

ANALYST MEETING

Results for FY March 2015 and Forecasts for FY March 2016



May 11, 2015

**Setsuo Wakuda
Representative Director and CEO**

AUTOBACS SEVEN CO., LTD.

- I. FY March 2015 Consolidated Results**
- II. FY March 2016 Consolidated Forecast**
- III. Revision of “2014 Medium-term Business Plan”**

I. FY March 2015 Consolidated Results

Consolidated Results (FY March 2015)

Decrease in net sales and income: sales decreased more than expected due to a reactionary fall from the last-minute rise in demand before the consumption tax hike and a slump in consumer sentiment. Profits declined as a result of reduced sales, despite having strengthened sales promotions while reducing controllable expenses to increase store sales.

	FY March 2015				(Billion Yen)
	Latest forecast	Actual result	YoY change ratio	Change from the latest forecast	FY March 2014
Net sales	216.6	209.4	-9.6%	-3.3%	231.6
Gross profit	69.7	66.9	-13.0%	-4.0%	76.9
SG&A	60.7	60.4	-3.9%	-0.3%	62.9
Operating income	9.0	6.4	-54.1%	-28.9%	13.9
Ordinary income	10.8	8.2	-49.8%	-23.6%	16.4
Net income	6.0	4.6	-52.9%	-23.2%	9.7
EPS(Yen)	69.3	52.8	-51.0%	-23.8%	107.7
ROE	4.2%	3.3%	-3.5pt	-0.9pt	6.8%

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

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

Overview of the 2nd-half Results(FY March 2015)

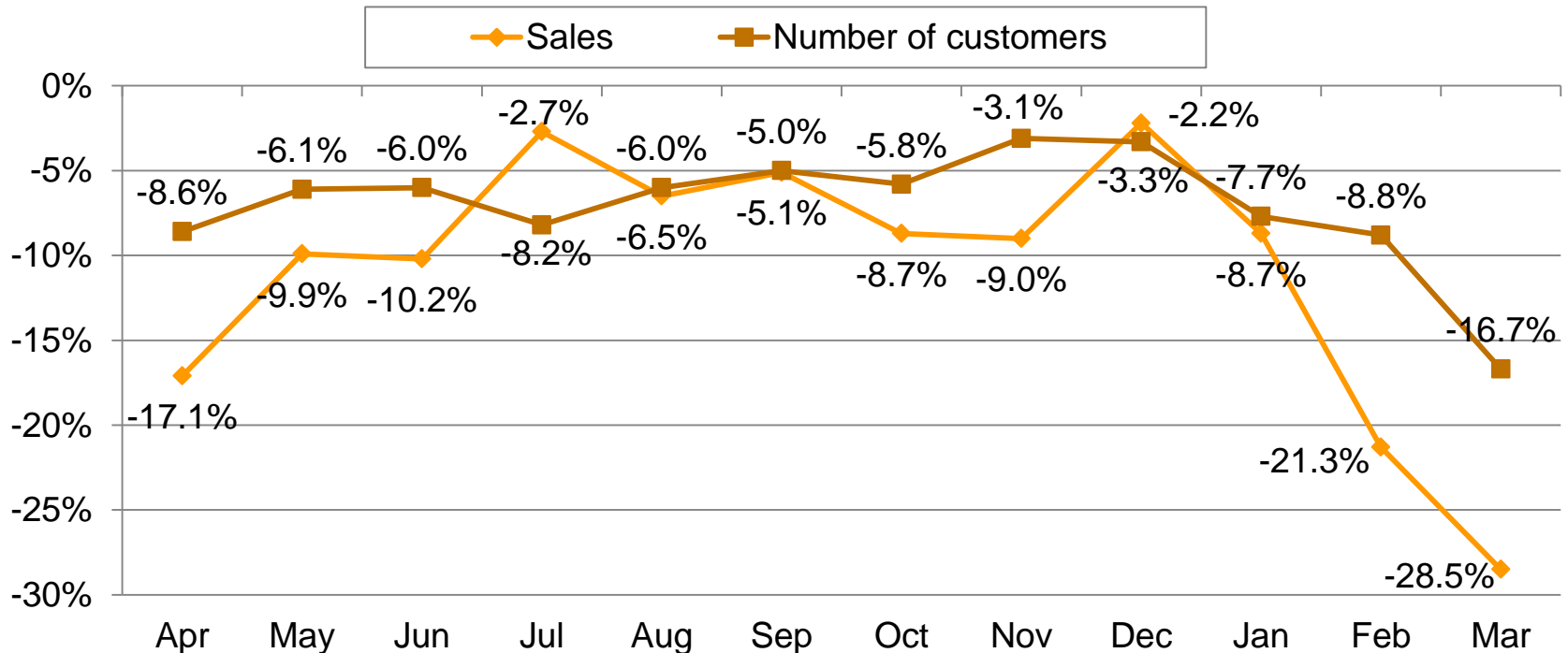
Financial results were below both the planned targets and the previous year. Sluggish consumption continued for longer than expected, and sales failed to reach the target. Gross margin declined largely owed to the above sales drop, despite of the efforts taken such as purchase price savings and selling price controls. SG&A expenses were maintained within the planned range based on the continued reduction of controllable expenses.

(Billion Yen)					
	1st-half	2nd-half		Full Year	
	Result	Result	Plan	Result of last year 2H	Result
Net sales	98.0	111.4	118.5	127.9	209.4
Gross profit	30.5	36.3	39.1	42.2	66.9
% to Net sales	31.2%	32.6%	33.0%	33.0%	31.9%
SG&A	30.0	30.4	30.6	32.7	60.4
Salaries	14.3	14.2	14.5	15.0	28.5
Selling expenses	5.5	5.4	5.5	6.3	11.0
Facilities	5.5	5.8	5.6	6.3	11.3
Other	4.6	4.8	4.8	5.0	9.5
Operating income	0.5	5.8	8.4	9.4	6.4

Notes: amounts are rounded down to the nearest hundred million yen.
% of net sales are calculated in yen.

Retail Sales Trend (FY March 2015)

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



Fall from the last-minute demand before the tax hike

Fall from the last-minute demand before the tax hike in the previous year

Fall from the increased demand due to snowfall in the previous fiscal year

Recovery in the number of vehicles requiring the 2nd statutory safety inspection

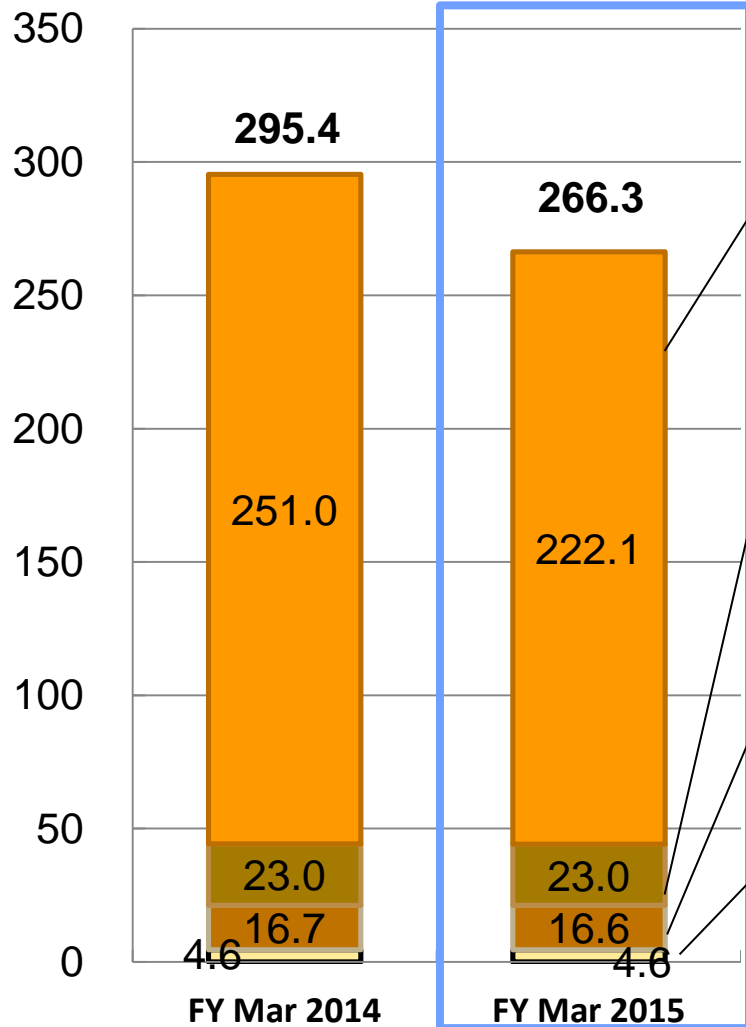
Fall in new car sales and consumer spending after the tax hike

Business Environment

Domestic Retail Sales (FY March 2015)

(Billion Yen)

Sales at domestic AUTOBACS-chain stores including FCs*: 266.3 billion yen
-9.9% YoY



Automotive goods and services:

222.1 billion yen, -11.5% YoY

Automotive purchase and sales:

23.0 billion yen, -0.3% YoY

23,934 cars, +3.4% YoY

Number of fully certified & designated stores:
 451 stores (+92 from the previous fiscal yearend)

Statutory safety inspection :

16.6 billion yen, -0.8% YoY

589 thousand cars, +1.4% YoY

Number of fully certified & designated stores:

390 stores (+11 from the previous fiscal year-end)

Others (Fuel & Second-hand goods sales):

4.6 billion yen, -0.8% YoY

* Include sales at domestic AUTOBACS-chain stores including FCs; all store formats (AUTOBACS, Super AUTOBACS, CARS, AUTOBACS Secohan Ichiba and AUTOBACS)

Note: amounts are rounded to the nearest 100 million yen

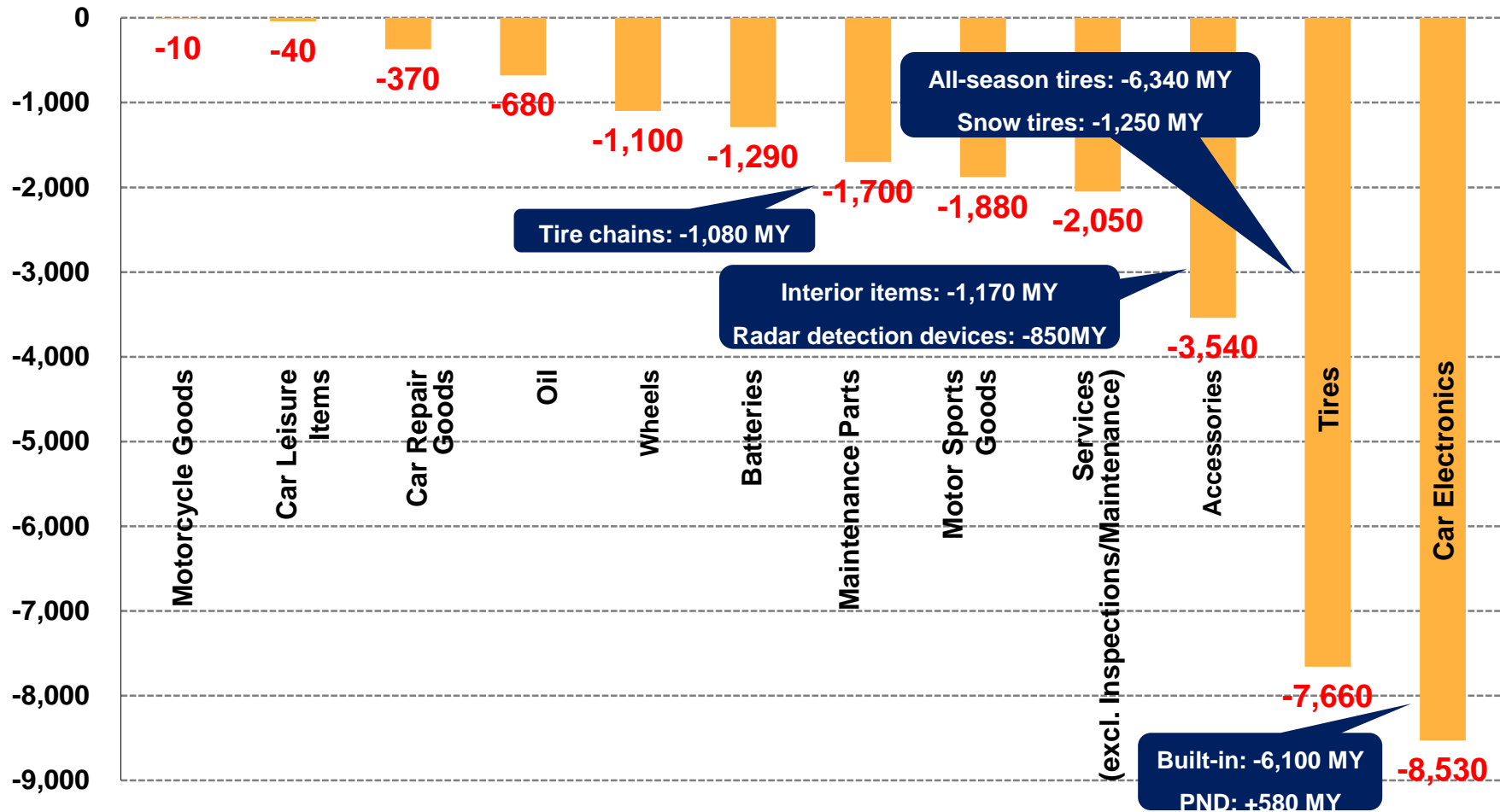
Sales Variance by Merchandise (FY March 2015)

【Same store basis】 Sales: -11.0% YoY, Number of customers: -7.1% YoY

Sales* changes by merchandise category

(Million Yen)

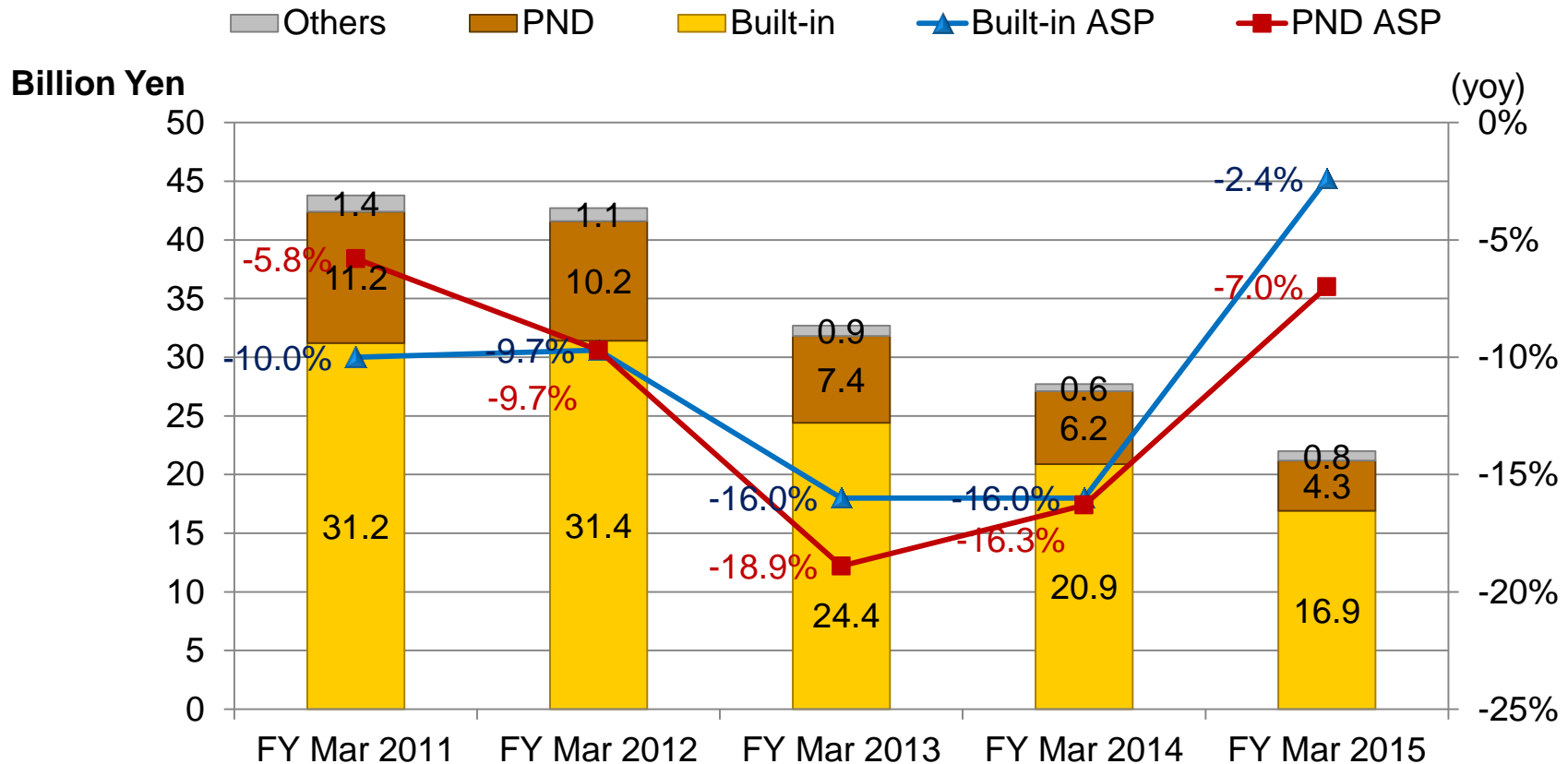
(YoY change in amount; total store basis)



* Include sales at domestic AUTOBACS-chain stores including FCs; all store formats (AUTOBACS, Super AUTOBACS, CARS, AUTOBACS Secohan Ichiba and AUTOBACS EXPRESS)

ASP of Car Navigation Devices at Stores

Sales* and ASP of navigation devices (YoY)



*Sales at domestic AUTOBACS-chain stores including FCs;
All domestic store formats (AUTOBACS, Super AUTOBACS, CARS,
AUTOBACS Secohan Ichiba and AUTOBACS EXPRESS)

Major Drivers Of Variance (FY March 2015)

	FY March 2015			FY Mar 2014 % of Sales
	Result % of Sales	YoY change	Major drivers of variance	
Net sales	209.4 BY	-9.6%	Non-consolidated: -16.92 BY Domestic store subsidiaries: -13.5 BY Overseas store subsidiaries: -0.38 BY ⇒Wholesales decreased with the decline in retail sales. Sales also decreased due to the transfer of store subsidiaries to FCs <div> Values before consolidation adjustments </div>	231.6 BY
Gross profit	66.9 BY 31.9%	-13.0%	Wholesale: -4.2 BY; Retail: -5.3 BY • Fall in gross profit and gross margin due to weak sales of car electronics • Fall in gross profit and gross margin of car interior goods	76.9 BY 33.2%
SG&A	60.4 BY 28.9%	-3.9%	Salaries: fall due to transfer of store subsidiaries to franchise company Selling expenses: fall in sales promotion expenses and fall due to transfer of store subsidiaries Other: increase in data processing expenses for the update of store operating systems	62.9 BY 27.2%
Non-operating income/expense	1.8 BY 0.9%	-25.4%	Non-operating income declined due to insurance income that occurred in FY March 2014 for the claim of damages against officers related US lawsuit.	2.4 BY 1.1%
Extraordinary gains	1.1 BY	+791.0%	Gains on sales of investment securities (Broadleaf): 0.65 BY Gains on sales of affiliated company (AUTOBACS Kanagawa): 0.4 BY	0.1 BY
Extraordinary loss	0.3 BY	-18.3%	Impairment losses on stores, land, and buildings in Japan and overseas, and loss on disposal of fixed assets at some stores	0.4 BY
Adjustments to Income Taxes	4.4 BY	-29.5%	Tax rate increased as the result of the reevaluation of collectability of differed tax assets of subsidiaries	6.2 BY

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

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

Operating Income Components (FY March 2015)

Domestic AUTOBACS-chain store sales

Total store basis: -9.9% / same store basis: -11.0%

		Operating income (Million yen)	
		Amount	Major drivers of variance (yoy)
Segment	Non-consolidated	8.83 BY	-4.49 BY Net sales -16.93 BY (-9.2%) Gross Profit -4.32 BY (GM 20.7% (last year 21.2%)) • Decline in gross profit due to weaker overall sales • Increase in gross margin in tires and wheels, etc. SG&A +0.16 BY • Reduced controllable expenses • Improved advertising and sales promotions in Q2 and Q3 • Increased data processing expenses for the update of store operating systems
	Store subsidiaries	(1.92 BY)	-2.47 BY (Net sales -13.5 BY -16.6%) • Decline in sales due to reactionary fall from the consumption tax hike and weak consumer sentiment • Decline in sales and gross profit due to transfer of stores to franchise company (Financial impact: net sales -5.8 BY, gross profit -2.3 BY, SG&A -2.1 BY)
	Overseas subsidiaries	(0.17BY)	-0.18 BY Increased operating loss of French subsidiary, etc.
	Subsidiaries for supporting functions, car goods supply and other	0.48 BY	-0.2 BY Increased expenses due to expansion of oil wholesale business, etc.
Segment total		7.21 BY	-7.36 BY
Consolidation Adjustments		(0.81 BY)	Adjusted amount increase by 0.17 BY from previous year due to increase in amortization of goodwill as a result of making a franchise company into a subsidiary
Consolidated		6.4 BY	-7.54 BY

Measures for AUTOBACS Business (FY March 2015)



Business field	Measures taken
Automotive goods and services	1. Did not open new stores if difficult due to the increased cost of opening stores
	2. Did not reach the target due to reduced demand and fewer stores despite the implementation of a new private brand and exclusive tires
	3. Unified the design and concept of private brand items and gradually increased its merchandise line-up
Statutory safety inspection	1. Developed systems for sales talks at stores and after-sales follow-up by telephone
	2. Experimentally located a sales counter for statutory safety inspection reservations at GMS stores
	3. Reviewed services and price structure
Automobile purchase and sales	1. Increased the number of CARS franchise stores (451 as of March 31, 2014)
	2. Developed and launched sales of new auto-lease products
	3. Launched a dealership business (Suzuki and BMW)
Other	<ul style="list-style-type: none"> ▪ Renewed the maintenance membership system ▪ Shifted to focus on sales promotions using customer data



“AQ. AUTOBACS QUALITY.”

Unifying the brand design and concept of private brand items.

Expanding the merchandise lineup.

Brand concept is “Comfortable and high quality.”

Implemented merchandise: batteries, car accessories (mirror, floor mat, air refresher, car wash goods, car interior goods, etc.)



Net sales for FY March 2015

:1.63 billion yen (up 19.5% YoY)

Direct delivery to customers: 0.71 billion yen
Store sales: 0.92 billion yen

- Increasing merchandise line-up
- Improving the system for easy-to-buy
- Strengthening the promotion for WEB channels (banner advertising and LINE@, etc.)



Reservation site of oil change service in AUTOBACS.com

Strengthening the introductory function of e-commerce that lead customers to stores

1. Implementing the system of making reservations for oil change service at the time of oil purchase on “AUTOBACS.com”
Number of orders accepted: about 145 thousand orders
2. Enhancing the system of making reservations for statutory safety inspections on “AUTOBACS.com”
Number of orders accepted: about 65 thousand orders
3. Starting the installation of merchandise at stores sold by “Amazon.co.jp”

Store Openings And Closings (FY March 2015)

Domestic stores

Store Type	No. of stores at March 31, 2014	FY March 2015						No. of stores at March 31, 2015
		1st-half			2nd-half			
		New	S/B・R/L	Close	New	S/B・R/L	Close	
AUTOBACS	478	+7			+6			491
Super AUTOBACS	75							75
AUTOBACS Secohan Ichiba	10							10
AUTOBACS EXPRESS	8							8
Total	571	+7			+6			584

Overseas stores

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

Country / Region	No. of stores at March 31, 2014	FY March 2014		No. of stores at Mar 31, 2015
		1st-half	2nd-half	
France	11			11
China	1	-1		0
Thailand	4	-1	+2	5
Singapore	3			3
Taiwan	6			6
Malaysia	2			2
Total	27	-2	+2	27

Reorganization of Store Subsidiaries (FY March 2015)



Measures	Contents
Change of managements	- Changed presidents at seven domestic store subsidiaries
Transfer of shares of store subsidiaries	- Transferred all shares of a store subsidiary in Kanagawa to a franchisee (include transfer of four stores)
Transfer of store ownership	<ul style="list-style-type: none">- Transferred a store in Tokyo area to a franchisee- Transferred four stores in Osaka area to a franchisee- Transferred four stores in Osaka area to other store subsidiary- Transferred 4 franchisee stores in Ibaraki to store subsidiary- Transferred 6 franchisee stores in Akita to store subsidiary
Merger of consolidated subsidiaries	- Consolidated store subsidiaries in Fukuoka area
Strengthen HR system	- Transferred the head office HR to subsidiary stores

Number of domestic store subsidiaries

As of April 1, 2014: 21 companies

As of March 31, 2015 : 19 companies

Performance by Countries (FY March 2015)

	FRANCE		CHINA		SINGAPORE		THAILAND	
Number of stores at March 31, 2014 -including FC stores-	11		0		3		5	
Same store sales -including FC stores-	-3.1%		—		-9.9%		-22.9%	
Period	FY March 2015	FY March 2014	FY March 2015	FY March 2014	FY March 2015	FY March 2014	FY March 2015	FY March 2014
Net sales (Million Yen)	7,780	7,840	340	510	1,380	1,420	470	580
SG&A (Million Yen)	4,050	3,910	170	300	420	460	180	220
Operating income (Million Yen)	(250)	(30)	(20)	(40)	180	160	(70)	(70)
Business conditions	The sluggish economy, etc. resulted in reduced sales from the service business, a fall in net sales and gross profit, and increased operating loss.		The Shanghai store was closed in September 2014 and sales declined, however this reduced the operating loss.		Declining number of automobile registration caused a fall in sales and gross profit, but operating income increased as a result of reduced expenses.		Two stores were opened in the second half of the fiscal year but sales decreased due to closures of unprofitable stores , and this store closure reduced the expenses and the operating loss.	

Note: figures in parentheses are negative.
amounts are rounded down to the nearest ten million yen.

Measures for Overseas Business (FY March 2015)



	FY March 2015
Areas with existing stores	<ul style="list-style-type: none">• Closed unprofitable stores (all stores closed in China)• Reduced inventory• Reduced excess personnel• Opened small stores in Thailand
New areas	<ul style="list-style-type: none">• Founded a subsidiary in Malaysia• Prepared for new store openings
Other	<ul style="list-style-type: none">• Reduced head office expenses• Built management foundation (primarily human resources)• Considered alliances and M&As

New stores in Thailand -small format- (FY March 2015)



AUTOBACS KHUBON Store
(Opening date: October 17, 2014)



AUTOBACS ROM KLAO Store
(Opening date: February 26, 2015)



AUTOBACS NAWAMIN Store (Opening date: April 9, 2015)

Acquisition of Car Dealer -BMW / MINI- (FY March 2015)



Name of companies acquired: Autoplatz K.K., Autoplatz Moters K.K.

**Name of stores: Ikebukuro BMW and MINI Ikebukuro
(official dealer of BMW)**

Beginning of operation: April 1, 2015

Purpose: start of the dealer business of new cars

training of the human resources for car sales

seeking for a synergy with AUTOBACS business



Ikebukuro BMW Headquarters

II. FY March 2016 Consolidated Forecasts

Financial Forecasts (FY March 2016)

(Billion Yen)

	FY March 2015 Result	FY March 2016 (Forecast)			
		1st-half	2nd-half	Full year	YoY change (amount & rate)
Net sales	209.4	102.8	118.9	221.7	+5.8%
Gross profit	66.9	32.5	38.7	71.2	+6.4%
% to Net sales	31.9%	31.6%	32.5%	32.1%	+0.2pt
SG&A	60.4	30.3	30.9	61.2	+1.2%
% to Net sales	28.9%	29.5%	26.0%	27.6%	-1.3pt
Operating income	6.4	2.2	7.8	10.0	+56.2%
% to Net sales	3.1%	2.1%	6.6%	4.5%	+1.4pt
Ordinary income	8.2	2.8	8.3	11.1	+34.5%
% to Net sales	3.9%	2.7%	7.0%	5.0%	+1.1pt
Net income	4.6	1.3	5.5	6.8	+47.5%
% to Net sales	2.2%	1.3%	4.6%	3.1%	+0.9pt
ROE	3.3%			5.0%	+1.7pt
Same store sales (yoy)	-9.9%	+4.3%	+4.1%	+4.1%	—
Total store sales (yoy)	-11.0%	+4.8%	+4.6%	+4.6%	—

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

% of net sales, YoY comparisons and planned targets are calculated in million yen. 21

Business Environment

- Prices in Japan rises due to weaker yen and thrifty consumer behavior.
- Demand for automobiles declines by 5.4% year on year (Japan Automobile Manufacturers Association, Inc.).
- Demand for commercial tires in 2015 declines by 2% (Japan Automobile Tyre Manufacturers Association, Inc.).
- Demand for statutory safety inspection tends to increase in the 1st half and decrease in the 2nd half of the FY.

Matters expected to affect the Company's earnings

1. Sales expected to increase in response to previous year in Q1.
2. The decrease in car navigation unit prices to be reduced, but the declining trend to continue.
3. Business competition with auto dealers and automotive goods stores and etc. to further intensify.
4. 14 new store openings (including 3 AUTOBACS EXPRESS stores.)

Guideline of FY March 2016 forecasts

Domestic AUTOBACS-chain stores including FCs

Same store sales: YoY +4.1%, Total stores sales: YoY +4.6%

- + Rebound of consumption tax hike**
- Influence of the decrease of new car sales**
- + Increase of inspection, automobile purchase and sales business**
- + Increased sales by new store openings**

YoY Sales by business field

Automotive goods and services (excluding statutory safety inspection): +3.7%

Statutory safety inspection: +5.0%

Automobile purchase and sales: +13.2%

Major accounts in the consolidated income statement

Gross margin: almost the same as last year

Amount of SG&A: almost the same as last year

Forecast at Parent & Subsidiary Level (FY March 2016)



(Million Yen)

		FY March 2015 results	FY March 2016(Forecasts)			
			1st-half	2nd-half	Full Year	YoY change (amount)
Non-consolidated	Net sales	166,828	80,000	93,000	173,000	+3.7
	Ordinary income	8,836	4,000	7,000	11,000	+24.5
Domestic store subsidiaries	Net sales	67,883	32,600	39,500	72,100	+6.2
	Ordinary income	-1,924	-1,700	800	-900	—
Overseas subsidiaries	Net sales	9,985	5,000	4,600	9,600	-3.9
	Ordinary income	-177	-100	- 200	-300	—
Subsidiaries for car goods supply and other	Net sales	15,396	9,900	10,900	20,800	+35.1
	Ordinary income	53	-20	170	150	+181.9
Subsidiaries for supporting functions	Net sales	3,051	1,700	1,500	3,200	+4.9
	Ordinary income	429	220	180	400	-7.0

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

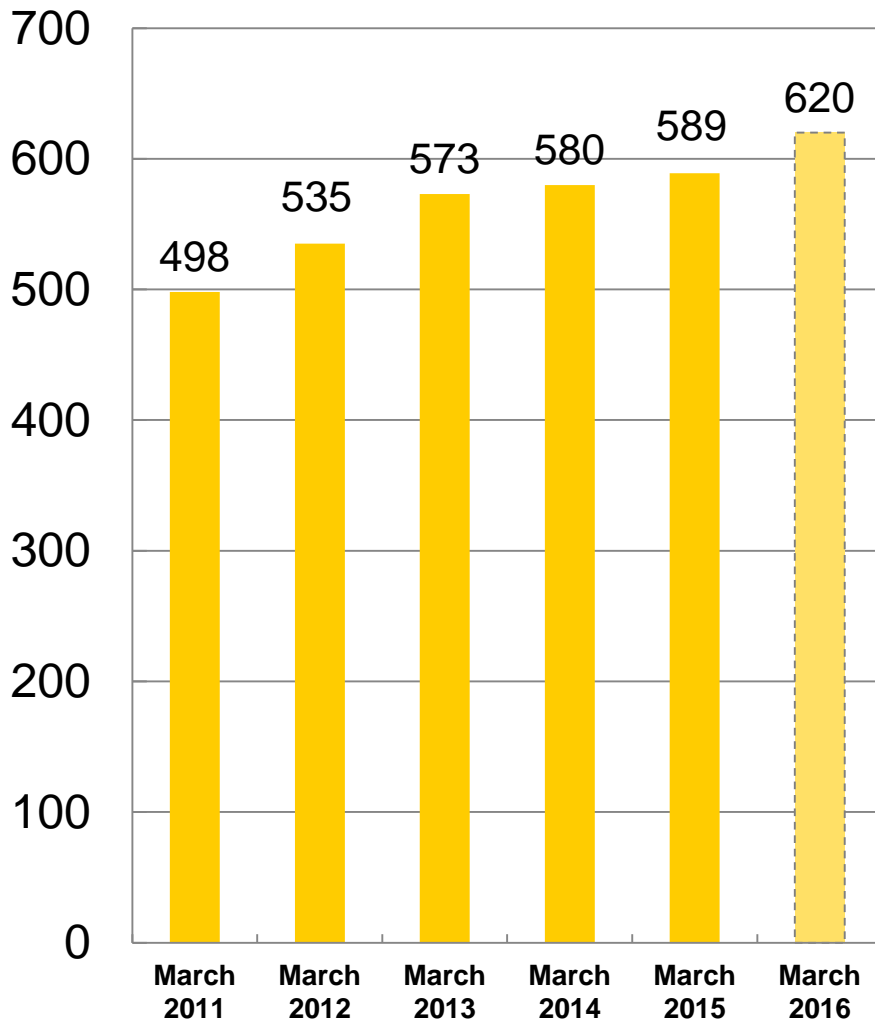
% of net sales, YoY comparisons and planned targets are calculated in million yen. 24

Statutory Safety Inspection and Automobile Purchase and Sales Business



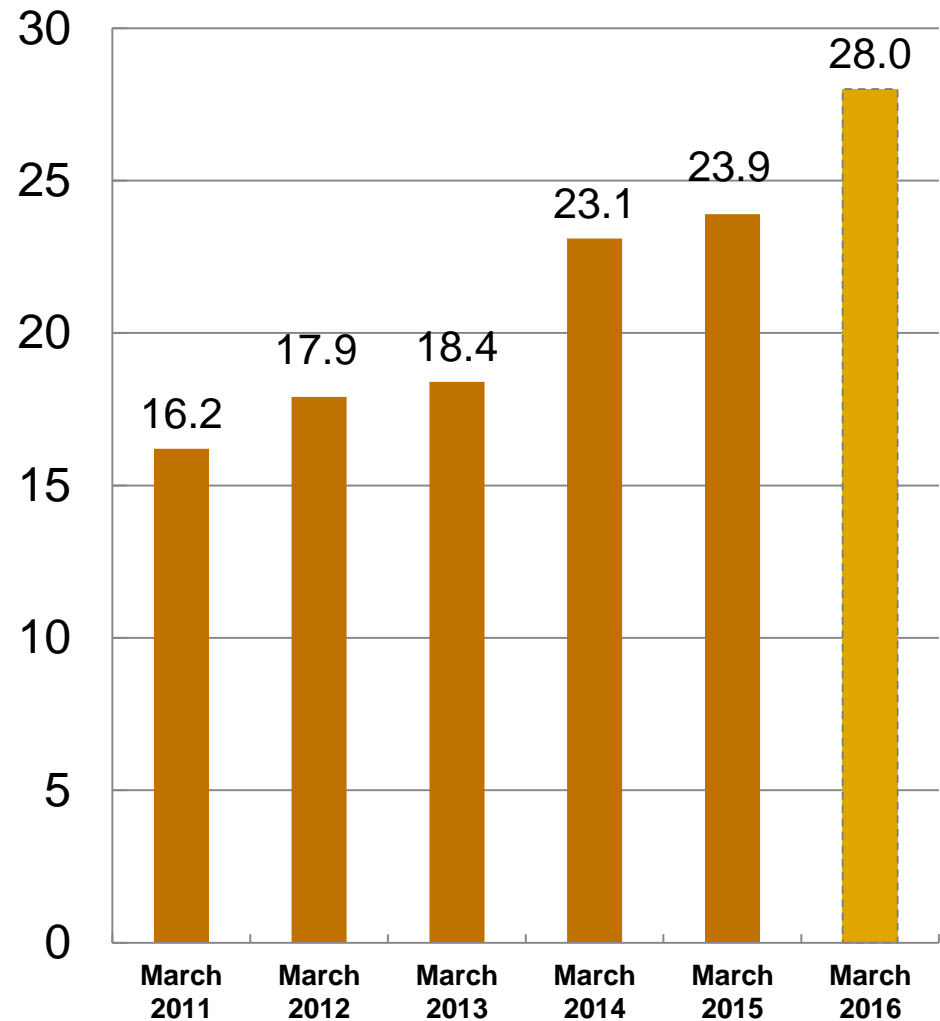
Statutory safety inspection (total stores)

(Thousands cars)



Automobile purchase and sales (total stores)

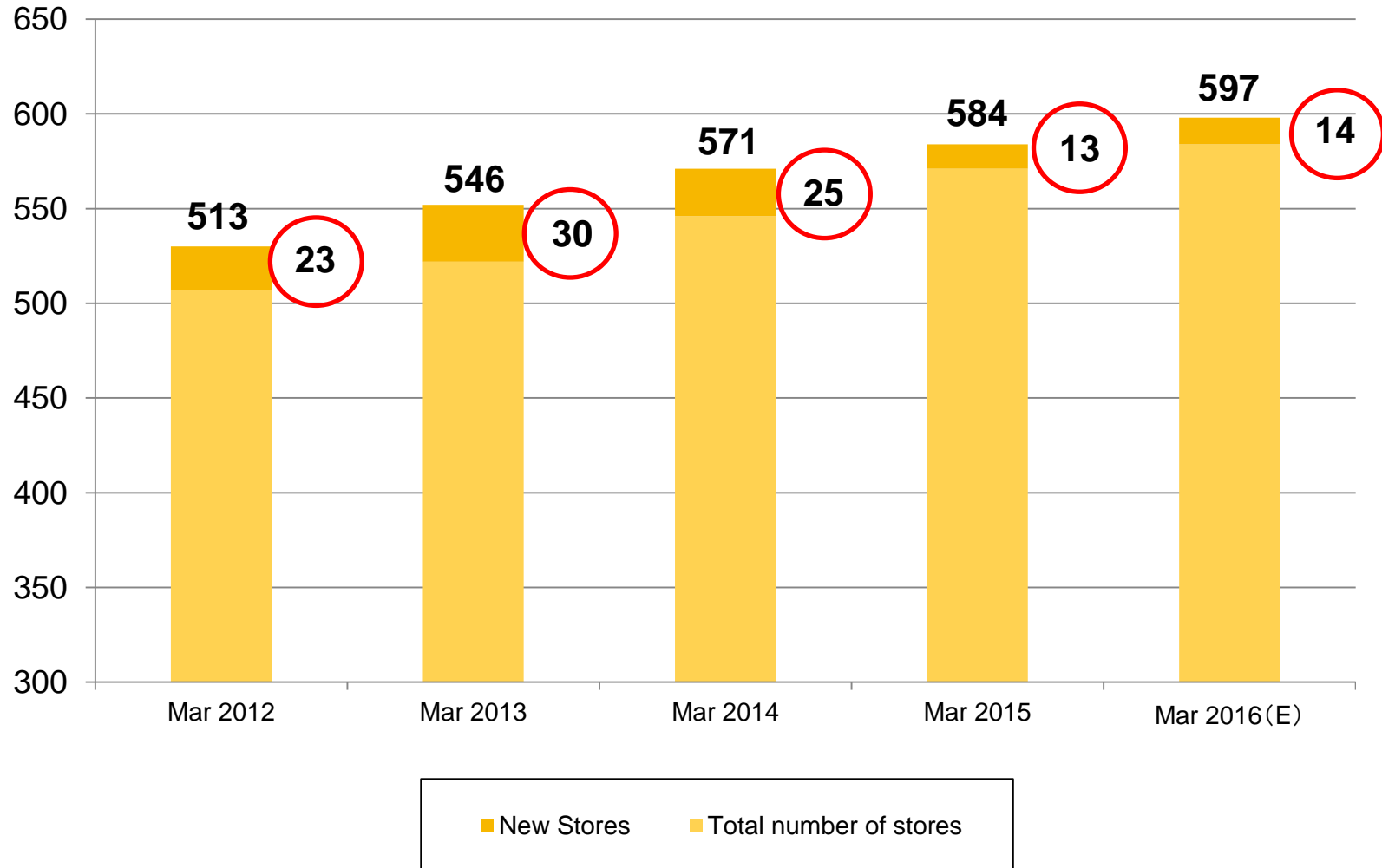
(Thousands cars)



New Store Openings

Number of
stores

New Store Openings in Domestic Market

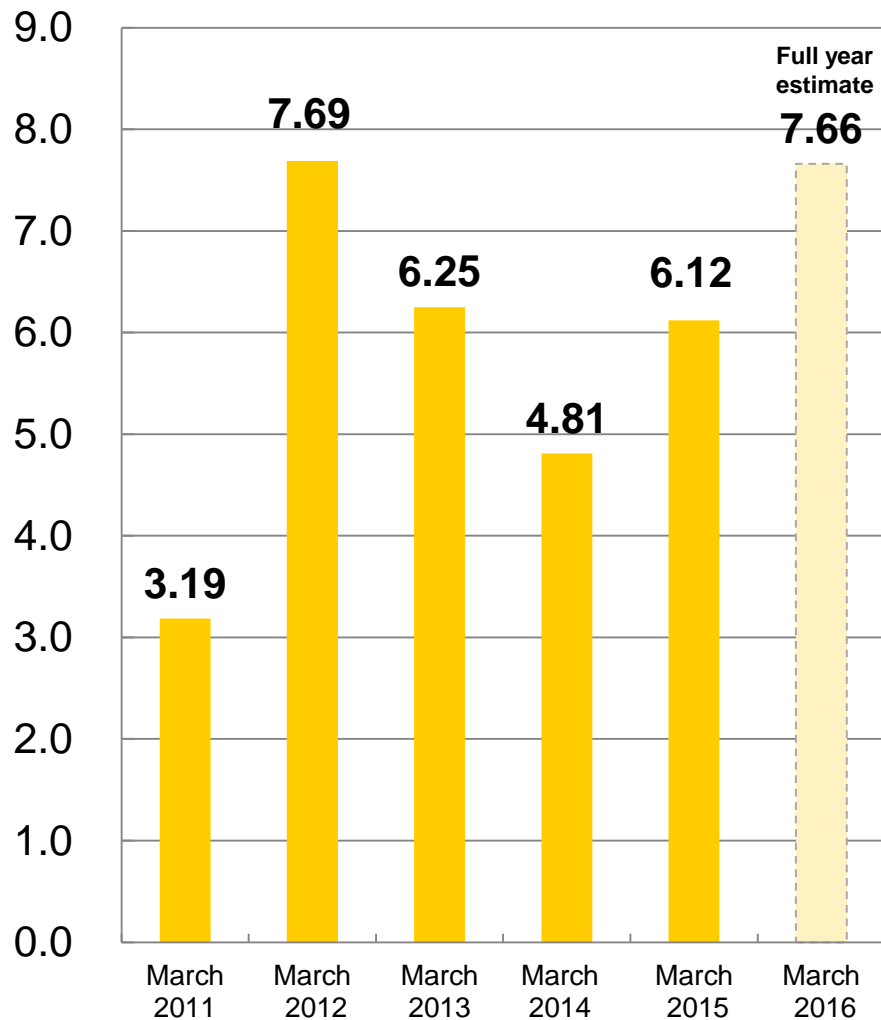


Capital Expenditures & Depreciation



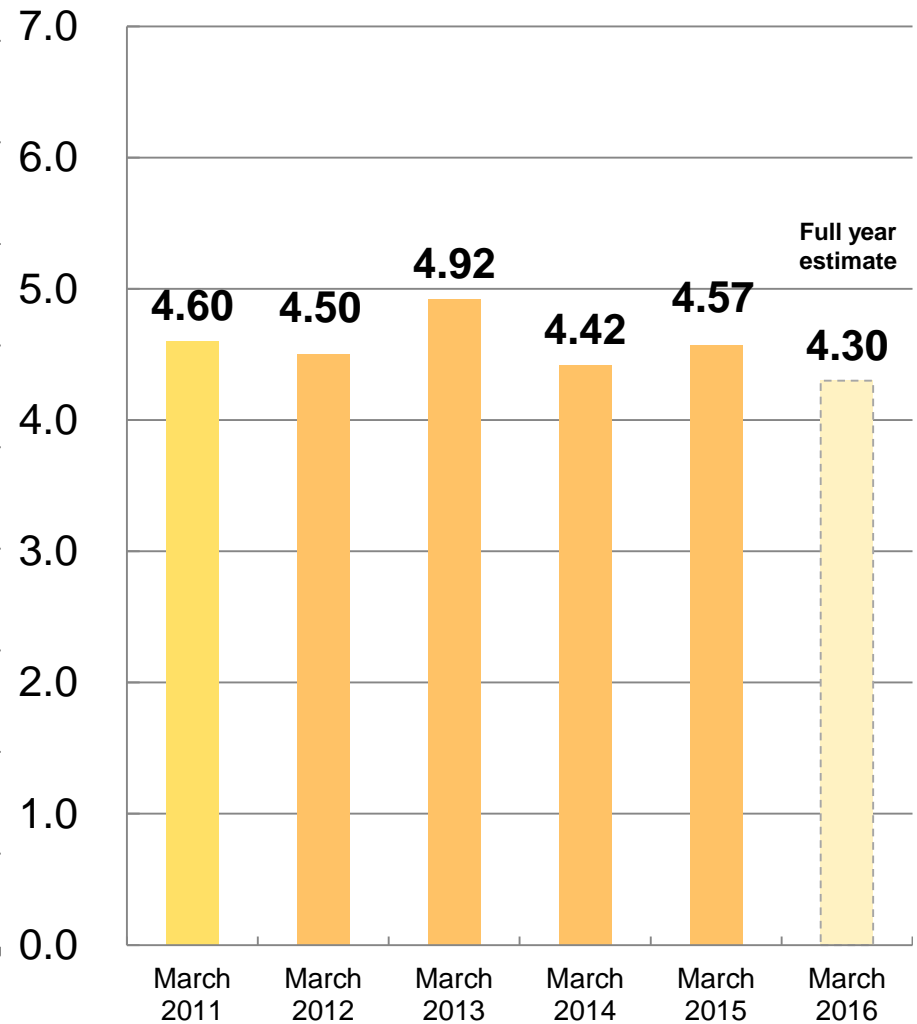
Capital Expenditures

(Billion Yen)



Depreciation

(Billion Yen)



FY March 2015

**Dividends: interim 30 yen/ share, Year-end 30 yen/ share,
annual total 60 yen/ share**

Share buy-back: 5.05 billion Yen, 3,000,000 shares

FY March 2016 (Forecast)

Dividends: interim 30 yen/ share, Year-end 30 yen/ share

**Share buyback: up to 5.5 billion yen, 2,500,000 shares
from May 13, 2015 to February 29, 2016**

**Cancellation of own shares: 3,000,000 shares
planned date of cancellation is May 15, 2015**

III. Revision of “2014 Medium-term Business Plan”

- **The consumption trend remains unstable in the medium term.**
- **Numbers of K-cars and environmentally-friendly automobiles continue to increase.**
- **Inter-industry competition and alliances increases.**
- **The automotive goods market to shrink, while the maintenance and used car markets remains stable.**
- **High possibility of cost rising for new store openings.**

Revision of “2014 Medium-term Business Plan”(1)

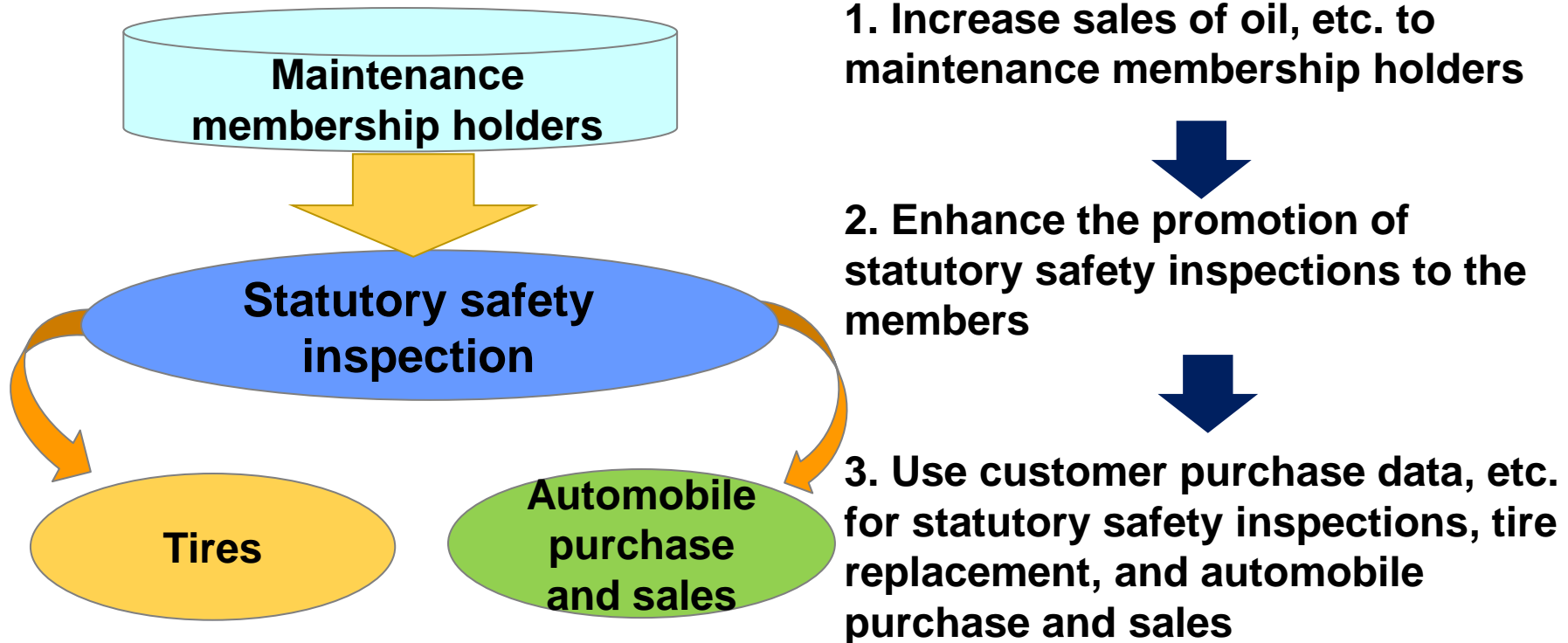


	2014 Medium-term Business Plan announced last year	Revised 2014 Medium-term Business Plan
Basic Policy (No Change)	Improving Profitability of AUTOBACS Business and Creating New Business for Growth AUTOBACS Group is establishing three growth pillars for future business by reinforcing the existing AUTOBACS business, bolstering overseas business and developing new business.	
Period (No Change)	Four years from April 2014 to March 2018	
Management Targets	1. Consolidated operating income: 18 Billion Yen 2. Consolidated ROE: 8.0% 3. Consolidated DOE: over 3.0%	1. To be revised (released at the Q1 financial announcement) 2. 8.0% 3. Over 3.0%

Business Strategy of Domestic AUTOBACS Business



Focus on the business of statutory safety inspection and maintenance services which is expected to build strong relationship with customers



Strengthen Omni-channel strategies

- Implement one-to-one marketing using data of cars and buying history of customers
- Increase customer convenience using the Internet and call center

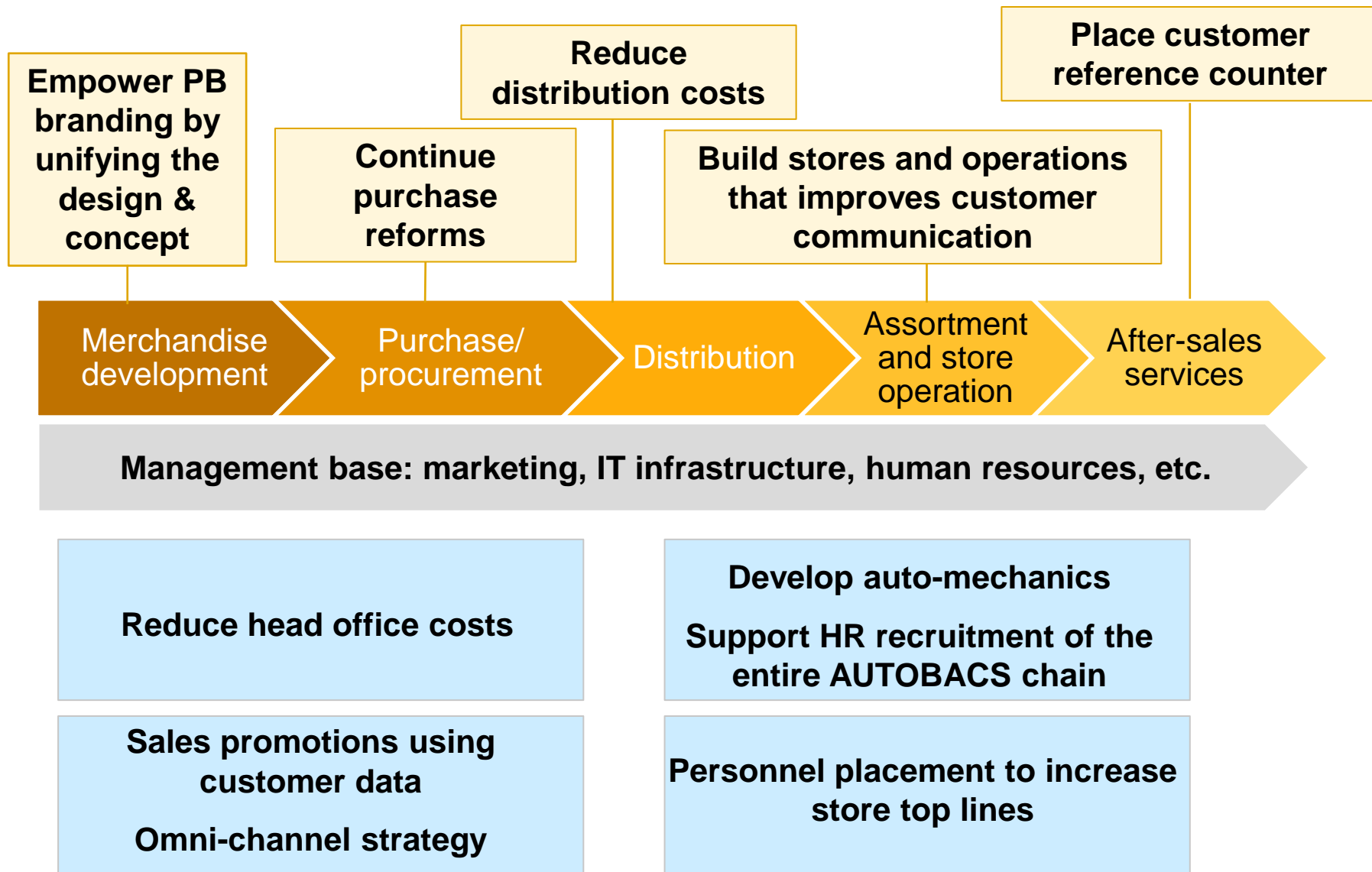
Revision of “2014 Medium-term Business Plan” (2)

	2014 Medium-Term Business Plan announced last year	Revised 2014 Medium-Term Business Plan
Domestic AUTOBACS Business	<p><u>Business basic policy</u> (No Change)</p> <p>Creating higher value for customers and establishing competitive advantage</p> <p>Enhancing Customers' Convenience and Security</p>	
	<p><u>Business Strategy</u></p> <ol style="list-style-type: none"> 1. Upgrading to “One-stop car goods and service” business 2. Enhancing sales channel and bases 3. Rebuilding private brand merchandise strategy 4. Strengthening the relationship with customers <p>Sales targets by merchandise</p> <ul style="list-style-type: none"> —Tire sales target: 8.0 million tires —Statutory safety inspection and maintenance sales target: 1.0 million cars —Car sales target: 50.0 BY 	<ol style="list-style-type: none"> 1. No change (further strengthen through store development measures) 2. Open stores focusing on ROI 3. No change 4. Implement measures to build long-lasting relationship and strong links with customers, which are expected to become the Group's largest growth driver <p>•Sales targets by merchandise are to be revised (released at the Q1 financial announcement.)</p>

Revision of “2014 Medium-term Business Plan” (3)

	2014 Medium-Term Business Plan announced last year	Revised 2014 Medium-Term Business Plan
Overseas Business (No Change)	<ol style="list-style-type: none"> 1. Develop business, especially in the ASEAN region through partnerships with local companies 2. Target business of not only retail business but also peripheral business, such as wholesale 	
New Business (No Change)	<ol style="list-style-type: none"> 1. Develop business around automotive related categories as a future profit pillar (the business might have no synergy with existing AUTOBACS business) 2. Developing new business emphasizing on speed, through M&A and alliances 	
Reforms of Domestic Store Subsidiaries	<ul style="list-style-type: none"> • Strengthen the management system and review the organization and personnel • Streamline operations and processes at stores 	<ul style="list-style-type: none"> • Strengthen the management system and review the organization and personnel • Streamline operations and processes at stores • Increase sales from statutory safety inspections and car purchases • Increase gross margin • Improve inventory management accuracy • Close unprofitable stores

Improvement in the Process of Value Chain Process



	Measures for the FY ending March 2016
Areas with existing stores	<ul style="list-style-type: none">• Relocate unprofitable stores• Review price and gross margin• Change suppliers• Continue to open stores in Thailand• Develop B2B business
New areas	<ul style="list-style-type: none">▪ Start opening stores in Malaysia and Indonesia
Other	<ul style="list-style-type: none">• Continue considering alliances and M&As

FY March 2015

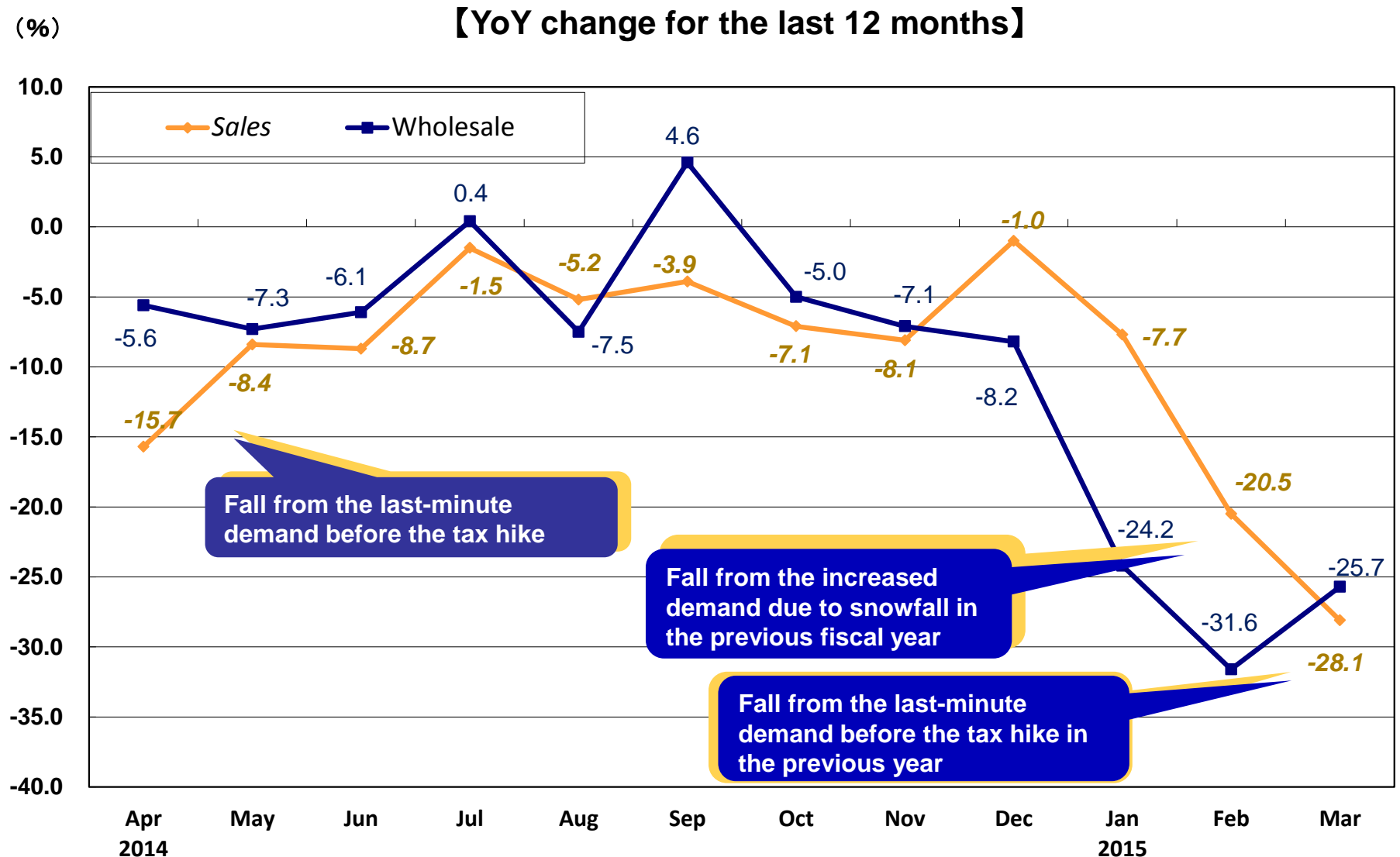
- Demand for car goods declined due to last-minute buying before the consumption tax hike and low consumer sentiment.
- Company worked to develop a fundamental for its future growth by strengthening its automobile purchase and sales network, unifying the design and concept of PB merchandise, and building the foundation for e-commerce.

FY March 2016

- The Company is emphasizing the business of statutory safety inspection and maintenance services which is expected to build strong relationship with customers that leads to purchase of car goods and automobiles.
- Operating income target for the 2014 medium term business plan is being reviewed and released at the Q1 financial announcement.
- No change in the policy for emphasizing capital efficiency and shareholder return.

Appendix

Sales Trend: Retail & Wholesale (Apr 2014 – Mar 2015)



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

Quarterly P/L (FY March 2015)



(Billion Yen)

	Q1 (Result)	Q2 (Result)	Q3 (Result)	Q4 (Result)	Full Year (Result)
Net sales	48.4	49.5	69.8	41.5	209.4
YoY	- 7.5%	- 3.4%	- 6.2%	- 22.3%	- 9.6%
Gross profit % of Sales	14.8 30.6%	15.7 31.8%	22.2 31.8%	14.1 34.0%	66.9 31.9%
YoY	- 13.0%	- 10.5%	- 7.5%	- 22.7 %	- 13.0%
SG&A	15.0	15.0	15.9	14.4	60.4
YoY	- 0.9%	+ 0.1%	- 3.1%	- 11.3%	- 3.9%
Operating income	(0.1)	0.6	6.2	(0.3)	6.4
YoY	—	- 73.0%	- 17.1%	—	- 54.1%
Ordinary income	0.4	0.9	6.7	0.1	8.2
YoY	- 83.5%	- 70.0 %	-14.6%	- 93.3%	- 49.8%
Net income	0.1	0.2	4.3	(0.1)	4.6
YoY	- 87.6%	- 84.6 %	- 13.9%	—	- 52.9%

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.

Segment Information



(Million Yen)

		FY March 2015 result	FY March 2014 result	YoY Change	Latest Forecast	% to Forecast
Non-consolidated	Net sales	166,828	183,758	- 9.2	175,800	- 5.1
	Operating income	8,836	13,330	- 33.7	107	- 17.4
Domestic store subsidiaries	Net sales	67,883	81,391	- 16.6	69,700	- 2.6
	Operating income	(1,924)	555	—	(1,750)	—
Overseas subsidiaries	Net sales	9,985	10,372	- 3.7	10,200	- 2.1
	Operating income	(177)	11	—	(200)	—
Subsidiaries for car goods supply and other	Net sales	15,396	15,174	+ 1.5	15,400	±0.0
	Operating income	53	255	- 79.2	200	- 73.4
Subsidiaries for supporting function	Net sales	3,051	3,147	- 3.1	3,100	- 1.6
	Operating income	429	432	- 0.7	450	- 4.5
Segment total	Net sales	263,145	293,844	- 10.4	274,200	- 4.0
	Operating income	7,216	14,585	- 50.5	9,400	- 23.2

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.

Decrease in Consolidation Adjustments

Consolidation Adjustments

(Million Yen)

	FY Mar 31, 2015	FY Mar 31, 2014
Operating income for segment total	7,216	14,585
Inventories (Unearned income of subsidiary inventories, etc.)	(346)	(253)
Depreciation of goodwill	(190)	(105)
Allowance for point card	(24)	(17)
Elimination of intersegment transaction	(450)	(526)
Adjustment in fixed assets	358	256
Other	(159)	5
Consolidation adjustment	(812)	(641)
Consolidated operating income	6,403	13,944

Note: Figures in parentheses are negative.

Performance Breakdown (FY Mar 31, 2015)

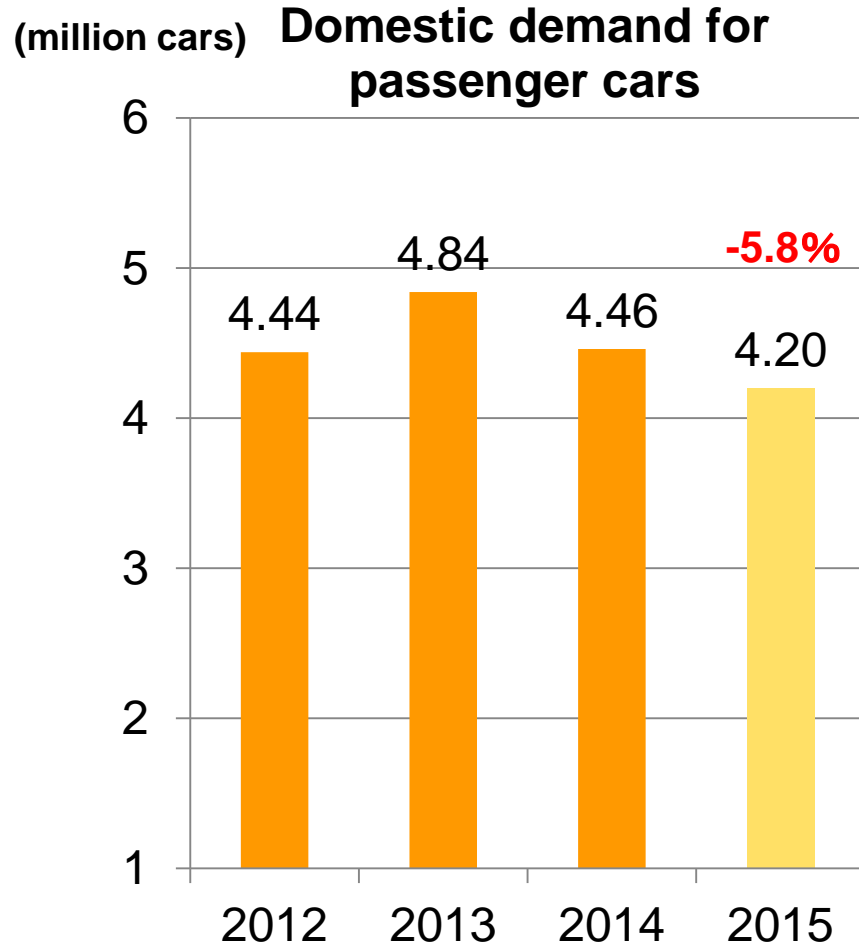
Non-consolidated

Net sales 166.8 BY <i>YoY: -16.9 BY</i>	Wholesale	-16.72 BY -9.5%	↑ car sales, services, fuel, etc. ↓ car electronics devices, tires & wheels, car interior items, etc.
	Retail	-0.14 BY -2.6%	↑ services, on-line store, car sales, etc. ↓ tires & wheels, motor sports goods, external items, etc.
Gross profit 34.6 BY <i>YoY: -4.32 BY</i>	Wholesale	-3.96 BY -10.6%	↑ car sales, services, second hand goods, etc. ↓ car electronics devices, car interior items, oil & batteries, etc.
	Retail	-0.16 BY -10.7%	↑ on-line store, services, etc. ↓ second hand goods, tires & wheels, motor sports goods, etc.
SG&A 25.8 BY <i>YoY: +0.16 BY</i>	Personnel expenses: increase in expenses for performance-based remuneration for results in the previous fiscal year		
	Selling expenses: increase in advertising expenses and decrease in expenses for sales promotion consumables		
	Equipment costs: increase in depreciation expenses for molds, etc. for private brand tires		
	Others: decrease in consultant fees, etc. and increase in data processing expenses for the update of store operating systems, etc.		

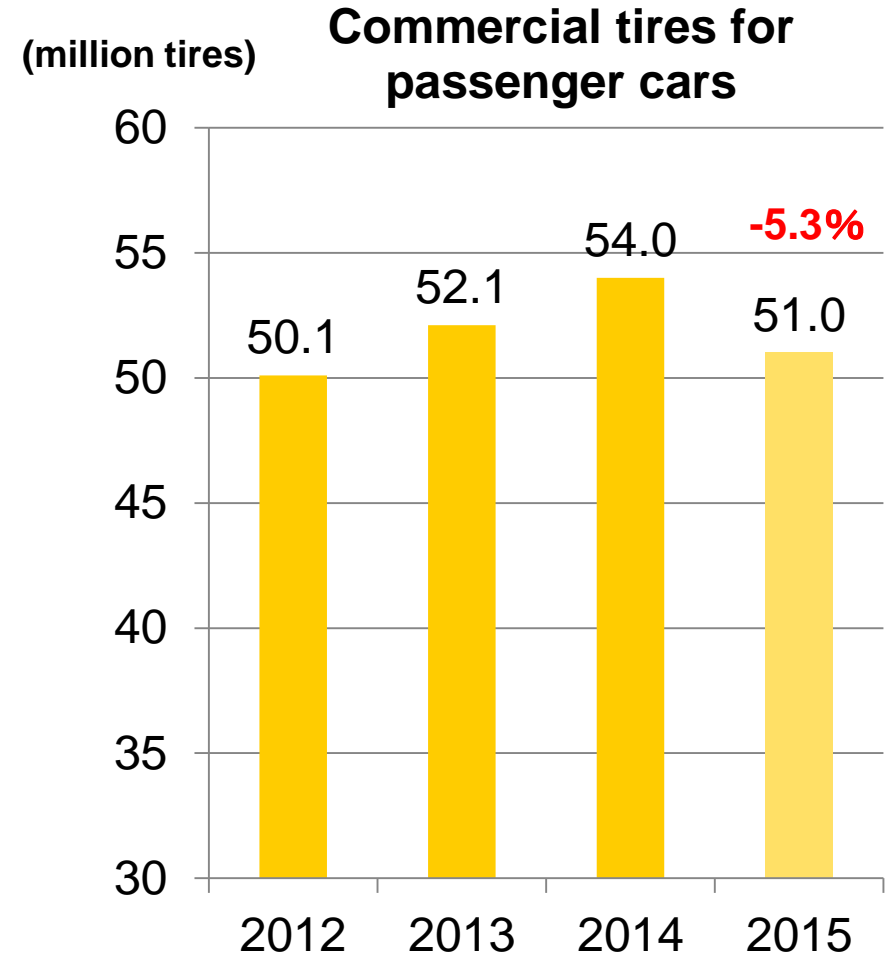
Domestic store subsidiaries

Net sales: 67.8 BY <i>YoY: -13.5 BY</i>	The impact of the reactionary fall after the consumption tax increase and the sluggish consumer demand remained strong, which led to reduced sales of automotive goods and statutory safety inspection, despite a sales gain on automobile purchases and sales based on improved operations. While the gross margin on tires and wheels increased, an overall decline in sales caused a fall in gross profit. SG&A expenses were reduced as a result of the transfer of stores to a franchise company, in addition to the efforts to reduce controllable expenses.
Ordinary income: -1.92 BY <i>YoY: -2.47 BY</i>	

<Reference> Domestic Automobile Market Predictions



Source: Japan Automobile Manufacturers Association, Inc. (JAMA)



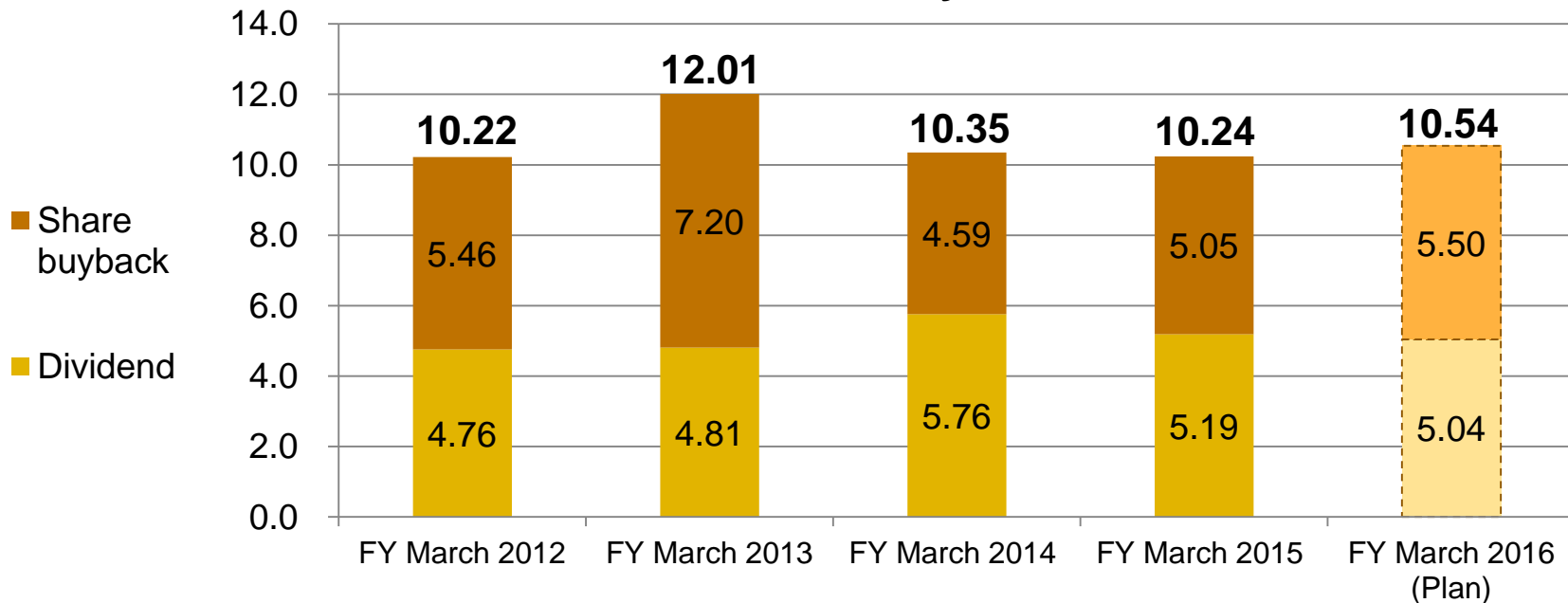
Source: Japan Automobile Tire Manufacturers Association (JATMA)

Financial Strategies – Shareholder Return Policy



(Billion Yen)

Amount of share buyback and dividend

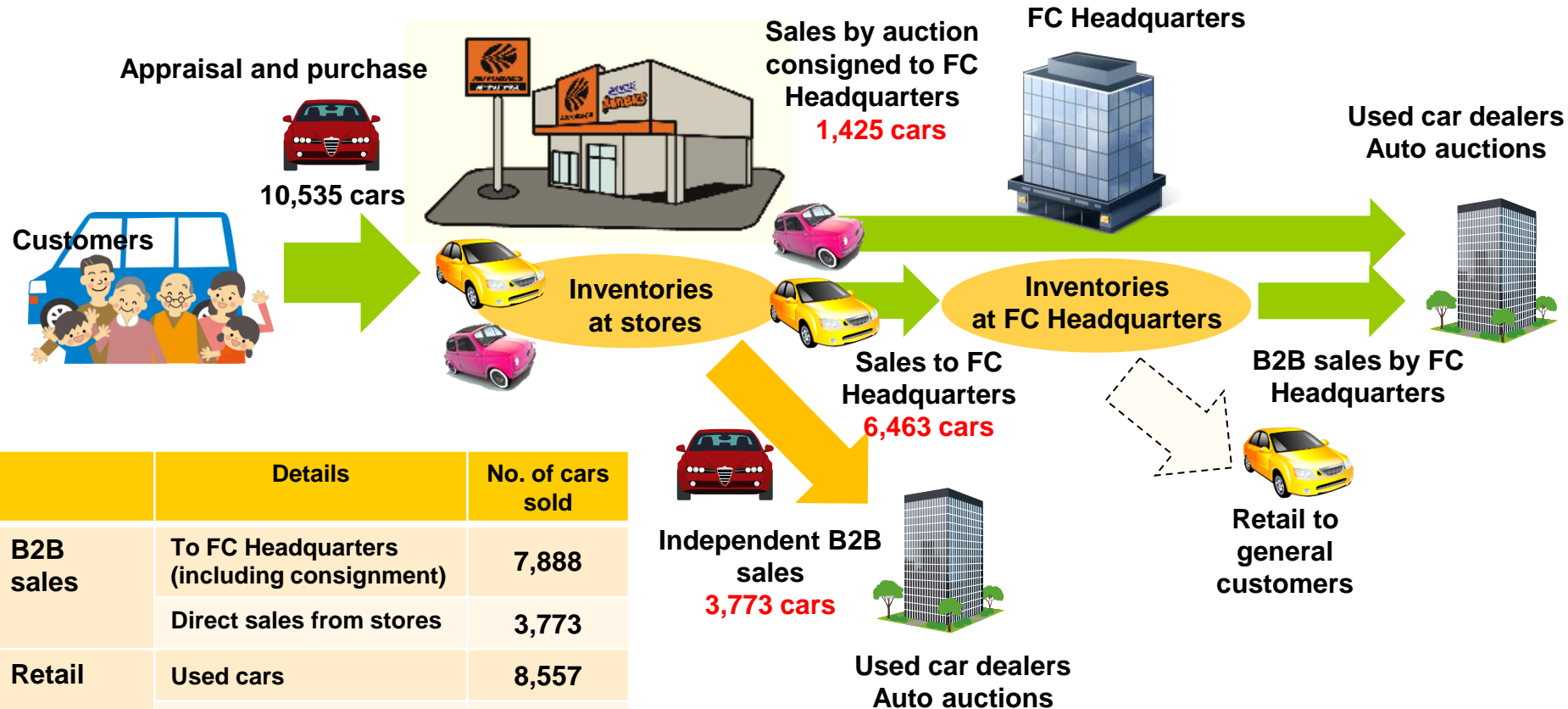


Dividend per share (After share split)	48.3 Yen	52 Yen	64 Yen	60 Yen	60 Yen
DOE	3.3%	3.4%	4.1%	3.7%	3.7%
Total return ratio	121.6%	158.2%	105.8%	222.2%	155.0%
Dividend payout ratio	57.3%	64.0%	59.4%	113.6%	74.1%

Automobile purchase and sales (No.1)

Commercial flow of car purchase and B2B sales

(No. of cars denotes cumulative units for FY ended Mar 31, 2015)

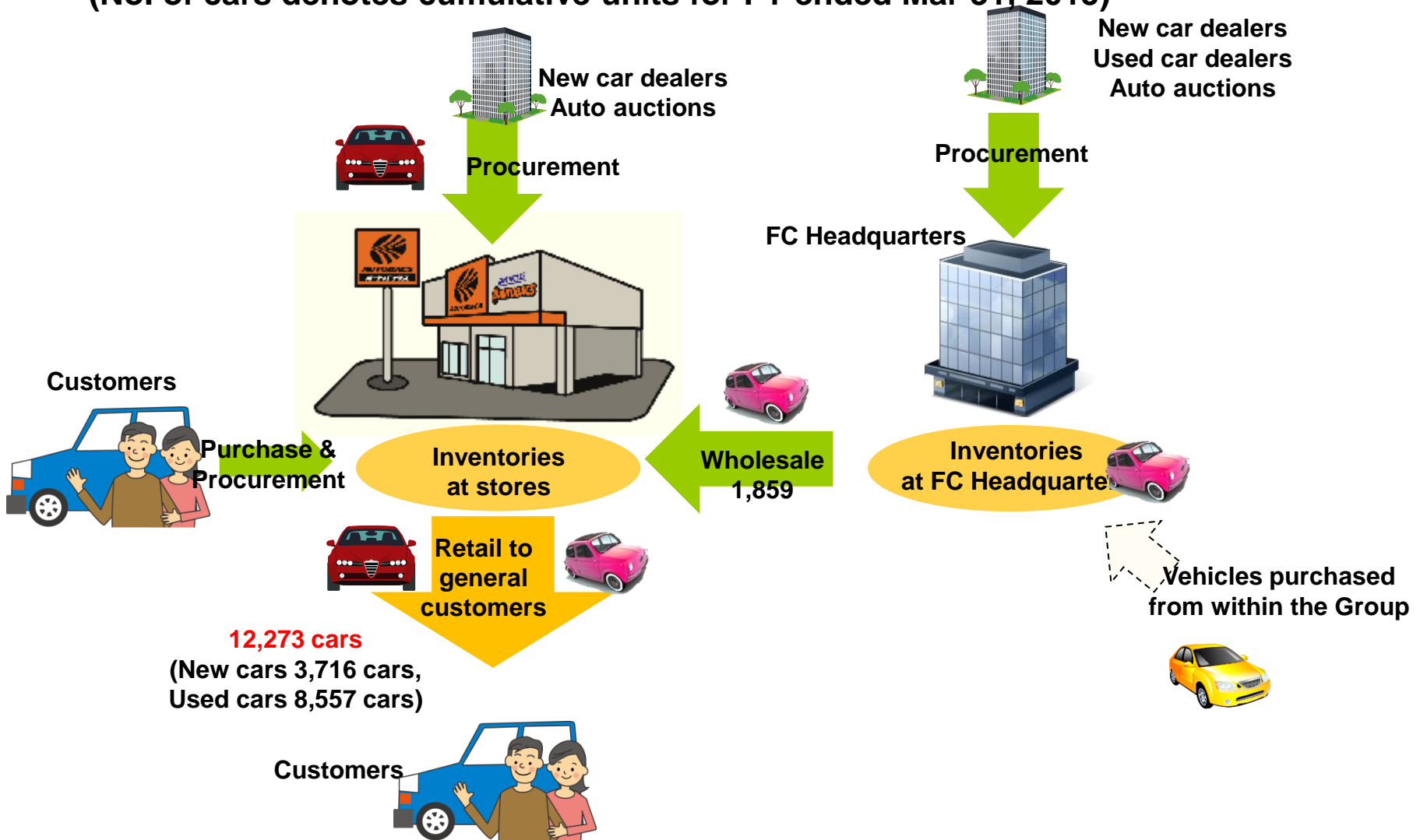


	Details	No. of cars sold
B2B sales	To FC Headquarters (including consignment)	7,888
	Direct sales from stores	3,773
Retail	Used cars	8,557
	New cars	3,716
Total		23,934

Automobile purchase and sales (No.2)

Commercial flow of retail sales

(No. of cars denotes cumulative units for FY ended Mar 31, 2015)



Progress of New Store Openings



	Store name	Opening date
1	AUTOBACS AISAI Plaza Store	2014/4/24
2	AUTOBACS HITACHIOMIYA Store	2014/6/13
3	AUTOBACS Tire Shop NUMAZU MINATO Store	2014/7/24
4	AUTOBACS CHOSHI NISHI Store	2014/8/8
5	AUTOBACS NUMAZU HARA Store	2014/8/28
6	AUTOBACS TATEYAMA BYPASS Store	2014/9/12
7	AUTOBACS FUTTSU Store	2014/9/26
8	AUTOBACS TAIWA YOSHIOKA Store	2014/10/10
9	AUTOBACS MANIWA Store	2014/10/10
10	AUTOBACS HASHIMOTO-KOYAGUCHI Store	2014/10/16
11	AUTOBACS KASUGA FOREST-CITY Store	2014/10/23
12	AUTOBACS ISEHARA Store	2014/10/24
13	AUTOBACS SUPER MALL TAKAHAGI Store	2014/12/5

Balance Sheet: Assets

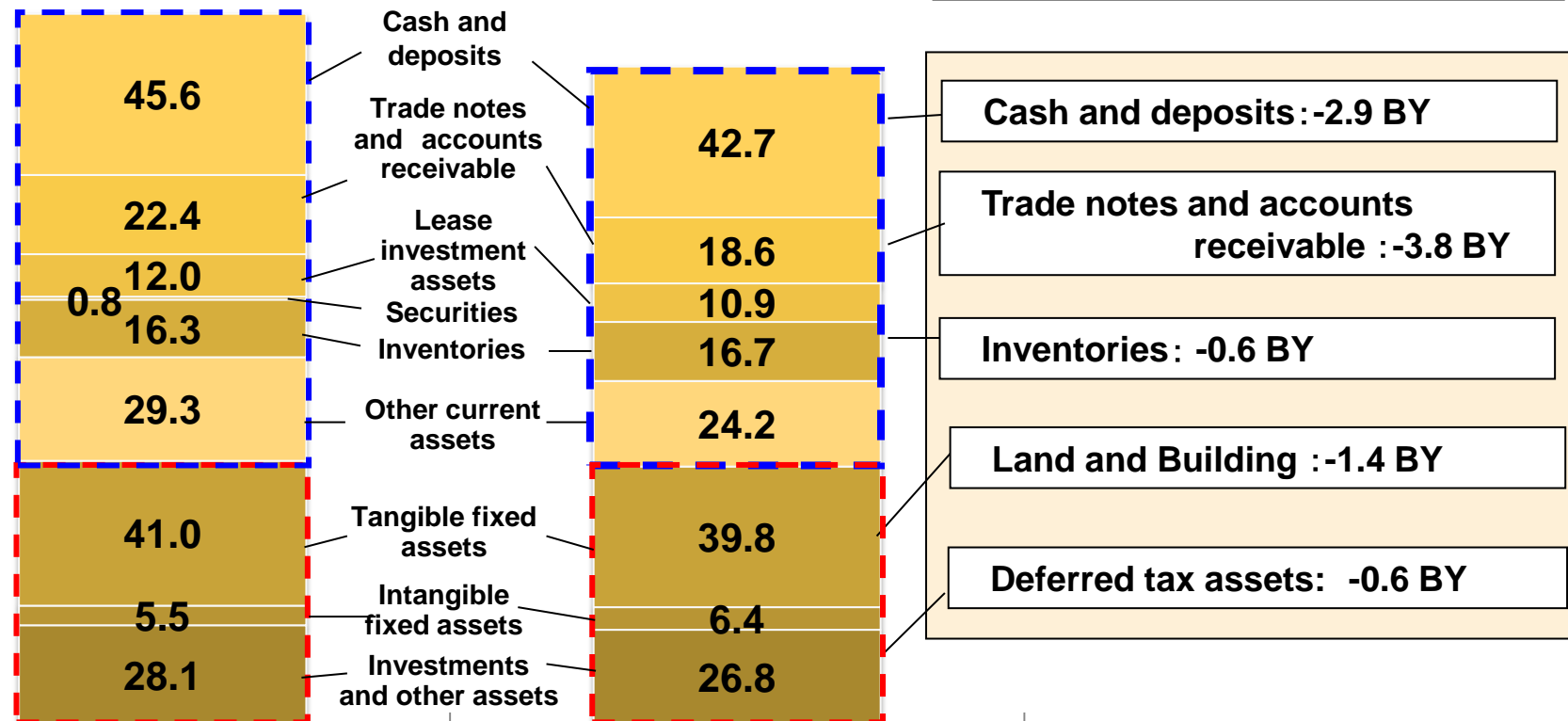
(Billion Yen)

Total Assets

201.4 BY

186.5 BY

Major items changed



At March 31, 2014

At Mar 31, 2015

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

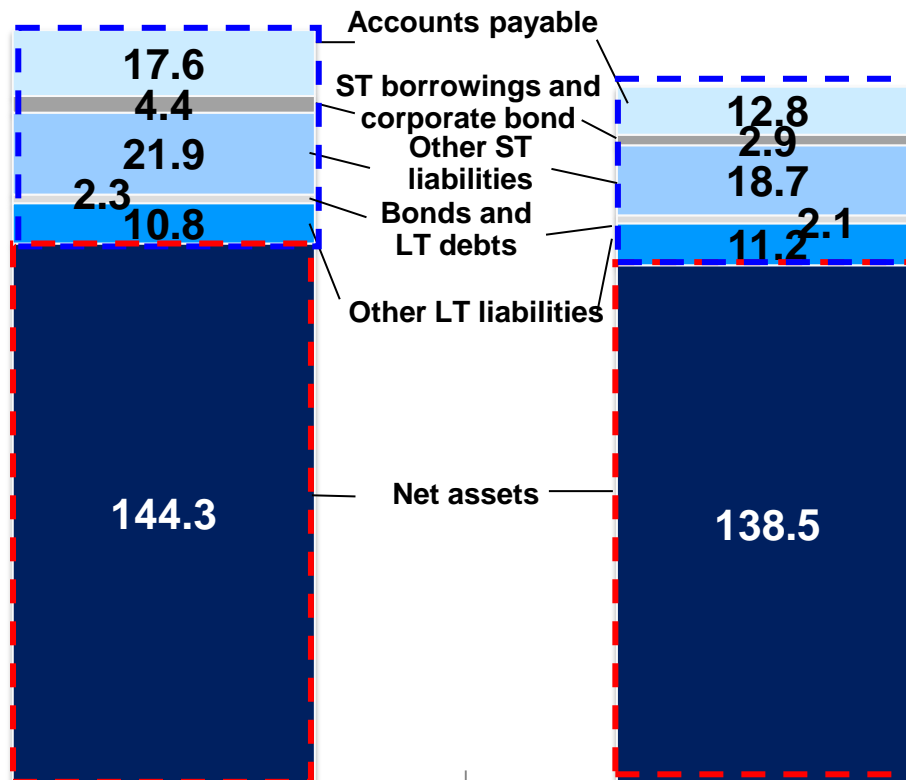
Balance Sheets: Liabilities & Equity

(Billion Yen)

Total Liabilities & Equity

201.4BY

186.5BY



Major items changed

accounts payable-trade: -4.7 BY

Short-term borrowings : -1.4 BY

Accrued liabilities: -2.7 BY

Long-term debt : -0.1 BY

Retained earnings: -5.8 BY

Treasury stock (share buyback):
-0.5 BY

At March 31, 2014

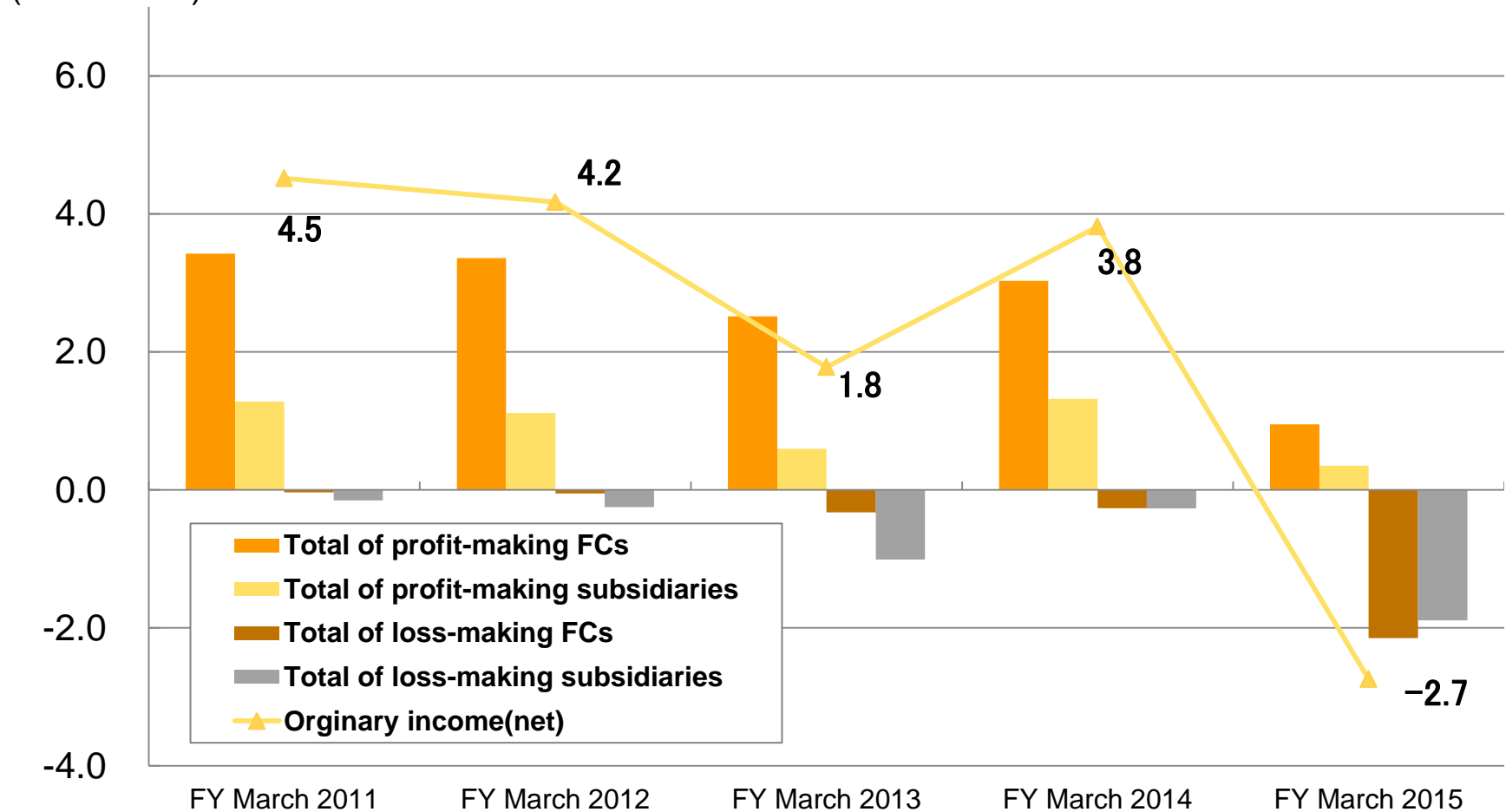
At March 31, 2015

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

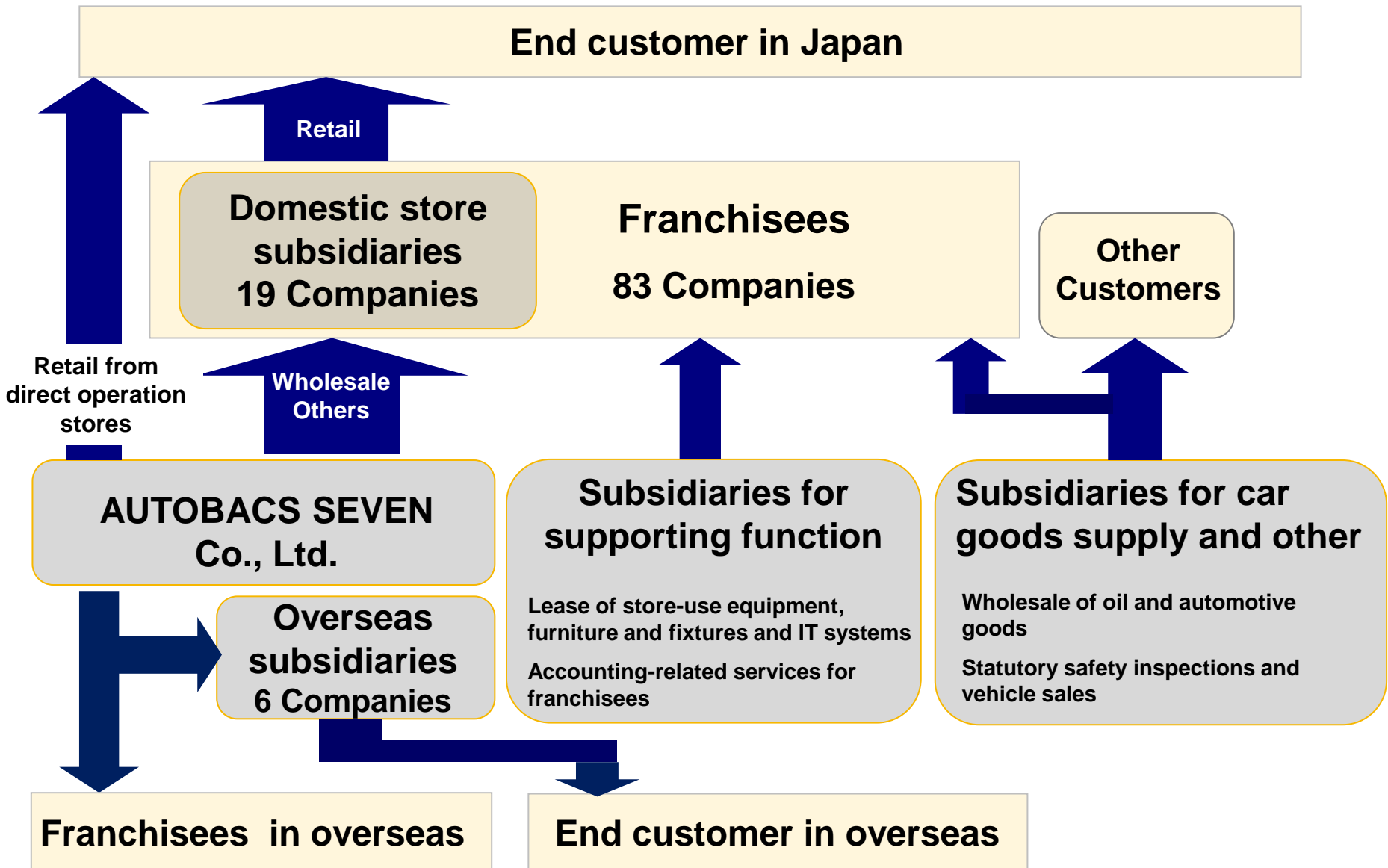
Performance Results of Franchisees

Ordinary Income of Franchise Companies (Preliminary)

(Billion Yen)



Segment Information (as of April 1, 2015)





Forward-Looking Statements

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