

ANALYST MEETING

Results for the First Six Months Ended September 30, 2014



October 31, 2014

Setsuo Wakuda
Representative Director and CEO

AUTOBACS SEVEN CO., LTD.

- 1. Results for the First Six Months Ended
September 30, 2014**

- 2. Revision of Forecast of FY March 2015 and
Measures for the Second Half of FY March
2015**

1. Results for the First Six Months Ended September 30, 2014

Financial Results (Six Months Ended Sep 30, 2014)

(Billion Yen)

	Six months ended September 30, 2014				Six months ended September 30, 2013
	Previously announced forecast (July 31, 2014)	Actual results	YoY change ratio	Change from forecast	
Net sales	98.1	98.0	-5.5%	-0.1	103.7
Gross margin	31.6	30.6	-11.7%	-1.0	34.6
Gross margin ratio	32.2%	31.2%	-2.2pt	-1.0pt	33.4%
SG&A	30.2	30.1	-0.4%	-0.1	30.2
Operating income	1.4	0.5	-88.6%	-0.9	4.5
Operating income ratio	1.4%	0.5%	-3.8pt	-0.9pt	4.3%
Non-operating income/ expenses	1.0	0.8	-25.2%	-0.2	1.1
Ordinary income	2.4	1.4	-75.8%	-1.1	5.6
Extraordinary gains/ losses	-	0.4	-	+0.4	-0.2
Net income	1.3	0.4	-85.9%	-0.9	3.0

Amounts are rounded to the nearest hundred million yen.

% of Net Sales and YoY comparisons are calculated in million yen.

Review of the First Six Months of FY March 2015



- 1. First quarter: Backlash against the last-minute demand before consumption tax hike**
- 2. Second quarter: Sluggish new car sales, rising gasoline prices, unseasonable weather and stagnant growth in consumption**
- 3. Implementation of additional sales promotion in response to the business environment; having favorable impact to sales but little to profit.**
- 4. Review: Measures taken on site against dealers and car goods and service competitors were insufficient.**

Results of Parent Company and Store Subsidiaries

(Million Yen)

	Non-consolidated				Domestic store subsidiaries			
FY March 2015	Q1		Q2		Q1		Q2	
	Results	YoY	Results	YoY	Results	YoY	Results	YoY
Net sales	39,312	- 6.2%	39,350	-1.0%	14,700	-17.6%	15,801	-12.5%
Gross margin	7,587	-13.6%	8,412	-3.1%	5,486	-18.5%	5,696	-16.5%
Gross margin ratio	19.3%	-1.6pt	21.4%	-0.5pt	37.3%	-0.5pt	36.0%	-1.8%
SG&A	6,213	+3.6%	6,795	+12.3%	6,943	-6.0%	6,637	-9.8%
Personnel	2,846	+7.4%	2,780	+5.8%	3,417	-6.9%	3,208	-10.3%
Sales promotion costs	1,350	- 0.6%	1,807	+55.1%	903	+5.0%	890	+2.8%
Equipment costs	734	+1.0%	805	+3.6%	1,794	-7.8%	1,750	-13.6%
Others	1,281	+1.8%	1,403	+4.5%	829	-9.3%	789	-11.2%
Operating income	1,373	-50.6%	1,617	-38.7%	-1,457	—	-941	—

Amounts are rounded to the nearest million yen.

% of Net Sales and YoY comparisons are calculated in million yen.

Analysis for Operating Income

Domestic Retail sales

Total store basis: -7.2% Same store basis: -8.6%

		Operating income (Billion yen)	
		Amount	Major drivers of variance (yoy)
Segment	Non-consolidated	2.99	-2.43BY Net sales -3.0BY (-3.7%) Gross Profit -1.46 (20.3% (last year 21.4%)) • Decline in gross margin due to sales reduction of tires & wheels SG&A +0.96BY • Increase in sales expenses due to enhanced advertising and promotion • Increase in performance linkage remuneration etc.
	Domestic store subsidiaries	(2.4)	-1.21BY Sales: -5.4BY (-15.0%) • Reaction to last-minute demand before the consumption tax hike etc
	Overseas subsidiaries	(0.07)	-0.14BY
	Subsidiaries for supporting function, Subsidiaries for car goods supply and other	0.28	-0.07BY
Segment total		0.8	-3.84BY
Consolidation Adjustments		(0.29)	Adjustment amount increased by 0.11BY from last year • Increased in adjustment of inventories which were sold from parent company to domestic store subsidiaries • Increased in depreciation of goodwill by acquisition of franchise company
Consolidated		0.51	-3.96BY

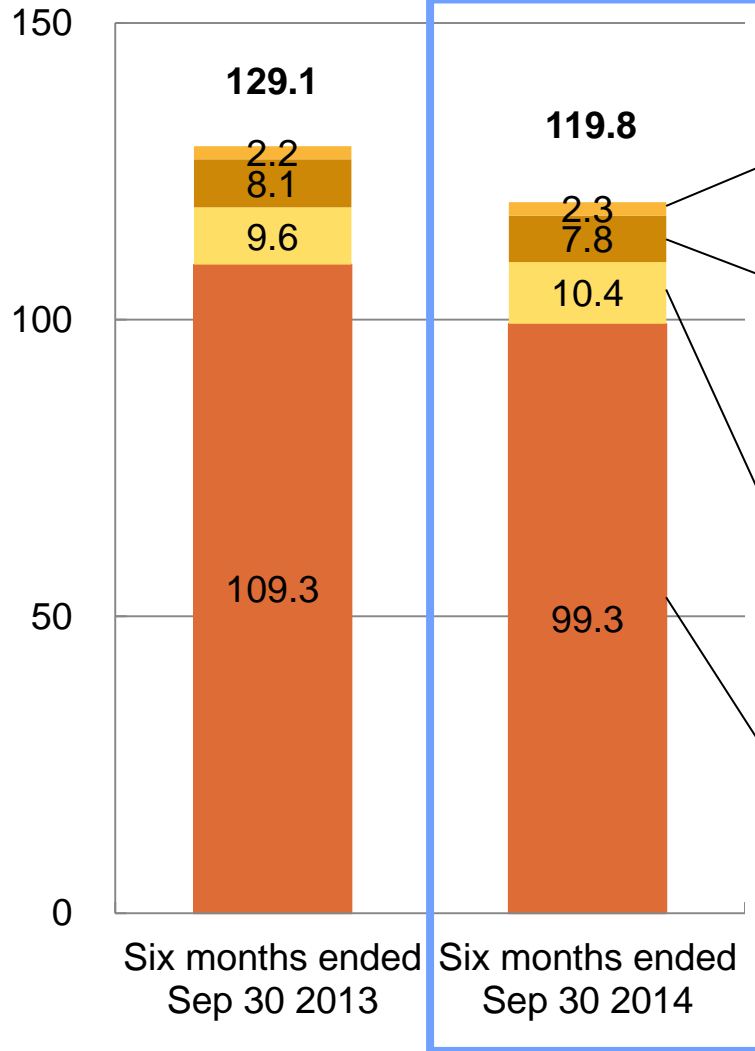
Note: Figures in parentheses are negative.

Amounts are rounded to the nearest hundred million yen.

Domestic Retail Sales

Retail sales including FCs*: 119.8 billion Yen (- 7.2% YoY)

(Billion Yen)



Fuel & second-hand goods:
2.3 billion Yen (+6.8% YoY)

Safety Inspection and maintenance service:
7.8 billion Yen (-3.9% YoY)
267 thousand cars (-3.5% YoY)
Number of fully certified & designated stores:
382 stores (+3 from previous fiscal year-end)

Car purchase and sales:
10.4 billion Yen (+8.1% YoY)
10,626 cars (+7.5% YoY)
Number of CARS membership stores: 407 stores
(+48 from previous fiscal year-end)

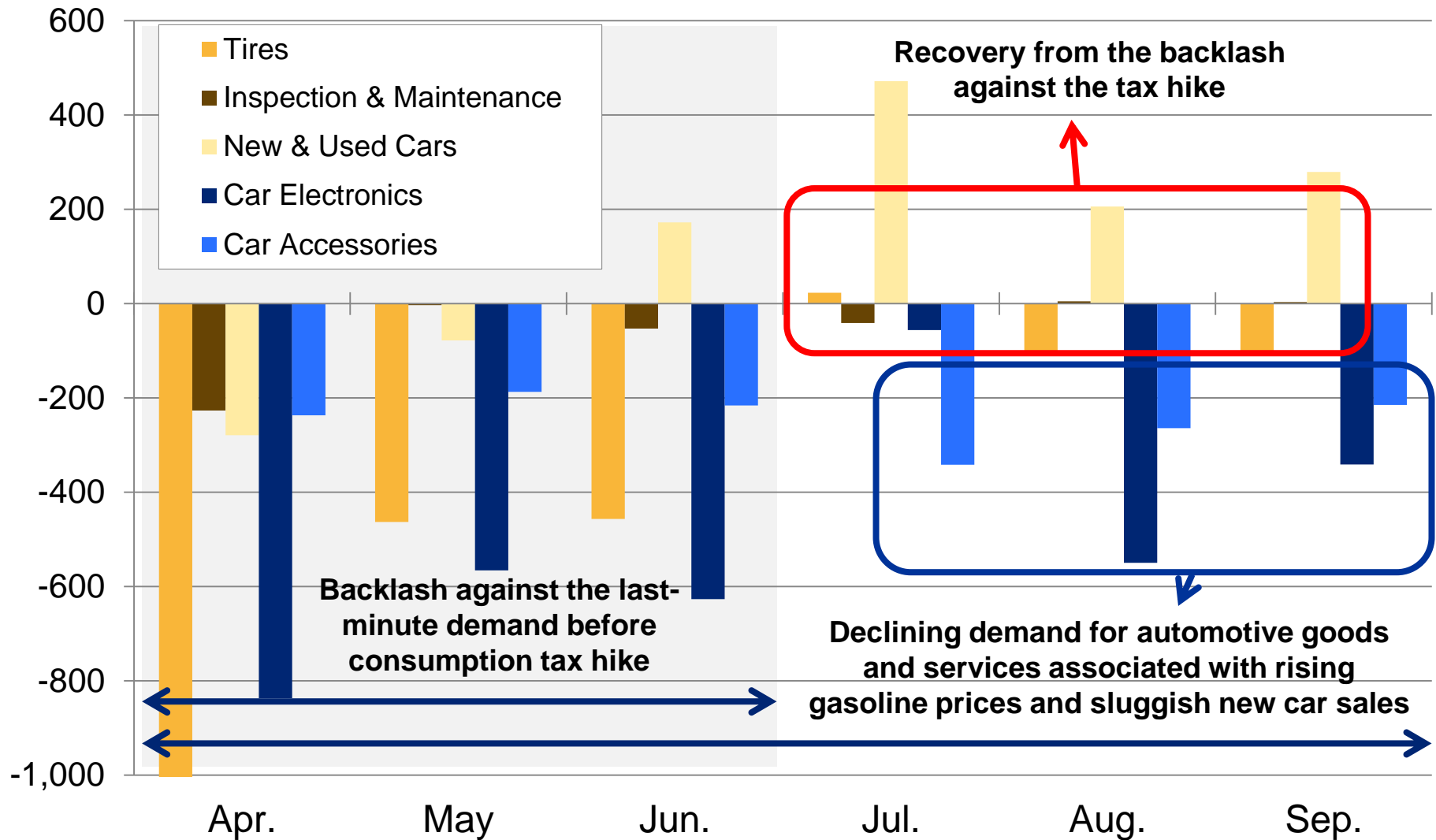
Car related goods and services:
99.3 billion Yen (-9.2% YoY)

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

Amounts are rounded to the nearest hundred million yen.

Monthly Sales Trend by Merchandise (all stores)

(Million Yen)



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

Measures in the First Half (Car Parts & Accessories)

- Promotion of private brand merchandising strategy
 - Launch of a new private brand “AQ.”
 - Release of new PB and AUTOBACS exclusive brand tires
- Change of targets to forward direct mail for the summer selling season
 - ⇒ Store visits and shopping ratio have improved from last summer
- Enhancement of attractiveness by changing the membership system
 - ⇒ From oil membership to maintenance membership



Image of display of new private brand



Maintenance membership card

Example of Display of New PB Items (car mirror)



Before



After

Measures in the First Half (E-commerce)

Producing results in terms of acquiring new customers and selling merchandise not sold at stores.

Net sales for the first half of FY March 2015

: 590 million yen (up 2.3% YoY)

• Sales channel	[Direct delivery to customers: 240 million Yen]
		Store sales: 340 million yen	
	[Company website: about 66% of total]
		Shopping mall: about 34%	

Measures taken

- Review of merchandise assortment (about 100,000 SKU as of September 30)
- Development of the Group's own sales promotion
- Start of installation of merchandise at stores sold by "Amazon.co.jp"
- Renewal of applications for smartphones
- Start of accepting reservations for oil change at the time of oil purchase on "AUTOBACS.com"

Progress of New Store Openings

Store openings from April to October, 2014

	Store name	Location	Owner of store	Opening date	Building with furniture and equipment
1	AUTOBACS AISAI PLAZA	Aichi	FC	Apr 24, 2014	
2	AUTOBACS HITACHI OMIYA Store	Ibaraki	Subsidiary	Jun 13, 2014	
3	AUTOBACS Tire Shop NUMAZU MINATO Store	Shizuoka	FC	Jul 24, 2014	○
4	AUTOBACS CHOSHI NISHI Store	Chiba	FC	Aug 8, 2014	○
5	AUTOBACS NUMAZUHARA Store	Shizuoka	FC	Aug 28, 2014	○
6	AUTOBACS TATEYAMA BYPASS	Chiba	FC	Sep 12, 2014	○
7	AUTOBACS FUTTSU Store	Chiba	FC	Sep 26, 2014	○
8	AUTOBACS MANIWA Store	Okayama	FC	Oct 10, 2014	
9	AUTOBACS TAIWA YOSHIOKA Store	Miyagi	Subsidiary	Oct 10, 2014	
10	AUTOBACS HASHIMOTO-KOYAGUCHI Store	Wakayama	FC	Oct 16, 2014	
11	AUTOBACS KASUGA FOREST-CITY Store	Fukuoka	Subsidiary	Oct 23, 2014	
12	AUTOBACS ISEHARA Store	Kanagawa	FC	Oct 24, 2014	○

Additionally one more store is scheduled to open by December, 2014

Overseas Business

Implemented scrap-and-build methods to focus on profitability at existing store-opening area

Thailand: Closed one store → Opened one store
Few more stores are planned to be opened in the 2nd half

China: Closed one store → One store is planned to be opened in Shanghai in the 2nd half

⇒ Associated with these movements, losses related to the abandonment of inventories and impairment losses have arisen.

Other regions: Under consideration



AUTOBACS KHUBON Store, Thailand
 (opened on 17th October)

Performance by Country

	FRANCE		CHINA		SINGAPORE		THAILAND	
Number of stores at Sep. 30, 2014 -including FC stores-	11		0		3		3	
Same store sales -including FC stores-	-3.1%		-35.1%		-5.6%		-21.3%	
Period	six months ended 9/30/2014	six months ended 9/30/2013	six months ended 9/30/2014	six months ended 9/30/2013	six months ended 9/30/2014	six months ended 9/30/2013	six months ended 9/30/2014	six months ended 9/30/2013
Net sales (Million Yen)	4,120	3,990	200	270	680	720	240	320
SG&A (Million Yen)	2,070	1,910	90	170	230	230	100	120
Operating income (Million Yen)	(80)	(50)	(20)	(40)	70	90	(50)	(20)
Business conditions	Sales of goods such as batteries were brisk. However, sales of services were low, and sales and gross profit decreased from last year. Operating loss was posted due to increase in personnel expense.		Operating loss was reduced thanks to efforts of cost control and withdrawal of stores with sluggish sales in October 2013. Closed one store in September to prepare for new store opening in FY March 2015.		Sales of tires were low due to competition with Internet retailers. However, sales of car electronics and wheels were brisk, and operating income remained at almost the same level of previous year.		Sales decreased reflecting the effect of the political disturbance which continued from last year and the closure of one store at the end of June, resulting in increased operating loss.	

Note: Figures in parentheses are negative.

Amounts are rounded down to the nearest ten million yen.

Reorganization of Store Subsidiaries

Reorganization of Domestic Store Subsidiaries

Measures	Contents
Transfer of shares in Store Subsidiaries	- Transfer of all shares in a store subsidiary in Kanagawa area to a franchisee (include transfer of four stores)
Transfer of store ownership	<ul style="list-style-type: none"> - Transfer of a store in Tokyo area to a franchisee - Transfer of four stores in Osaka area to a franchisee - Transfer of four stores in Osaka area to other store subsidiary - Transfer of 4 franchisee stores in Ibaraki to store subsidiary
Merger of consolidated subsidiaries	- Consolidation of store subsidiaries in Fukuoka area
Change of managements	- Change of presidents at seven domestic store subsidiaries

●Number of domestic store subsidiaries

As of March 31, 2014: 21 (Excluding 1 non-operating subsidiary)

As of September 30, 2014 : 18 (Excluding 2 non-operating subsidiary)

2. Revision of Forecast of FY March 2015 and Measures for the Second Half of FY March 2015

Revised Forecast of FY March 2015

(Billion Yen)

	Second half of FY March 2015				Full year of FY March 2015			
	Initial forecast	Revised forecast (Oct 29, 2014)	Difference	YoY	Initial forecast	Revised forecast (Oct 29, 2014)	Difference	YoY
Net sales	123.7	118.6	-5.1	-7.3%	228.4	216.6	-11.8	-6.5%
Gross margin	40.9 33.1%	39.1 33.0%	-1.8 -0.1pt	-7.4%	75.3 33.0%	69.7 32.2%	-5.6 -0.8pt	-9.4%
SG&A	31.3 25.3%	30.6 25.8%	-0.7 +0.5pt	-6.6%	61.8 27.1%	60.7 28.0%	-1.1 +0.9pt	-3.6%
Operating income	9.6 7.8%	8.5 4.3%	-1.1 -0.6pt	-10.4%	13.5 5.9%	9.0 4.2%	-4.5 -1.7pt	-35.5%
Ordinary income	10.6 8.6%	9.5 8.0%	-1.2 -0.6pt	-12.7%	15.4 6.7%	10.8 5.0%	-4.6 -1.7pt	-34.2%
Net income	6.4 5.2%	5.6 4.7%	-0.8 -0.5pt	-17.9%	9.5 4.2%	6.0 2.8%	-3.5 -1.4pt	-38.7%
Same store sales (YoY)	-4.9%	-9.0%	-4.1pt		-2.4%	-8.9%	-6.5pt	
Total store sales (YoY)	-2.9%	-7.5%	-4.6pt		-0.4%	-7.4%	-7.0pt	

Amounts are rounded to the nearest hundred million yen.

% of Net Sales and YoY comparisons are calculated in million yen.

Business Environment and Sales Initiatives

Business environment

Buying motivation of consumers is weak. However, the Group expects last-minute demand at the end of the fiscal year due to changes in the tax system related to automobiles.

Sales initiatives

- In sales of automotive goods and services, the Group will focus mainly on tire sales (Merchandise assortment, sales system and supplementary services, etc.)
- Implement several sales promotion activities to increase store sales (“the 40th anniversary sale” and “fiscal year-end sale,” etc.)

Assumption of store sales growth ratio in the 2nd half

Same store sales -9.0%

Total store sales -7.5%

—	Car parts & accessories (including statutory inspection)	-8.5%
—	Statutory inspection	- 1.5%
—	Car purchase and sales	+1.0%

Innovative changes in business from the medium- and long-term perspective are priority issue



Promote initiatives in line with the medium-term business plan, while responding to short-term changes in the market.

- **Innovative change to an “automotive one-stop service” business**
- **Expansion of sales channels and bases**
- **Rebuilding of PB merchandising strategy**

Initiatives of the Medium-Term Business Plan

Business Fields	Initiatives for the Second Half of FY 2015
Car Goods and Services	(1) Expanding new PB merchandise lineup Strengthening efforts to improve merchandising power and gross margin
	(2) Enhancing competitiveness mainly in PB and tires
Safety Inspection and Maintenance	(1) Strengthening guidance on stores with poor performance on statutory safety inspection and maintenance services
	(2) Examining a satellite store for statutory safety inspection
Car Purchase and Sale	(1) Increasing membership stores
	(2) Enhancing merchandising power: Car lease, dealer business.
E-Commerce	Encouraging the sending of customers from e-commerce to stores <ul style="list-style-type: none"> • Increasing recognition • Pursuing convenience • Enhancing service menu, etc.
Other	<ul style="list-style-type: none"> • Starting an experiment for store operation reform at some stores • Stepping up the approach to senior and female customers

Mid-term Business Plan (Overseas Business)

	FY March 2015	FY March 2016 – FY March 2018
Policy	Groundwork	From income growth at a single store to multi-store and other business expansion
Existing store-opening areas	<ul style="list-style-type: none"> • Closure of unprofitable stores or scrap and build • Reduction of inventories • Preparation for sales in other channels 	<ul style="list-style-type: none"> • Review of prices and the gross margin • Change of suppliers • Enhancement of merchandise and services • New store opening
New areas	<ul style="list-style-type: none"> • Beginning of store opening (Malaysia, etc.) 	<ul style="list-style-type: none"> • Expansion, new store opening • With a view to franchise operation of some stores
Others	<ul style="list-style-type: none"> • Reduction of costs at headquarters • Solidification of management foundation (mostly human resources) • Examination of alliance and M&A 	<ul style="list-style-type: none"> • Implementation of alliance and M&A

New Efforts in Overseas Business

Establishing a subsidiary in Malaysia

- Establishing a subsidiary in Johor for the purpose of opening new stores.
- Business commencement: March 2015 (planned)

Entering the EC business in China

Open the stores on T-mall Global of Alibaba Group

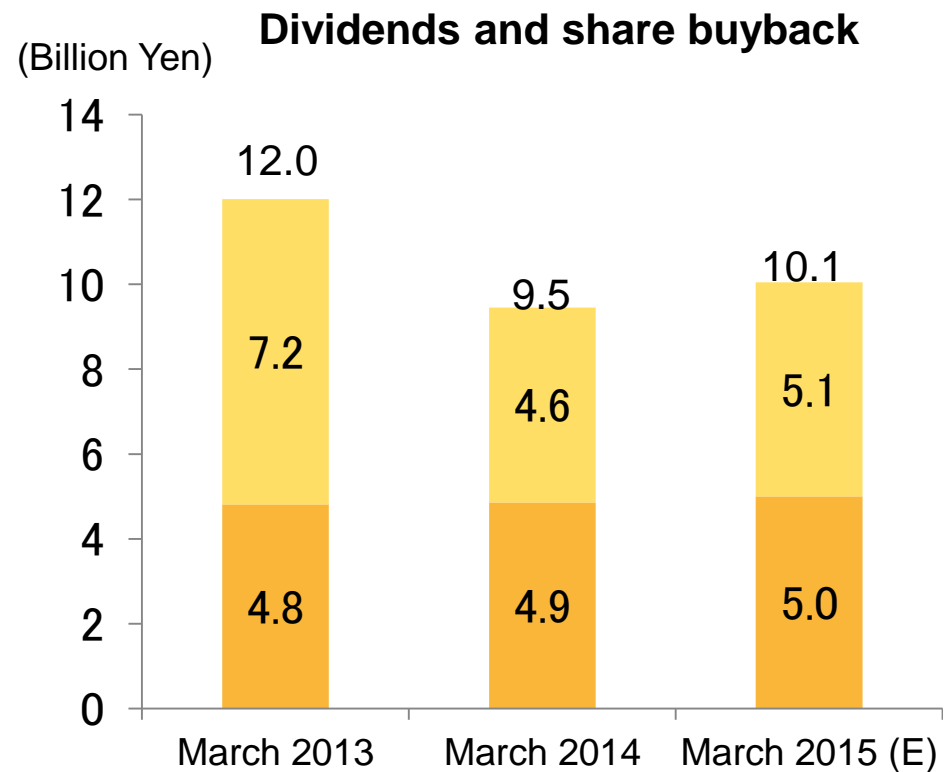
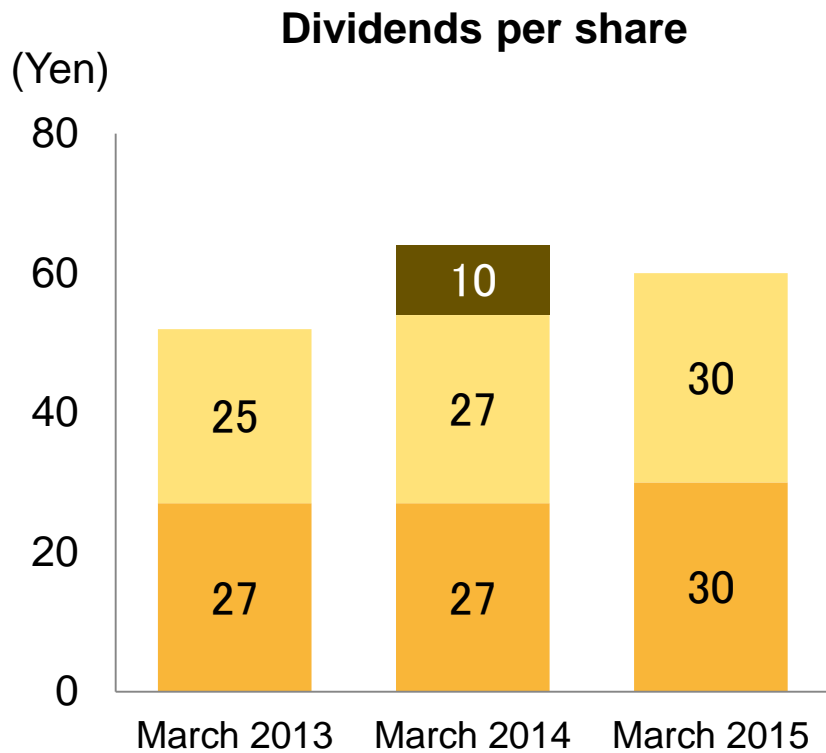


Shopping site of T-mall Global

Shareholders Return

Dividend of profit: Unchanged according to the policy (DOE of 3% or more)

Share buyback: Completed buyback announced in May



■ Commemorative dividend ■ 1st Half ■ 2nd Half

■ Amount of share buyback ■ Dividend paid

Today's Message

- In the first six months, the backlash against the consumption tax hike and unseasonable weather had a significant impact, but income declined further with an insufficient response to changes in the business environment.
- Based on the assumption that the automotive aftermarket industry will continue to face difficult circumstances, the Group will promote innovative changes toward the “automotive one-stop service” business along with the initiatives in the medium-term business plan.



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.

APPENDIX

Quarterly P/L (FY March 2011)

(Billion Yen)

	1 st Quarter of FY 2015		2 nd Quarter of FY 2015		1 st Half of FY 2015	
	Result	YoY	Result	YoY	Result	YoY
Net sales	48.5	-7.5%	49.6	-3.4%	98.0	-5.5%
Gross margin	14.8	-13.0%	15.7	-10.5%	30.6	-11.7%
% of Sales	30.6%	—	31.8%	—	31.2%	—
SG&A	15.0	-0.9%	15.1	+0.1%	30.1	-0.4%
Operating income	(0.2)	—	0.7	-73.0%	0.5	-88.6%
% of Sales	-0.4%	—	1.4%	—	0.5%	—
Ordinary income	0.4	-83.5%	0.9	-70.0%	1.4	-75.8%
% of Sales	0.8%	—	1.9%	—	1.4%	—
Net income	0.2	-87.6%	0.3	-84.6%	0.4	-85.9%
% of Sales	0.3%	—	0.5%	—	0.4%	—
Same store sales	—	-12.6%	—	-4.7%	—	-8.6%

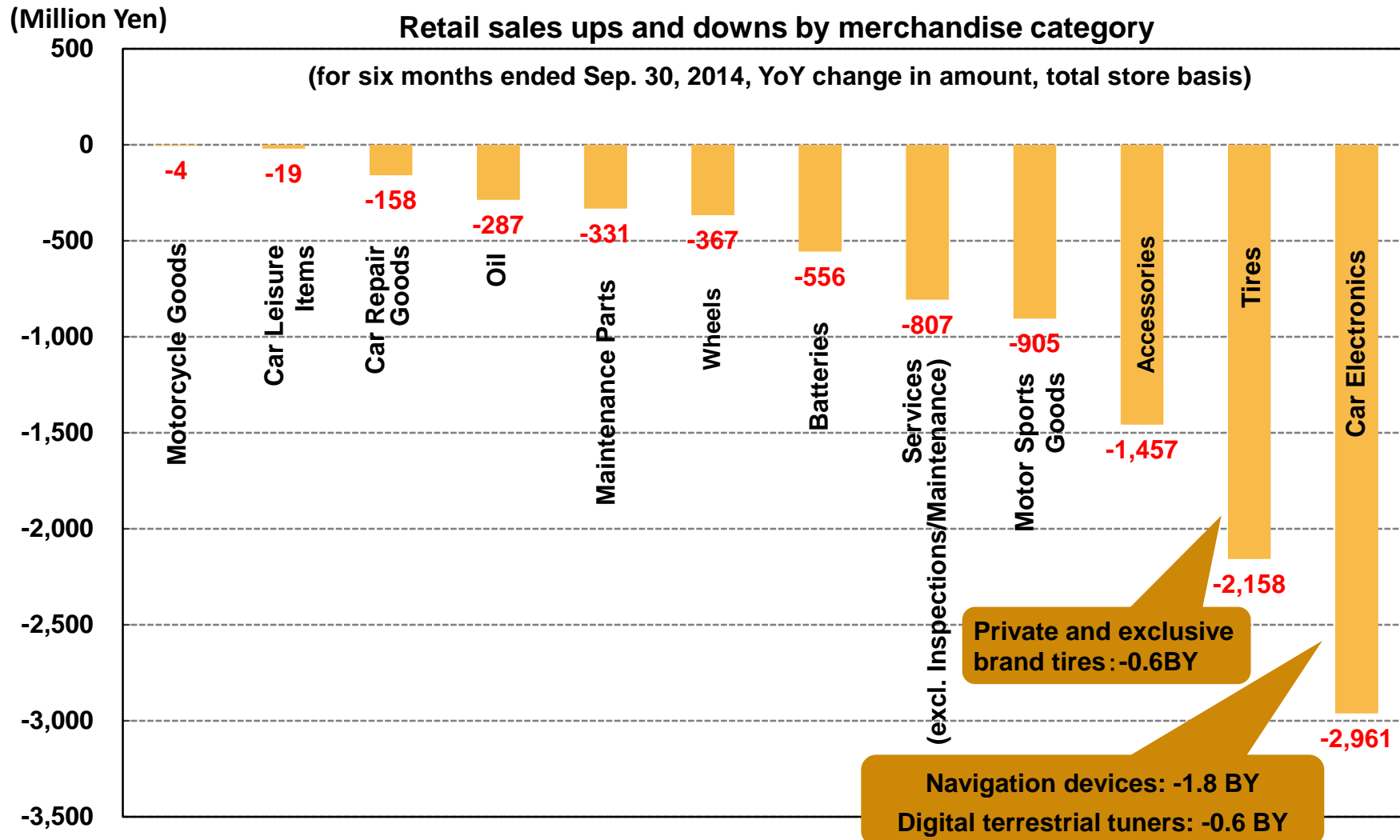
Note: Figures in parentheses are negative.

Amounts are rounded to the nearest hundred million yen.

% of Net Sales and YoY comparisons are calculated in million yen.

Sales Variance by Merchandise

【Same store basis】 Sales: -8.6% YoY, Number of customers: -6.7% YoY



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

Consolidation Adjustments

Consolidation Adjustments

(Million Yen)

	Six months ended September 30, 2014	Six months ended September 30, 2013
Operating Income for segment total	800	4,644
Elimination of Intersegment transaction (Income of subsidiaries for supporting functions, etc.)	(215)	(80)
Inventories (Unearned income of subsidiary inventories, etc.)	(247)	(245)
Depreciation of Goodwill	(107)	(61)
Adjustment in fixed assets	205	110
Allowance for point card	60	13
Other	12	82
Consolidation adjustment	(292)	(180)
Consolidated operating income	507	4,464

Note: Figures in parentheses are negative.

Amounts are rounded off to the nearest million yen.

Segment Information

(Billion Yen)

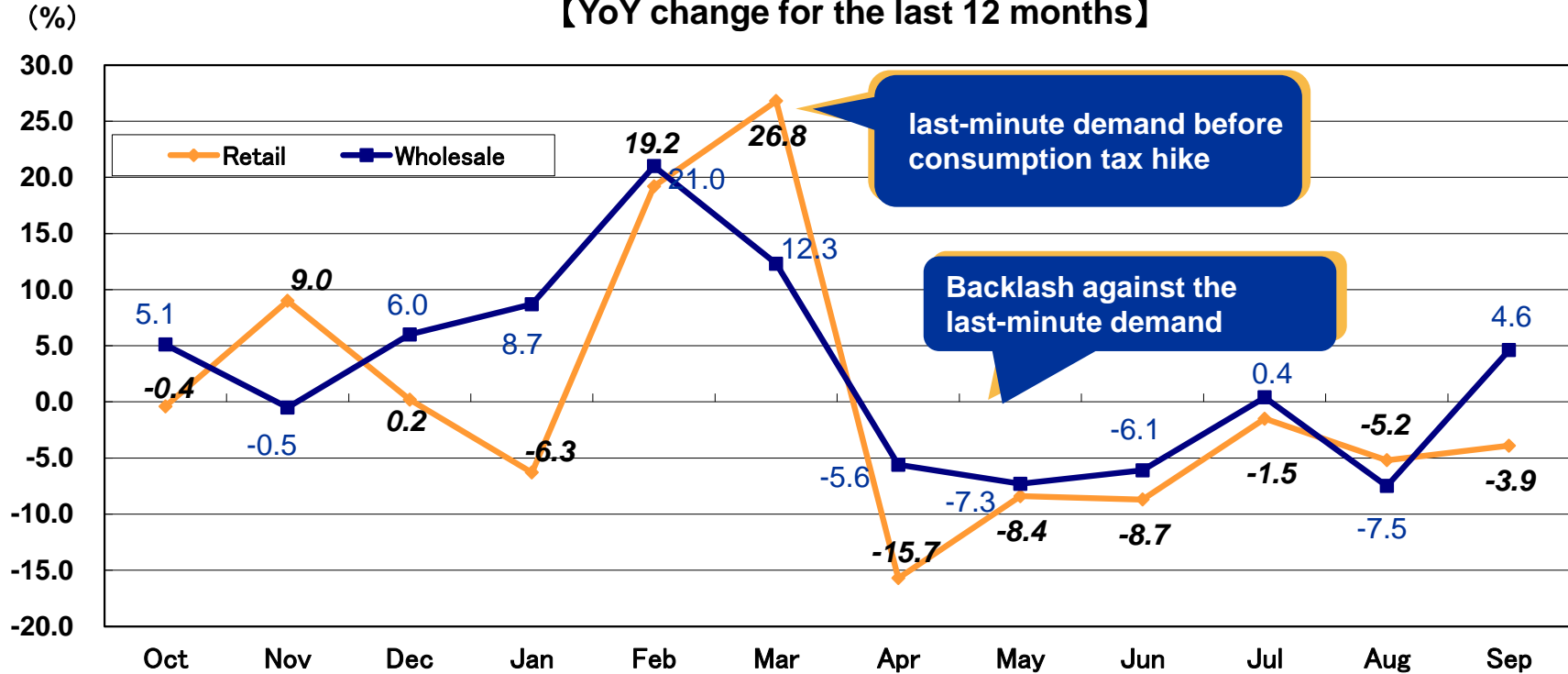
		Six months ended Sep 30, 2014	Six months ended Sep 30, 2013	YoY Change	Initial Forecast	% to Plan
Non-consolidated	Net sales	78.66	81.66	-3.7%	78.20	+0.6%
	Operating income	2.99	5.42	-44.8%	3.30	-9.4%
Domestic store subsidiaries	Net sales	30.50	35.90	-15.0%	31.00	-1.6%
	Operating income	-2.40	-1.19	—	-2.10	—
Overseas subsidiaries	Net sales	5.24	5.30	-1.1%	5.60	-6.4%
	Operating income	-0.07	0.07	—	-0.05	—
Subsidiaries for car goods supply and other	Net sales	7.58	7.40	+2.5%	7.60	-0.2%
	Operating income	0.04	0.10	-64.1%	0.10	-63.0%
Subsidiaries for supporting function	Net sales	1.54	1.59	-3.4%	1.55	-0.6%
	Operating income	0.24	0.24	-0.4%	0.25	-5.2%
Segment total	Net sales	123.53	131.85	-0.3%	123.95	-7.4%
	Operating income	0.80	4.64	-82.8%	1.50	-46.6%

Amounts are rounded to the nearest hundred million yen.

% of Net Sales and YoY comparisons are calculated in million yen.

Sales Trend: Retail, Wholesale and Store Inventory

【YoY change for the last 12 months】



Inventory at stores

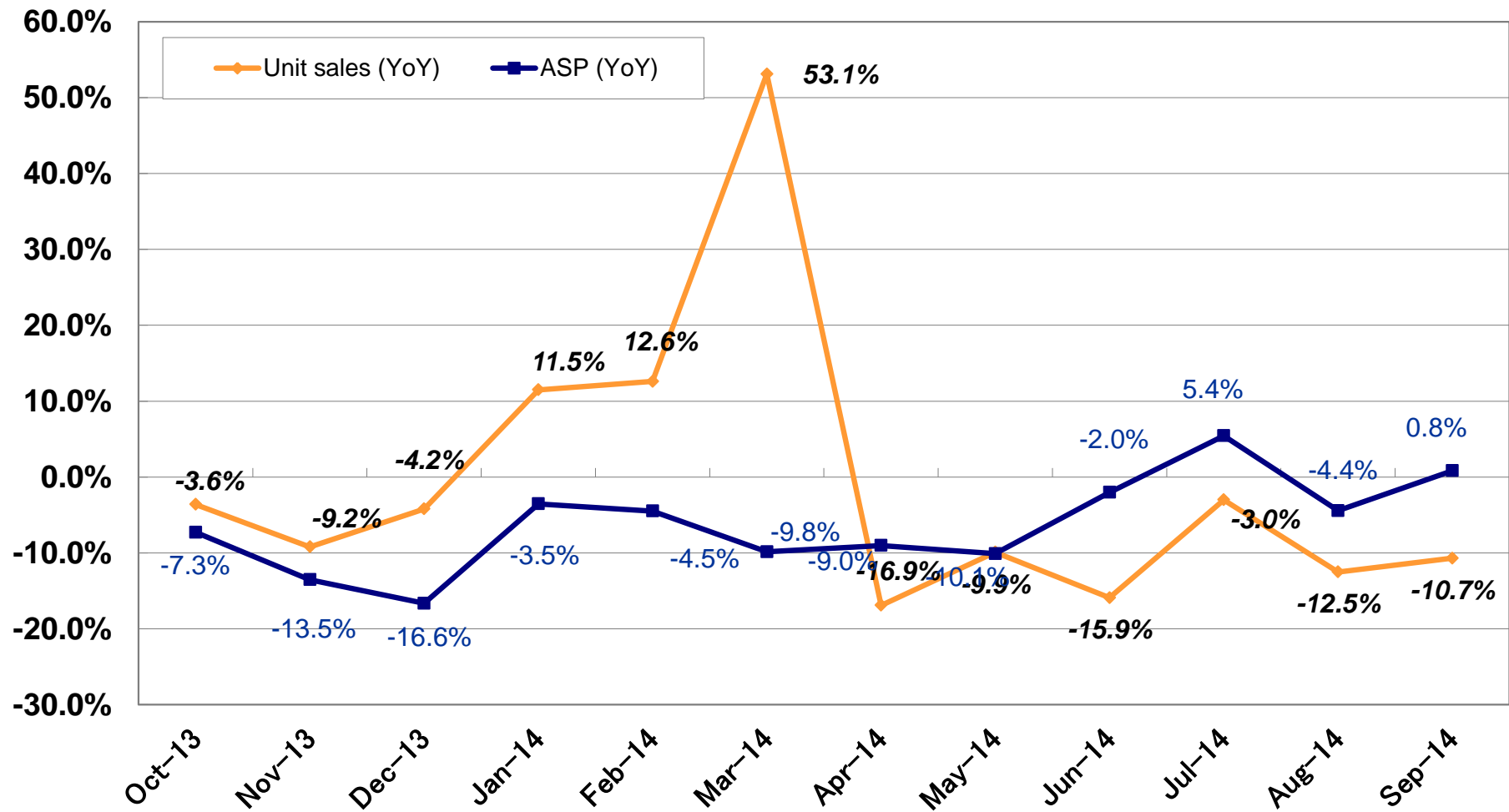
(Billion Yen)

	①Sep. 30 , 2013	② March 31, 2014	③Sep. 30, 2014	③Vs.①	③Vs.②
Tires	7.5	6.2	8.4	+12.0%	+35.4%
Car Electronics	8.0	7.6	8.7	+8.8%	+14.4%

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

ASP Trends in Car Navigation Devices

ASP and Unit Sales Trends of Car Navigation Devices (YoY)



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

Flow of Car Sales and Purchase

Customers



Purchase



4,422 cars

B2B sales

1,554 cars

Purchase



Used car dealers
and auto auction



B2C sales

5,501 cars

(New cars: 1,648

Used cars: 3,853)

Customers



Sales to FC
headquarters

3,571 cars



Wholesale

FC Headquarters
(AUTOBACS SEVEN)

Car dealers

Used car dealers

Auto auction



Purchase



B2B sales



Used car dealers



Auto auction

	1st Half of FY 2015 Number of cars sold
Retail to general customers	5,501
Sales from stores to used car dealers and auto auction	1,554
Sales from stores to AUTOBACS SEVEN	3,571
Total	10,626

Performance Breakdown (First Half of FY 2015)

Parental company (Non-consolidated)

Net sales 78.7BY YoY: -3.00BY	Wholesale -2.87BY -3.7%	↑ car sales, fuel, services ↓ car electronics, oil & batteries, car interior and etc.
	Retail -0.13BY -5.3%	↑ car sales, services, on-line store, insurance revenue ↓ second hand goods, motor sports goods, tires & wheels, fuel and etc.
Gross profit 1.6BY YoY: -1.46BY	Wholesale -1.27BY -7.7%	↑ wholesale to overseas ↓ car interior oil & batteries, car electronics and etc.
	Retail -0.09BY -12.8%	↑ services, on-line store, insurance revenue ↓ tires & wheels, second hand goods, motor sports goods, car sales and etc.
SG&A 1.3BY YoY: +0.96BY	Personnel expenses: Increase in performance linkage remuneration etc.	
	Selling expenses: Increase in expenses for advertising, such as TV commercials and newspaper ads as well as sales promotion costs	
	Equipment costs: Increase in depreciation (mold for private brand tires)	
	Others: Increase in expenses for shareholder special benefit points and information processing-related costs, such as the response to the consumption tax hike.	

Domestic store subsidiaries

Net sales 30.5BY YoY: -5.40BY	Net sales and gross profit declined due to transfer of stores to franchise companies, backlash against the last-minute demand before consumption tax hike, fall in sales of new cars and the resulting decline in demand for automotive goods.
Ordinary income -2.40BY YoY: -1.21BY	SG&A decreased due to the transfer of store subsidiaries to franchise companies. However, since expenses to sales rose due to the enhanced sales promotion measures against the stagnant sales after tax hike resulted in increased operating loss.

Balance Sheet: Assets

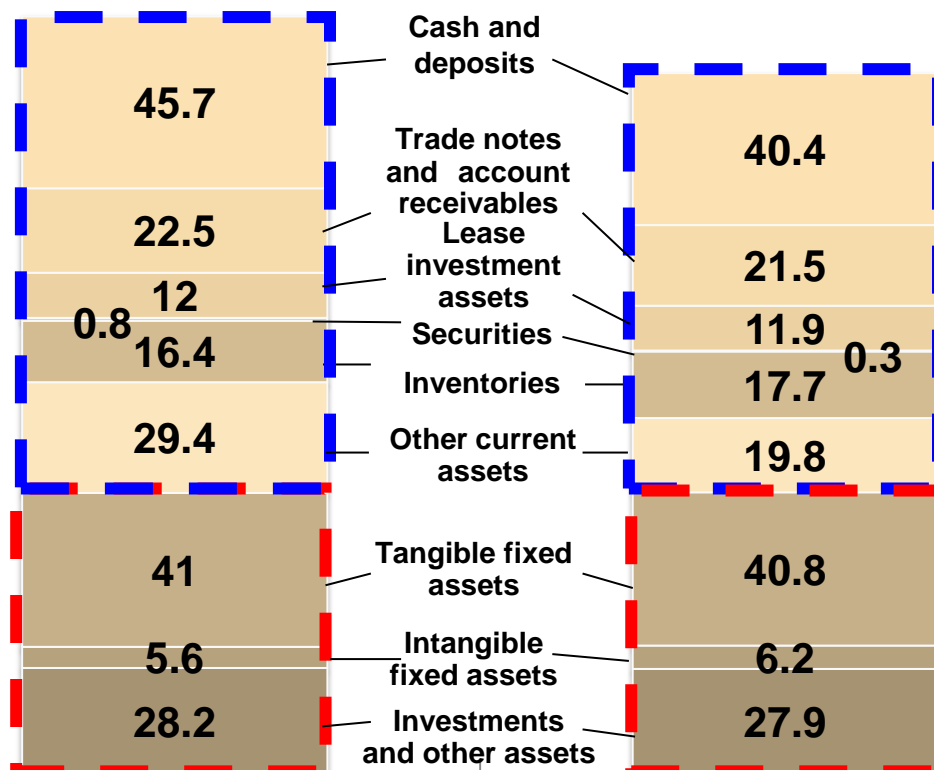
Total Assets

(Billion Yen)

201.5 BY

186.4 BY

Major items changed



Cash and deposits: -5.3BY

Marketable securities: -0.5BY

Accounts receivable :
-10.4BY

Investment securities
: +0.6BY

At Mar 31, 2014

At Sep 30, 2014

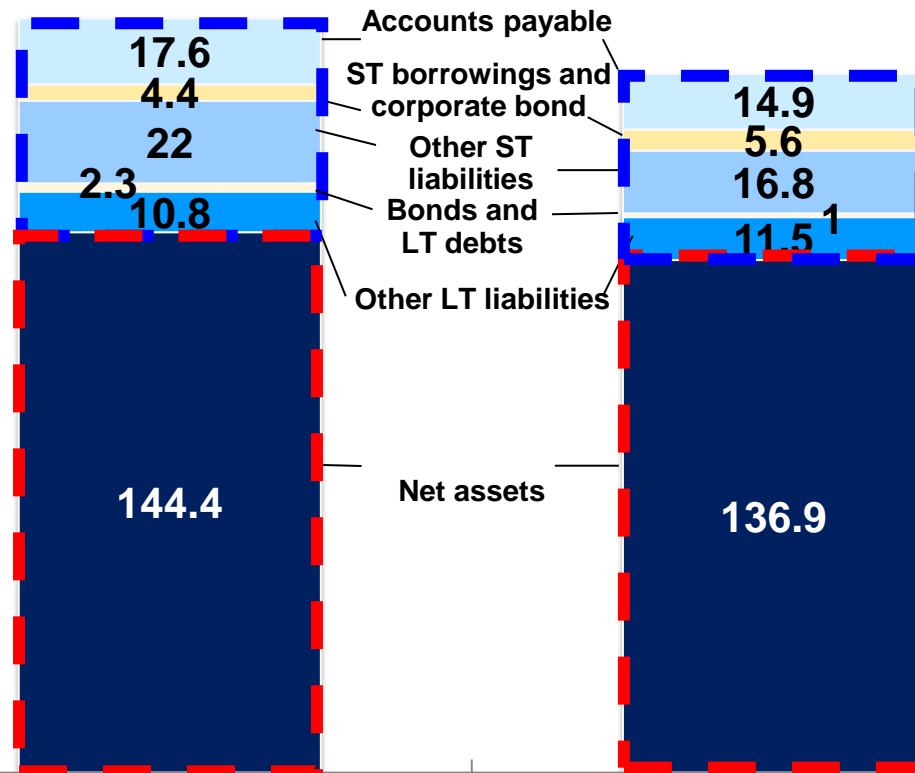
Balance Sheets: Liabilities & Equity

(Billion Yen)

Total Liabilities & Equity

201.5 BY

186.4BY



Major items changed

accounts payable-trade: -3.8 BY
Income taxes payable : -0.5 BY

Retained earnings : -7.4BY
Treasury stock at cost : -0.5BY

At Mar 31, 2014

At Sep 30, 2014

Store Openings And Closings (FY March 2015)



Domestic stores

Store Type	No. of stores at March 31, 2014	FY March 2014						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			+7	+2/-2		480
Super AUTOBACS	75							75
AUTOBACS Secohan Ichiba	10							10
AUTOBACS EXPRESS	8				+1			9
Total	571	+7			+8	+2/-2		586

Overseas stores

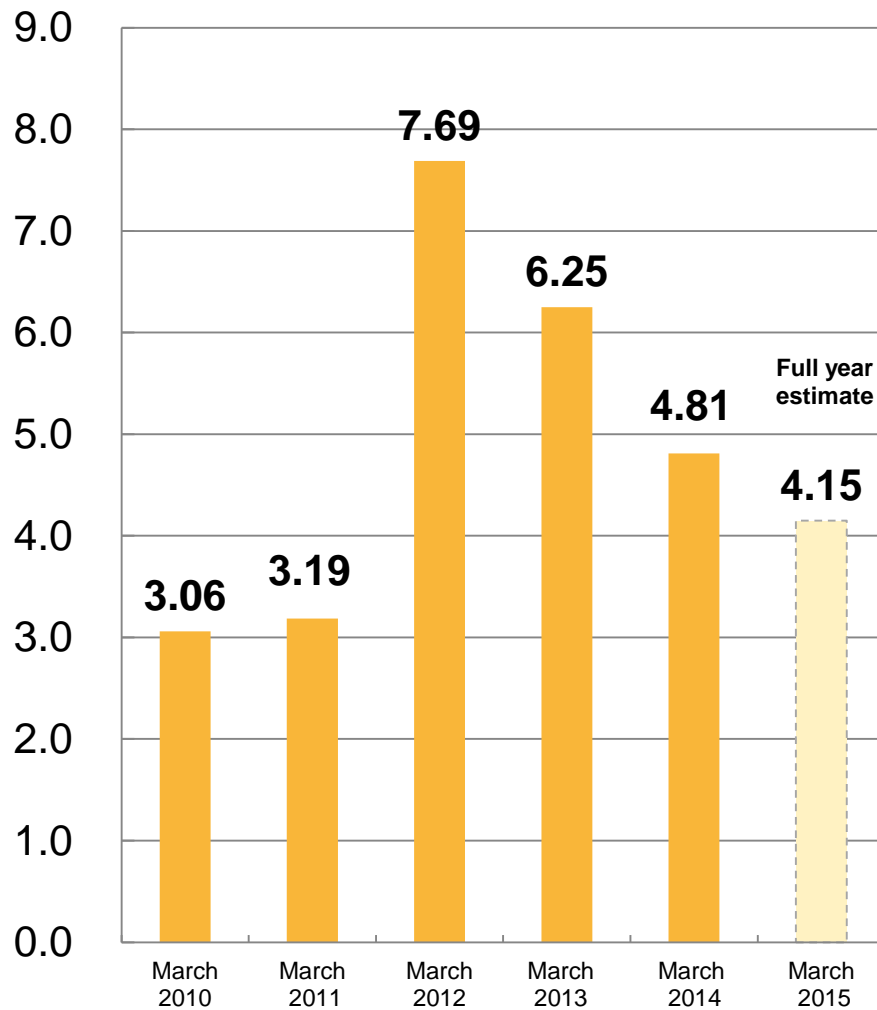
S/B=Scrap & Build,
R/L=Relocation

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	+1	1
Thailand	4	-1	+3	6
Singapore	3			3
Taiwan	6			6
Malaysia	2			2
Total	27	-2	+4	29

Capital Expenditures & Depreciation

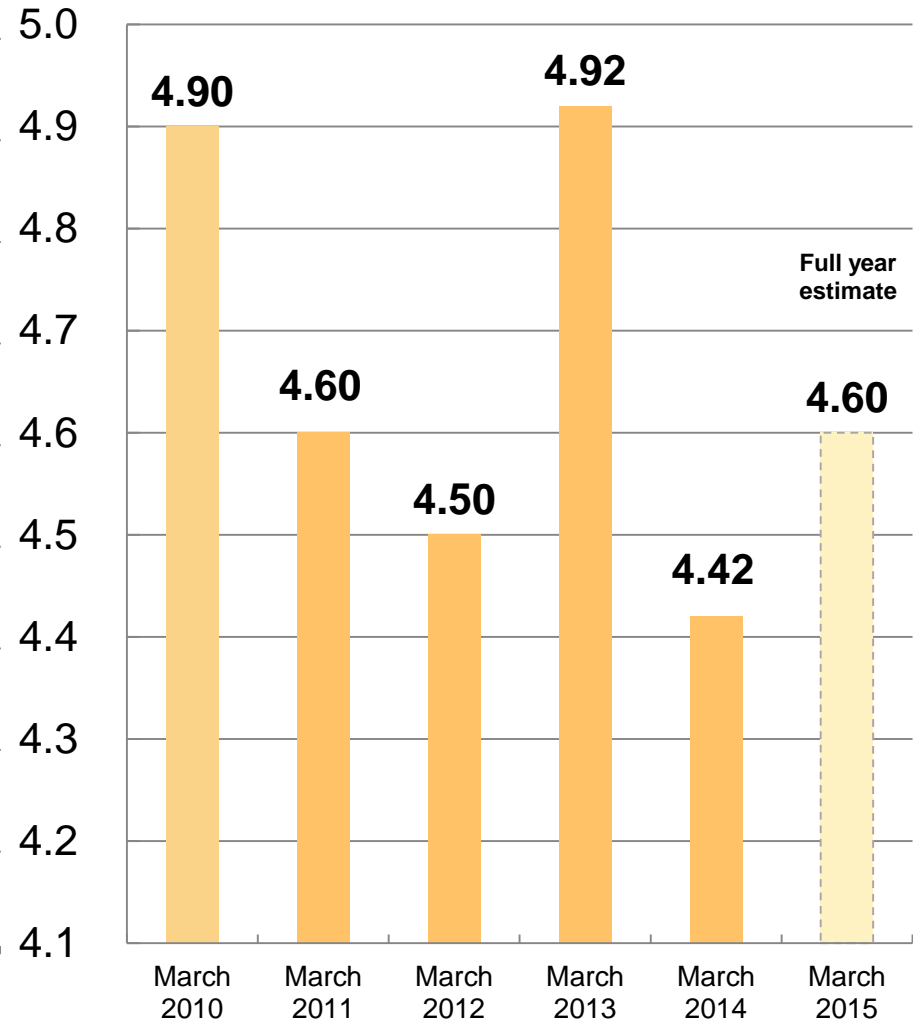
Capital Expenditures

(Billion Yen)



Depreciation

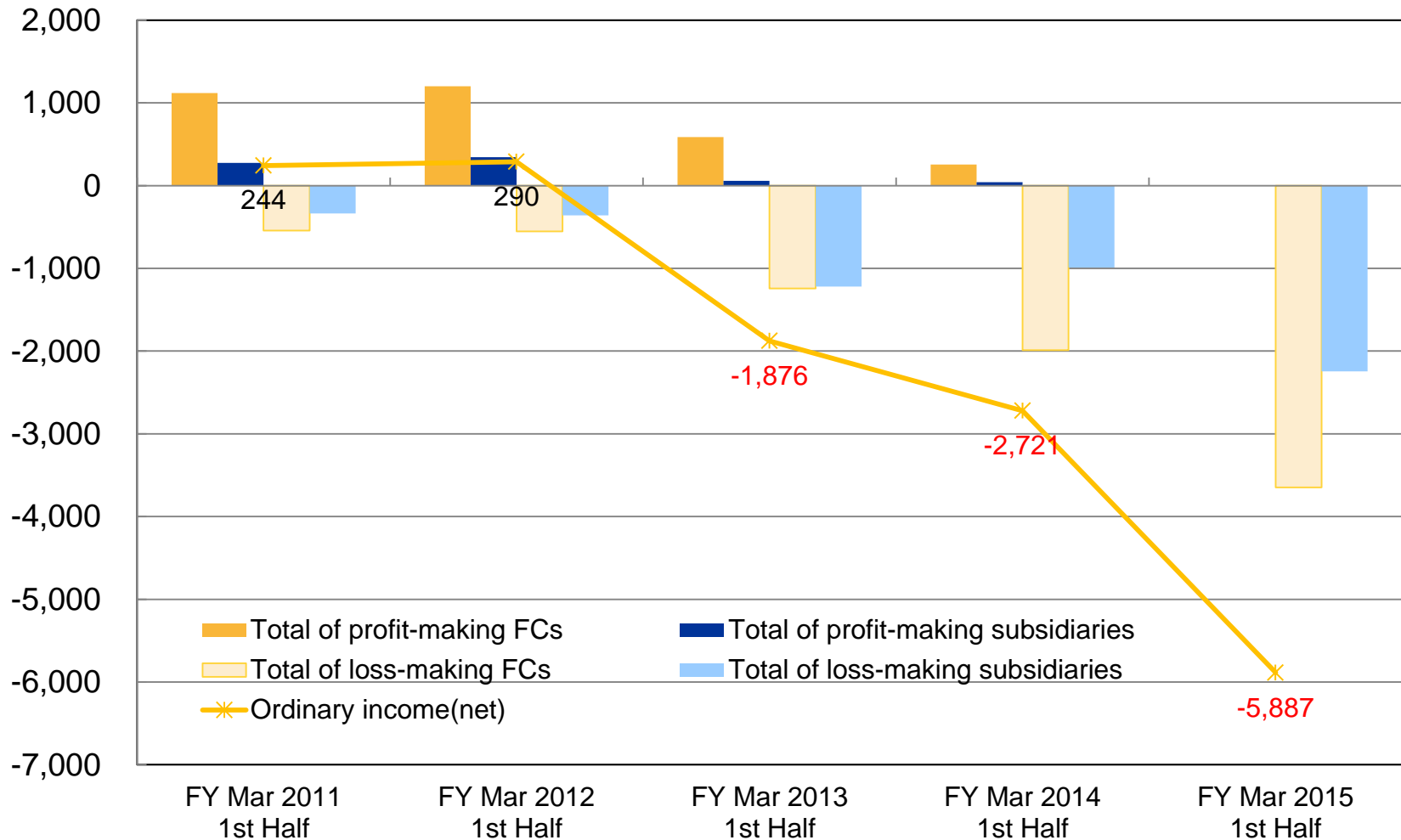
(Billion Yen)



Performance Results Of Franchisees

Ordinary Income of Franchise Companies (Preliminary)

(Million Yen)





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.