: Millions of Yen except for per share information, and % information which indicates increase or decrease( ).)

	Net sales		Operating income		Ordinary income	
		%		%		%
Nine months ended December 31, 2013	**178,297**	**(2.5)**	**11,966**	**5.7**	**13,440**	**7.3**
Nine months ended December 31, 2012	182,873	(2.6)	11,324	(12.6)	12,522	(13.1)

Note: Comprehensive income : **9,602 million yen for the nine months ended December 31, 2013 : 40.2 %**
6,850 million yen for the nine months ended December 31, 2012 : (11.5 %)

	Net income		Basic net income per share (Yen)	Basic net income per share - diluted (Yen)
		%		
Nine months ended December 31, 2013	**7,990**	**20.4**	**87.53**	**-**
Nine months ended December 31, 2012	6,639	(19.5)	70.81	-

The Company conducted a 1:3 stock split on common stock, with an effective date of April 1, 2013. Net income per share data has been calculated as if the stock split was conducted at the beginning of the previous consolidated fiscal year.

(2) Financial position:

(Unit: Millions of Yen except for per share information)

	Total assets	Total net assets	Equity ratio	Net assets per share (Yen)
Nine months ended December 31, 2013	**223,996**	**143,792**	% **64.0**	**1,597.14**
Fiscal year ended March 31, 2013	205,526	143,301	69.5	1,544.08

(Reference) Equity : **Nine months ended December 31, 2013 : 143,406 million Yen**

For the year ended March 31, 2013 : 142,861 million Yen

The Company conducted a 1:3 stock split on common stock, with an effective date of April 1, 2013. Net assets per share data has been calculated as if the stock split was conducted at the beginning of the previous consolidated fiscal year.

2. Dividends

Dividends per share (Yen)

	First Quarter	Second Quarter	Third Quarter	Year -end	Annual
Fiscal year ended March 31, 2013	-	75.00	-	81.00	156.00
Fiscal year ended March 31, 2014	-	**27.00**	-	-	-
Fiscal year ended March 31, 2014 (forecast)	-	-	-	27.00	54.00

Note : Revisions to dividend forecasts published most recently : None

The Company conducted a 1:3 stock split on common stock, with an effective date of April 1, 2013. The total dividends data for the year ending March 31, 2013, is the actual amount prior to the common stock split.

3. Forecast for the fiscal year ending March 2014 (from April 1, 2013 to March 31, 2014)

(Unit: Millions of Yen, percentage figures denote year-on-year change)

	Net sales		Operating income		Ordinary income	
		%		%		%
Annual	229,100	(0.5)	13,500	5.9	14,600	0.9

	Net income		Basic net income per share(Yen)
		%	
Annual	8,200	8.0	91.32

Note : Revisions to financial forecasts published most recently : None

4. Other

(1) Significant changes in scope of consolidation : None

(2) Adoption of special accounting policies for quarterly financial statements : None

(3) Changes in accounting policies, accounting estimation change and restatement
1. Changes due to changes in accounting standard : None
2. Changes due to changes in accounting standard except (3)-1. : Yes
(Change in inventory valuation)
Prior to April 1, 2013, the Companys' inventories held at stores were costed using the lower of cost, determined by the retail method, or net selling value.
Effective April 1, 2013, however, the Companys changed its method of costing for inventory to the lower of cost, determined by the average method, or net selling value.
This accounting policy change was reflected to the consolidated financial statements as of April, 2013. As a result, the effect of this change on inventories, cost of goods sold, operating income, ordinary income, income before income taxes and minority interests and per share information for the current quarter is minimal.
3. Changes due to accounting estimation change : None
4. Restatement : None
Changes subject to Article 10(3) of the Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements.

(4) Shares outstanding (common stock)
1. Number of shares outstanding (including treasury stock)
Nine months ended December 31, 2013 : 92,950,105 shares
Fiscal year ended March 31, 2013 : 97,950,105 shares

2. Number of treasury stock at the end of period
Nine months ended December 31, 2013 : 3,160,598 shares
Fiscal year ended March 31, 2013 : 5,428,003 shares

3. Average shares outstanding over quarter
Nine months ended December 31, 2013 : 91,283,153 shares
Nine months ended December 31, 2012 : 93,752,402 shares

The Company conducted a 1:3 stock split on common stock, with an effective date of April 1, 2013. Number of shares outstanding has been calculated as if the stock split was conducted at the beginning of the previous consolidated fiscal year.

※Indication regarding the situation of quarterly review procedures
These financial results are not subject to the quarterly review procedures pursuant to the Financial Instruments and Exchange Act. At the time of the disclosure of the financial results, the procedures for reviewing quarterly financial statements pursuant to the Financial Instruments and Exchange Act had not been completed.

※Statement regarding the proper use of financial forecasts and other special remarks
These forecast performance figures are based on the information currently available to the Company's management and certain assumptions judged rational. Accordingly, these might be cases in which actual results materially differ from forecasts of this report.

5. Quantitative Information Concerning Consolidated Business Results for the Nine Months Ended December 31, 2013

(1) Quantitative Information concerning Consolidated Business Results

1. Business environment

Regarding the Japanese economy during the first nine months of the consolidated fiscal year under review, the trend of the yen depreciation and rising stock prices became more and more conspicuous against the backdrop of the monetary easing and economic measures by the government and the Bank of Japan, and the Japanese economy is showing positive signs. In automobile-related industries, the number of new cars sold changed to a year-on-year increase in September 2013. However, there was no significant increase in the consumption of automotive goods. After the increase in the number of new cars sold in the previous fiscal year due to government subsidies for purchasers of fuel-efficient cars, demand for goods closely related to the sale of new cars was sluggish until September 2013. Conditions were severe overall.

2. Overview of the domestic retail business

For the first nine months of the consolidated fiscal year under review, overall sales for Japanese businesses in the AUTOBACS chain (including franchise outlets) declined by 4.4% year on year on a same-store basis, and by 2.5% year on year on an overall store basis.

In the automotive goods segment, the Group revised its merchandise lineup as well as its sales system centering on tires to offset the decline in car electronics sales, which has continued since last fiscal year, and improved its sales efforts for the entire AUTOBACS chain. As a result, while demand for tire changes did not grow as initially expected, tire sales rose from the same period of the previous fiscal year, reflecting earlier snowfall than normal in the third quarter of the fiscal year under review and a combination of sales promotion measures in addition to brisk sales of fuel-efficient tires. Meanwhile, car navigation device sales decreased due to the continued drop in unit prices, despite signs indicating that the decline in sales volume had stopped in or after October 2013. In addition, sales of merchandise, including interior accessories and car sport items, which had undergone increased demand thanks to the brisk sales of new cars in the previous fiscal year, were stagnant. Total sales in the automotive goods segment declined from the same period of the previous year.

In its statutory safety inspections and maintenance segment, the Group continued to take steps to strengthen its guidance, focusing on stores with low sales of statutory safety inspections. Furthermore, in October 2013, the Group started offering the ability to book statutory safety inspections online in addition to the previous choices of booking them via phone and through guidance at statutory safety inspection contact centers. However, the number of statutory safety inspections carried out had been slowing down, partly because, the third quarter of the fiscal year under review fell under the time five years had passed since the period when the number of vehicles sold decreased due to the economic downturn precipitated by the Lehman Brothers bankruptcy. As a result, the number of statutory safety inspections carried out increased by 1.4% year on year, to about 405,000.

In the automobile purchases and sales business segment, sales of new cars suffered in reaction to the end of government subsidies for purchases of fuel-efficient cars, which had been offered in the previous year. However, the Group improved its sales system, including its training and personnel at stores. The number of vehicles sold rose, partly thanks to an increase in demand for new cars since October 2013. As for sales of used cars, the Group improved its assessment system for customers visiting stores, and the number of cars purchased rose. The Group also increased its store inventories. Consequently, sales to both individuals and used car dealers grew. As a result, the total number of vehicles sold increased by 21.6% year on year, to 15,404. The number of CARS franchise stores rose from 244 as of the end of the previous fiscal year to 265 as of the end of December 2013.

Domestic store openings and closings resulted in a net increase of 16 stores, from 552 stores at the end of March 2013 to 568 stores, as 21 new stores were opened, five stores were closed, and five stores were opened through scrap and build. Moreover, AUTOBACS Secohan Ichiba has six in-store facilities at stores in other business categories but, starting in the previous fiscal year, these are no longer included in the store count.

3. Consolidated business results

The Group's sales during the first nine months of the fiscal year under review declined by 2.5% year on year, to 178,297 million yen, gross profit fell by 0.4% to 58,642 million yen, and selling, general and administrative expenses decreased by 1.9% to 46,676 million yen, resulting in operating income of 11,966 million yen, an increase of 5.7% year on year. Non-operating income increased thanks to the receipt of insurance claims. As a result, ordinary income rose by 7.3%, to 13,440 million yen. In addition, an impairment loss on fixed assets of 200 million yen related to land and buildings for domestic and overseas stores was recorded as an extraordinary loss. Consequently, net income increased by 20.4% year on year, to 7,990 million yen.

Results by business segment are as shown below.

<Non-consolidated>

Sales fell by 4.8% year on year, to 145,471 million yen. In wholesale operations for franchise outlets, sales of cars, tires, wheels and car exterior items rose, yet could not offset the decline in car electronics sales. Therefore, in wholesale operations, sales declined by 3.2% year on year. In retail operations, sales declined by 40.3% year on year, reflecting the transfer of directly managed stores to domestic store subsidiaries. Gross profit decreased by 6.4% year on year, to 30,861 million yen, reflecting a decline in gross profit attributable to a drop in the sale of merchandise such as car electronics, despite an improvement in gross margin thanks to the effects of a sales increase and a purchase reform for wheels and tires. Selling, general and administrative expenses declined by 7.8% year on year, to 19,141 million yen, reflecting a decrease in store management costs attributable to the transfer of directly managed stores to store subsidiaries, and a decline in depreciation expenses for information systems and paid commissions, in spite of improving advertisements and sales promotions in the third quarter of the fiscal year under review. As a result, operating income decreased by 4.1% year on year, to 11,720 million yen.

<Domestic Store Subsidiaries>

Sales increased 0.9% year on year, to 60,467 million yen, and operating income was 258 million yen (an operating loss of 526 million yen for the same period of the previous fiscal year). Total sales rose from the previous year, reflecting a rise in sales, reflecting the change of franchise outlets to subsidiaries and the takeover of directly managed stores, and the growth of sales of tires and wheels in the third quarter of the fiscal year under review, despite the effect of a decline in sales of car electronics. Gross profit rose from the previous year, reflecting a change in the gross profit mix, which was caused by a decline in sales of car electronics, and the improvement of the gross margin of merchandise such as tires and items for car exteriors. Selling, general and administrative expenses increased from the previous year due to a rise in expenses, which was attributable to the change of franchise outlets into subsidiaries and the takeover of directly managed stores, and sales promotion that was strengthened in the third quarter of the fiscal year under review, despite a fall in personnel expenses, which was attributable to the transfer of employees to the Company with the aim of the efficient operation of stores.

<Overseas Subsidiaries>

Sales rose by 22.3% year on year, to 7,928 million yen. Operating income increased by 306.2% year on year, to 76 million yen. Sales and profits are affected by yen depreciation. Looking to the conditions for each country on a local currency basis, in France, sales of tires and car electronics declined due to price competition with competitors amid the economic slowdown in Europe, while sales of seasonal winter goods remained brisk thanks to a drop in temperature and snowfall. However, operating income remained on almost the same level as the previous year, as sales of services grew, and French subsidiary endeavored to reduce its selling, general and administrative expenses. In China, total sales fell because one local subsidiary-managed store was closed at the end of October 2013. However, operating loss was reduced due to a rise in the sales of tires and wheels in existing stores (one store). In Thailand, sales of tires and maintenance-related goods remained brisk. However, operating loss increased, reflecting a drop in sales due to the temporary suspension of store operations in parts of stores, as a result of the antigovernment demonstrations that started in November 2013. In Singapore, business remained steady. However, sales and operating income declined due to intensified competition with competitors.

<Subsidiaries for Car Goods Supply, etc. >

Sales increased by 2.9% year on year, to 11,618 million yen, chiefly thanks to the brisk sales of Palster K. K., which engages in sales of wholesale oil, etc. As a result, operating income rose by 19.8% year on year, to 222 million yen.

<Subsidiaries for Supporting Functions>

Sales declined by 7.4% year on year, to 2,374 million yen. Operating income increased by 3.2% year on year, to 369 million yen.

<Adjustments to Consolidated Operating Income>

The amount of adjustments from the aggregated amount of segments' operating income to consolidated operating income decreased 256 million yen year on year, to 680 million yen. Major items contributing to a change in adjustments to consolidated amounts from the previous fiscal year included a decline in the amount of amortization of goodwill, which was attributable to the change of franchise companies into subsidiaries.

4. Progress in the AUTOBACS 2010 Medium-Term Business Plan

The Group continued to take steps to improve the profitability of its stores and increase its market share in the final year of the AUTOBACS 2010 Medium-Term Business Plan.

As for improving store profitability, the Group focused on promoting repeat customer visits by improving its merchandise lineup for tires, its mainstay product, strengthening its assessment activities to increase sales and purchases of cars, distributing checksheets to notify customers when to perform car maintenance, and providing customers near its stores with information on sales, along with efforts to maintain and develop its remodeled sales floors. The Group also worked to increase the knowledge and skills of its store staff by regularly conducting training on how to serve and treat customers and periodically holding seminars on each product, etc.

With respect to improving the profitability of store subsidiaries—the most important issue for the fiscal year under review—the Group brought in new personnel and introduced a mutual cooperation system across the board without regard to the divisions in charge of goods, with the aim of enhancing store efficiency, and a certain improvement, such as an increase in opportunities to help customers, was achieved.

With respect to the renovation of sales floors at Super AUTOBACS stores, the Group focused on developing its sales floors by giving each store's characteristics full rein and solving store problems. By the end of the third quarter of the fiscal year under review, the Group had renovated 24 stores and improved its earnings power.

Looking to increase its market share, the Group opened 21 new stores, including three tire specialty stores, before the end of the third quarter of the fiscal year under review. A total of 78 stores have been opened since April 2010, which was the first year of the AUTOBACS 2010 Medium-Term Business Plan. In addition, the Group reviewed and revised likely store opening areas and promoted a store-opening plan based on a store model corresponding to areas for store openings.

Regarding online services to improve customer convenience, the Group increased the number of goods posted on AUTOBACS.com, the Company's mail-order website, and the online markets of Rakuten Ichiba and Amazon co.jp, and renewed its official applications. In addition to the Group's online booking service for oil changes, which has been introduced in all stores, the Group started an online booking service for statutory safety inspections to complete online booking for statutory safety inspections at part of its stores, and worked to increase customer convenience.

6. Consolidated Financial Statements

(1)Consolidated Balance Sheets

(Unit: Millions of Yen)

Assets	March 31, 2013 Amount	December 31, 2013 Amount
Current assets		
Cash and deposits	48,197	45,070
Trade notes and accounts receivable	24,748	37,499
Marketable securities	1,000	802
Inventories	16,576	20,415
Accounts receivable-other	20,089	27,218
Other current assets	16,818	16,292
Allowance for doubtful receivables	(228)	(211)
Total current assets	127,202	147,087
Fixed assets		
Tangible fixed assets		
Land	22,919	22,879
Other tangible fixed assets(net)	18,533	19,106
Total tangible fixed assets	41,453	41,985
Intangible fixed assets		
Goodwill	867	927
Other intangible fixed assets	4,591	4,496
Total intangible fixed assets	5,459	5,423
Investments		
Rental deposits	18,618	17,937
Other investments	16,792	11,670
Allowance for doubtful receivables	(3,999)	(108)
Total investments	31,411	29,499
Total fixed assets	78,324	76,908
Total assets	205,526	223,996

Liabilities and Net assets	March 31, 2013 Amount	December 31, 2013 Amount
Current liabilities		
Trade notes and accounts payable-trade	21,647	**40,399**
Short-term borrowings	2,124	**4,008**
Income taxes payable	2,578	**1,145**
Allowance for business restructuring	988	**196**
Other Allowances	465	**501**
Other current liabilities	17,216	**20,023**
Total current liabilities	45,020	**66,274**
Long-term liabilities		
Bonds	65	**25**
Long-term debt	6,083	**3,087**
Allowances	416	**375**
Asset retirement obligations	1,980	**2,013**
Other long-term liabilities	8,659	**8,427**
Total long-term liabilities	17,204	**13,928**
Total liabilities	62,225	**80,203**
Shareholders' equity		
Common stock	33,998	**33,998**
Capital surplus	34,278	**34,278**
Retained earnings	80,438	**76,882**
Treasury stock at cost	(7,230)	**(4,709)**
Total shareholders' equity	141,484	**140,450**
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,271	**2,270**
Foreign currency translation adjustments	105	**685**
Total accumulated other comprehensive income	1,377	**2,956**
Minority interests	439	**386**
Total net assets	143,301	**143,792**
Total liabilities and net assets	205,526	**223,996**

(2) Consolidated Statements of Income and Comprehensive Income
(Unit: Millions of Yen)

	Nine months ended December 31, 2012 Amount	**Nine months ended December 31, 2013 Amount**
Net sales	182,873	**178,297**
Cost of goods sold	123,973	**119,655**
Gross profit	58,899	**58,642**
Selling, general and administrative expenses	47,575	**46,676**
Operating income	11,324	**11,966**
Non-operating income		
Interest income	105	**68**
Dividend income	41	**49**
Equity in income on affiliates	38	**32**
Lease revenue-system equipment	892	**961**
Foreign exchange gains	204	**-**
Other non-operating income	1,766	**2,067**
Total non-operating income	3,048	**3,179**
Non-operating expenses		
Interest expenses	99	**68**
Lease cost-system equipment	854	**889**
Foreign exchange losses	-	**49**
Other non-operating expenses	896	**697**
Total non-operating expenses	1,851	**1,705**
Ordinary income	12,522	**13,440**
Extraordinary losses		
Impairment losses on fixed assets	79	**200**
Loss on sales of investment securities	467	**-**
Total extraordinary losses	546	**200**
Income before income taxes and minority interests	11,975	**13,240**
Income taxes		
Current	4,825	**3,704**
Deferred	529	**1,518**
Total income taxes	5,354	**5,223**
Income before minority interests	6,620	**8,016**
Minority interests in net income (losses)	(18)	**26**
Net income	6,639	**7,990**
Minority interests in net income (losses)	(18)	**26**
Income before minority interests	6,620	**8,016**
Other comprehensive income		
Valuation difference on available-for-sale securities	42	**996**
Foreign currency translation adjustment	188	**587**
Share of other comprehensive income of associates accounted for using equity method	(2)	**2**
Total other comprehensive income	229	**1,586**
Comprehensive income	6,850	**9,602**
Comprehensive income attributable to		
Owners of the parent	6,854	**9,568**
Minority interests	(4)	**33**

7. Notes in case significant changes were made to the amount of shareholders' equity

At the Board of Directors Meeting held on May 9, 2013, the Board approved the repurchase of common stock.
From May 13, 2013 to December 31, 2013, Autobacs Seven Co., Ltd. repurchased 2,730,000 shares of common stock for 4,135 millions of Yen.
The Board also approved the cancellation 5,000,000 shares of treasury stock at the above Board of Directors and carried it out on May 16, 2013.
As a result, Retained earnings and Treasury stock at cost were decreased by 6,660 millions of Yen.

8. Segment Information

I Nine months ended December 31, 2012

(1) Information about sales and profit (loss)

(Unit: Millions of Yen)

	The Company	Domestic Store Subsidiaries	Overseas Subsidiaries	Subsidiaries for Car Goods Supply and Other	Subsidiaries for Supporting Functions	Total
Net sales						
Sales to outside customers	110,754	59,459	6,293	5,611	753	182,873
Intersegment sales or transfers	42,003	495	186	5,679	1,809	50,173
Total	152,757	59,954	6,480	11,291	2,563	233,047
Net income (loss)	12,225	(526)	18	185	358	12,261

(2)Difference between operating income and Sum of operating income (loss) in reportable segments for the Nine months ended December 31

(Unit: Millions of Yen)

Income	Amount
Total reportable segments	12,261
Inventories	(501)
Elimination of intersegment transaction	(323)
Amortization of goodwill	(241)
Allowance for point card	(43)
Fixed assets	153
Others	20
Operating income	11,324

(3)Impairment losses of assets, goodwill, and others, by reporting segment

Not applicable.

II Nine months ended December 31, 2013

(1) Information about sales and profit (loss)

(Unit: Millions of Yen)

	The Company	Domestic Store Subsidiaries	Overseas Subsidiaries	Subsidiaries for Car Goods Supply and Other	Subsidiaries for Supporting Functions	Total
Net sales						
Sales to outside customers	104,362	59,508	7,655	6,109	661	178,297
Intersegment sales or transfers	41,108	958	272	5,509	1,713	49,562
Total	145,471	60,467	7,928	11,618	2,374	227,860
Net income	11,720	258	76	222	369	12,646

(2)Difference between operating income and Sum of operating income (loss) in reportable segments for the Nine months ended December 31

(Unit: Millions of Yen)

Income	Amount
Total reportable segments	12,646
Inventories	(750)
Elimination of intersegment transaction	(114)
Amortization of goodwill	(83)
Allowance for point card	(44)
Fixed assets	185
Others	126
Operating income	11,966

(3)Impairment losses of assets, goodwill, and others, by reporting segment

Not applicable.

9. Subsequent Events

At the Board of Directors' meeting held on May 9, 2013, the Board approved the repurchase of common stock. The Company acquired its common stock, based on the provisions of Article 156 of the Japanese Corporation Law ("the Law"), applied pursuant to Article 165, Paragraph 3 of the Law. The Company finished the share buyback.

(1) Acquisition period : from January 1, 2014 to January 19, 2014
(2) Total number of shares acquired : 270,000 shares
(3) Total cost of acquisition : 455 millions of Yen.

Total number of shares acquired and cost of acquisition on and after the Board of Directors' meeting held on May 9, 2013
(1) Total number of shares acquired: 3,000,000 shares
(2) Total cost of acquisition: 4,590 millions yen

10. Additional Information

(1)Consolidated Sales Component and Percentage by Division

(Unit: Millions of Yen)

	Nine months ended December 31, 2013		
Divisions	Amount	Ratio	Year-on-Year Increase/Decrease Ratio
		%	%
Wholesale	104,474	58.6	97.0
Retail	71,258	40.0	98.3
Others (letting and hiring fee of leased object)	2,565	1.4	96.0
Total	178,297	100.0	97.5

Note : Consumption taxes are excluded from the above amounts.

(2)Consolidated Sales Component and Percentage by Product Category

(Unit: Millions of Yen)

Products	Nine months ended December 31, 2013 Amount	Ratio	Year-on-Year Increase/Decrease Ratio
Wholesale		%	%
Tires and wheels	30,277	29.0	100.0
Car electronics	20,396	19.5	82.8
Oil and batteries	13,910	13.3	101.4
Car exterior items	11,026	10.6	100.9
Car interior items	9,976	9.5	93.2
Motor sports	6,189	5.9	99.1
Services	2,350	2.3	117.0
Others	10,347	9.9	112.5
Subtotal	104,474	100.0	97.0
Retail			
Tires and wheels	17,334	24.3	103.2
Car electronics	10,091	14.2	82.2
Oil and batteries	6,260	8.8	100.7
Car exterior items	8,081	11.3	103.5
Car interior items	7,273	10.2	99.4
Motor sports	4,301	6.0	94.0
Services	12,526	17.6	100.8
Others	5,388	7.6	106.3
Subtotal	71,258	100.0	98.3
Others (letting and hiring fee of leased object)	2,565	-	96.0
Total			
Tires and wheels	47,611	26.7	101.2
Car electronics	30,487	17.1	82.6
Oil and batteries	20,170	11.3	101.2
Car exterior items	19,107	10.7	101.9
Car interior items	17,249	9.7	95.7
Motor sports	10,491	5.9	97.0
Services	14,877	8.3	103.1
Others	18,301	10.3	108.0
Total	178,297	100.0	97.5

Notes : 1.Consumption taxes are excluded from the above amounts.

2.Others is consisted of revenue of Car sales, Used car goods sales and Royalty income .

3.The sales amount to application of equity method companies are in the wholesale.