May 10, 2016

# Consolidated Financial Results for the Year Ended March 31, 2016【Japanese Standards】

**Summary of Quick Financial Announcement of Consolidated Financial Information For the Year Ended March 31, 2016.**

Company name : AUTOBACS SEVEN CO., LTD.
Code number : 9832
(URL http://www.autobacs.co.jp/)
Headquarters : Tokyo, Japan
Company Representative : Setsuo Wakuda, Representative Director
Contact for further information : Noritaka Hiraga, Officer, Finance and Accounting
Telephone : +81-3-6219-8787
Stock exchange listing : Tokyo
Annual meeting of shareholders : June 21, 2016
Start of cash dividend payments : June 22, 2016
Submission of Annual Securities Report : June 22, 2016
Supplementary materials prepared : Yes
Financial results information meeting held : Yes(for securities analysts and institutional investors, etc)

## 1. Results for the year ended March 31, 2016 (From April 1, 2015 to March 31, 2016)

(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 | % |
|---|---|---|---|---|---|---|
| **Fiscal year ended March 31, 2016** | **208,142** | **(0.6)** | **6,701** | **4.6** | **7,780** | **(5.7)** |
| Fiscal year ended March 31, 2015 | 209,454 | (9.6) | 6,403 | (54.1) | 8,250 | (49.8) |

Note: Comprehensive income : **3,448 million yen for the year ended March 31, 2016 : (35.0 %)**
5,305 million yen for the year ended March 31, 2015 : (50.1 %)

| | Profit attributable to owners of parent | % | Basic net income per share (Yen) | Basic net income per share - diluted (Yen) |
|---|---|---|---|---|
| **Fiscal year ended March 31, 2016** | **4,371** | **(5.2)** | **51.60** | **-** |
| Fiscal year ended March 31, 2015 | 4,609 | (52.9) | 52.83 | - |

| | Net income to shareholders' equity | Ordinary income to total assets | Operating income to net sales |
|---|---|---|---|
| **Fiscal year ended March 31, 2016** | % **3.2** | % **4.2** | % **3.2** |
| Fiscal year ended March 31, 2015 | 3.3 | 4.3 | 3.1 |

Reference: Equity income on a affiliates :

**For the year ended March 31, 2016 : 27 million Yen**

For the year ended March 31, 2015 : 6 million Yen

(2) Financial position:

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

| | Total assets | Total net assets | Equity ratio | Net assets per share (Yen) |
|---|---|---|---|---|
| **Fiscal year ended March 31, 2016** | **180,454** | **131,747** | % **72.8** | **1,564.86** |
| Fiscal year ended March 31, 2015 | 186,531 | 138,553 | 74.2 | 1,598.97 |

(Reference) Equity : **For the year ended March 31, 2016 : 131,455 million Yen**

For the year ended March 31, 2015 : 138,337 million Yen

(3) Statements of cash flows:

(Unit: Millions of Yen)

| | Operating activities | Investing activities | Financing activities | Ending balances of cash and cash equivalents |
|---|---|---|---|---|
| **Fiscal year ended March 31, 2016** | **10,564** | **(4,984)** | **(11,154)** | **36,579** |
| Fiscal year ended March 31, 2015 | 11,829 | (2,403) | (12,617) | 42,218 |

**2.Dividends**

| | Dividends per share | | | | (Yen) |
|---|---|---|---|---|---|
| | First Quarter | Second Quarter | Third Quarter | Year-end | |
| Fiscal year ended March 31, 2015 | - | 30.00 | - | 30.00 | |
| **Fiscal year ended March 31, 2016** | **-** | **30.00** | **-** | **30.00** | |
| Fiscal year ended March 31,2017 (forecast) | - | 30.00 | - | 30.00 | |

| | Full Year | Total Dividends Paid (Full Year) (Millions of Yen) | Payout Ratio (Consolidated) | Dividends paid/Net Assets (Consolidated) |
|---|---|---|---|---|
| | | | % | % |
| Fiscal year ended March 31, 2015 | 60.00 | 5,192 | 113.6 | 3.7 |
| **Fiscal year ended March 31, 2016** | **60.00** | **5,042** | **116.3** | **3.8** |
| Fiscal year ended March 31,2017 (forecast) | 60.00 | - | 86.9 | - |

**3. Forecast for the fiscal year ending March 2016 (from April 1, 2016 to March 31, 2017)**

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

| | Net sales | | Operating income | | Ordinary income | |
|---|---|---|---|---|---|---|
| | | % | | % | | % |
| Semiannual | 100,600 | 1.9 | 2,500 | 0.1 | 2,900 | (7.3) |
| Annual | 214,900 | 3.2 | 8,000 | 19.4 | 8,900 | 14.4 |

| | Profit attributable to owners of parent | | Basic net income per share(Yen) |
|---|---|---|---|
| | | % | |
| Semiannual | 1,700 | 4.7 | 20.24 |
| Annual | 5,800 | 32.7 | 69.04 |

Notes : At the Board of Directors meeting held on May 10, 2016, the Board approved the cancellation of treasury stock. Forecast for the Basic net income per share considers the effect of the cancellation of treasury stock. Please refer to page 26, [Subsequent Events] about the cancellation of treasury stock.

## Notes

(1) Significant changes in subsidiaries during the year ended : None

(2) Changes in accounting policies, accounting estimation change and restatement

1. Changes due to changes in accounting standard : Yes
2. Changes due to changes in accounting standard except (2)-1. : Yes
3. Changes due to accounting estimation change : Yes
4. Restatement : None

Note : For further details, please refer to page 21, "(5)Notes to consolidated financial statements."

(3) Shares outstanding (common stock)

1. Number of shares outstanding (including treasury stock)

**Fiscal year ended March 31, 2016 : 86,950,105 shares**
Fiscal year ended March 31, 2015 : 89,950,105 shares

2. Number of treasury stock at the end of period

**Fiscal year ended March 31, 2016 : 2,945,239 shares**
Fiscal year ended March 31, 2015 : 3,433,108 shares

3. Average shares outstanding over period

**Fiscal year ended March 31, 2016 : 84,731,200 shares**
Fiscal year ended March 31, 2015 : 87,259,294 shares

※Indication regarding the situation of annual audit procedures
These financial results are not subject to the audit procedures pursuant to the Financial Instruments and Exchange Act. As of the disclosure of the financial results, the procedures for auditing financial statements pursuant to the Financial Instruments and Exchange Act are in progress.

※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.

※Autobacs Seven Co.,Ltd. will be held the Analysts Meeting on May 11,2016. The presentation material and video picture of the meeting will be uploaded as soon as possible on the Company's website afterwards.

<Supplement>

## 1. Analysis of Business Results and Financial Position

(1) Analysis of Business Results

(i) Business Results for the Fiscal Year Ended March 31, 2016

(Business environment)

Regarding the domestic economy during the consolidated fiscal year under review, corporate earnings were on course toward improvement on the back of the economic policies of the government, but uncertain conditions remained as a global economic slowdown became conspicuous in the second half of the year. As for domestic consumption of automotive goods and services, conditions were harsh as sales of new and used cars continued to slump from the beginning of the year as well as the overall sluggish demand due to the impact of a record warm winter.

(Overview of the domestic AUTOBACS business)

For the consolidated fiscal year under review, total sales for domestic businesses in the AUTOBACS chain (including franchise outlets) declined by 2.3% year on year on a same-store basis and by 1.5% year on year on an overall-store basis.

The domestic AUTOBACS chain worked on providing highly convenient products by expanding the product lineup of the private brand AQ. (Autobacs Quality), which was launched last year, in categories including oil, tires, car interior items and car electronics products. It also focused efforts on initiatives to help all drivers remain connected to stores, such as a nationwide announcement on the benefits of getting free labor for eight types of maintenance services as a maintenance member, and the provision of information on the sales of automotive goods and services, statutory safety inspection and maintenance services, and automobile purchase and sales.

Sales of automotive goods and services decreased due to waning demand for car navigation devices, interior accessories and other merchandise resulting from sluggish domestic sales of vehicles, despite reinforced sales of featured products such as car video recorders. Furthermore, sales of winter products, such as snow tires, wheels and chains, decreased due to the impact of a record warm winter during the third quarter, although there was snowfall in urban areas after the middle of January.

In the statutory safety inspection and maintenance services segment, the number of vehicles that underwent statutory safety inspection and maintenance services increased by 2.7% year on year, to approximately 604,000. This was primarily due to efforts that involved approaching customers in stores as well as taking appointments over the phone and the Internet

In the automobile purchase and sales segment, sales to used car dealers, through auto auctions, grew, owing to an increase in the number of purchased vehicles as a result of nationwide TV ads launched in line with the increase in the number of CARS franchise stores, along with the improved appraisal process utilizing the patented "Satei Doctor." system. Sales of both new and used cars to consumers exceeded the results of the previous year, resulting in a year-on-year increase of 13.3%, to approximately 27,000 units. Furthermore, two AUTOBACS Used Car Purchase Stores were opened in March to help bolster car purchases. The number of CARS franchise stores as of March 31, 2016, was 480, up from 451 as of the end of the previous fiscal year.

(Overview of store openings and closings)

In terms of the number of domestic store openings and closings, eighteen new stores were opened, seven stores were affected by the scrap-and-build strategy and relocation, and five stores were closed. As a result, the total number of stores stood at 599 as of the end of March 2016.

(Overview of consolidated business results)

The Group's sales during the consolidated fiscal year under review decreased by 0.6% year on year, to 208,142 million yen, gross profit remained at nearly the same level as the previous year, recording 66,912 million yen, and selling, general, and administrative expenses decreased by 0.4% year on year, to 60,266 million yen, resulting in operating income of 6,701 million yen, an increase of 4.6% from a year earlier. Ordinary income declined by 5.7% year on year, to 7,780 million yen. In addition, an extraordinary income amounting to 363 million yen associated with the sale of investment securities was recognized, while an extraordinary loss of 585 million yen was posted, mainly reflecting the impairment loss incurred by a store operated by a domestic store subsidiary. As a result, profit attributable to owners of parent declined by 5.2% year on year, to 4,371 million yen.

Results by business segment are as shown below.

<Non-consolidated>

Sales fell by 5.1% year on year, to 158,288 million yen. Specifically for the third quarter, wholesale sales declined in part due to a decline in winter products in domestic stores.

Gross profit dropped by 6.1% year on year to 32,570 million yen as a result of the sales decline, although the gross margin remained at around the same level as the previous year, mainly as a result of initiatives in automotive goods aimed at improving gross profit. Selling, general, and administrative expenses declined by 1.3% year on year, to 25,495 million yen, reflecting the decreased depreciation costs following a change in the method for calculating depreciation from the declining-balance method to the straight-line method and cost-cutting measures such as the review of advertising methods, despite the increases in expenses associated with the renovation of store systems and the Western Japan Logistics Center. As a result of such factors, operating income declined by 19.9% year on year to 7,074 million yen.

<Domestic Store Subsidiaries>

Sales grew by 1.0% to 68,550 million yen, while the operating loss improved by 950 million yen year on year, to 974 million yen. Sales of automotive goods, such as tires, fell from a year earlier substantially due to record warm temperatures in the winter during the third quarter, although there were increases in sales associated with snowfall in the fourth quarter as well as the transfer of stores from franchise companies. Gross profit grew year on year primarily as a result of changes in the sales composition of products and initiatives aimed at improving the gross margin. Selling, general, and administrative expenses decreased as a result of a cut in costs from efforts made in sales promotion expenses and other controllable expenses, which offset an increase in expenses associated with the transfer of stores from franchise companies.

<Overseas Subsidiaries>

Sales fell by 8.8% year on year, to 9,104 million yen. Operating income improved year on year to 30 million yen (operating loss of 177 million yen for the same period of the previous fiscal year). Looking at the state of each country on a local currency basis, in France, operating income was sustained as the gross margin increased with stronger sales of high-margin items such as oil and services, and initiatives aimed at improving gross profit and revitalize inventory, despite the decline in the number of customers following the terrorist attack in Paris in November. In Thailand, sales decreased following the closure of unprofitable stores in the previous year, even though one store opened and another store opened due to relocation. That said, operating loss improved from a year earlier as a result of the improved gross margin and cost-controlling measures. In Singapore, the gross margin improved as a result of a rise in the percentage of sales in services, but operating income decreased due to a decline in sales and increase in expenses. In China, operating income improved and profitability was restored due to the trade business of automotive products doing well as well as the impact of cost-cutting efforts. In Malaysia, efforts are being made to raise the level of brand recognition for AUTOBACS bland, with three stores opened as local subsidiaries.

<Subsidiaries for Car Goods Supply and other>

Sales increased by 38.1% year on year to 21,263 million yen, while operating income declined by 65.3% to 18 million yen. The result was due to a decline in wholesale sales of existing automotive goods, in addition to an increase in expenses, despite an increase in sales from Autoplatz K.K., an authorized BMW dealership, and Autoplatz Motors, an authorized MINI dealership, which were made subsidiaries of the Company in April.

<Subsidiaries for Supporting Functions>

Sales rose by 5.0% year on year, to 3,204 million yen, primarily due to an increase in sales from the lease of store equipment to franchise companies, while operating income fell by 6.8% year on year, to 400 million yen.

<Adjustments to Consolidated Operating Income>

The adjusted amount from the aggregate amount of the operating income of all segments to the consolidated operating income was up 152 million yen. This was mainly attributable to the realization of unrealized profits as a result of a decrease in inventories for the products wholesaled from the Company to the domestic store subsidiaries.

(ii) Progress of the Medium-term Business Plan

In the domestic AUTOBACS business, the Company worked on initiatives to expand the numbers of maintenance members and statutory safety inspection services. It positioned them as the most important measures, with a view of establishing the relationship that makes drivers feel connected to stores.

In regards to expanding the number of maintenance members and achieving the goal of 3,000,000 members, the Company used direct mail and receipt coupons to encourage point card members to switch and become maintenance members. In addition, to increase the number of new members, it created a floor area for selling cards at all stores and approached customers to tell them about maintenance membership. At the same time, it enhanced the lineup of special price products, especially oil, for maintenance members. As a result, the number of members increased by approximately 400,000 from the beginning of the year to approximately 2,400,000 million at the end of March 2016, despite the decrease due to valid memberships that expired.

As for increasing the number of statutory safety inspection services to achieve the goal of inspecting 800,000 vehicles during fiscal 2017, the Company strengthened initiatives aimed at improving the rate of repeat customers who had car inspected at an AUTOBACS store. As a result, the number of appointments for the next statutory safety inspections increased to approximately 230,000 by the end of March 2016. The Company also worked on strengthening the capacity of implementing statutory safety inspections at stores, such as securing a sufficient number of qualified mechanics and raising the level of operational efficiency for statutory safety inspections at stores.

As part of its efforts to raise the level of convenience for customers by promoting the use of multiple channels, the Company strengthened the degree of coordination between channels, such as stores, the Internet, apps and phone inquiries, from the perspective of reservations, such as the implementation of trial reservations for a tire change, improvement in reservations for an oil change, and the expansion of the lineup of products for which installation can be reserved through e-commerce websites. As a result of these initiatives, the number of reservations for an oil change increased by 27% year on year, demonstrating a certain degree of achievement.

In regards to purchase and sales of automobiles, the Company worked to strengthen purchase operations by focusing on purchasing vehicles in existing CARS franchise stores and opening its first AUTOBACS Used Car Purchase Store in March 2016. It also sought to accumulate expertise by relocating some staff members of the headquarters to stores, while strengthening the purchase and sales capabilities.

In conjunction with the improvement in revenues of domestic store subsidiaries, the Company strengthened its management of sales focused on tires, conducted inventory management trials at some stores in order to rationalize inventory, and achieved results that could be adapted to other stores in the next fiscal year. These measures contributed significantly to the improvement of the gross margin in the first half of fiscal 2015. However, the gross margin for the full year stood at around the same level as one year earlier, primarily reflecting the weak sales of winter products in the second half.

In overseas business, the Company aggressively developed new businesses in predominantly the ASEAN region. In Malaysia, it opened three stores, specifically region-based small stores, through its local subsidiary, and sought to raise the recognition of AUTOBACS brand and establish store models. In Indonesia, two stores were opened by forming an alliance with a local company. In the Philippines, the Company will implement multi-store development programs and the wholesales of automotive products, following the capital and business alliance made with a local company in January 2016.

As for new domestic businesses, revenue increased because the number of cars sold and sales in services expanded in the BMW dealership business, which is operated by Autoplatz K.K., and the MINI dealership business, which is operated by Autoplatz Motors, the shares of which were acquired by the Company in April 2015.

The Company will revise the 2014 Mid-Term Business Plan in which it had set forth the operating income target of 15 billion yen and ROE target of 8% on a consolidated basis. The reason for this revision is that Company believes the targets are not likely to be met in the fiscal year ending March 31, 2018.

(iii) Outlook for Next Fiscal Year

In regards to the Company's business environment for the fiscal year ending March 2017, the recovery of the Japanese economy is expected to slow down, while consumers are also expected to remain thrifty in the area of automotive goods and services. On the other hand, rush demand is expected to take place before the consumption tax hike planned in April 2017. These and other factors have made the situation uncertain.

In the domestic AUTOBACS business, the Group will strive to expand areas such as statutory safety inspection and maintenance services, the sale of tires, and the purchase and sale of automobiles. To do this, the Group intends to convey the appeal of maintenance member privileges to customers by seeking to connect with them through safety inspections. The Group will also make full use of the Internet to announce goods and services from the AUTOBACS Group and improve customer convenience in online reservations for services and others.

The Group aims to expand the overseas business with business models adapted to each respective region by cooperating with local partners. Its main focus will be on the ASEAN region.

As for new businesses, the Group will further develop the imported car dealer business that it started in the previous fiscal year. At the same time, the Group will consider automobile-related partnerships, M&As, and other similar measures with other companies.

For full-year consolidated business results in the fiscal year ending March 31, 2017, the Company expects that sales and operating income will increase by 3.2% and 19.4% to 214,900 million yen and 8,000 million yen, respectively, while profit attributable to owners of parent will rise by 32.7% to 5,800 million yen through these initiatives.

## 2. Management Policy

(1) Policy Concerning Company Control

Since the opening of the first AUTOBACS store in 1974, the Company has been striving to contribute to enriching its customers' driving experiences by developing and expanding the AUTOBACS franchise chain, comprising AUTOBACS headquarters, the Company's directly operated stores, and its domestic and foreign franchise stores.

Based on its founding management principle, namely "constantly suggesting the most appropriate driving experiences to each customer and creating a rich and sound motorized society," the Group has been making all-out, concerted efforts to communicate its vision, "Anything about cars, you find at AUTOBACS," thereby winning support and trust from customers.

In the years ahead, the Group is determined to develop the AUTOBACS franchise chain even further, continuously enhance its corporate governance and investor relations, and ensure greater transparency of the Group's management. These steps, the Group believes, will contribute toward maximizing profits for all the stakeholders, particularly the shareholders.

In this context, the Company is convinced that the people who make decisions on the Company's financial and business policies must be those who understand the importance of mutual trust among franchise stores, clients, employees and other parties concerned in the AUTOBACS franchise chain and who are willing and able to improve the medium- and long-term corporate values and shareholders' common profit.

(2) Management indicators

The Company announced management indicators which are set in "2014 mid-tem business plan". However, future business targets and strategies on a mid-term basis will be reviewed by the new management team and announced as soon as they are finalized.

(3) Issues to be addressed

Looking at the automobile related industries, the downward tendency is forecasted to continue in existing domestic after-markets for vehicles going forward, while new business opportunities, such as demand related to next-generation vehicles, are being created. The Company needs to undertake reform programs without sitting on past successes to ensure that it will continue to adapt to harsh changes in economic environments. Based on this understanding, it will create a corporate culture that embraces new challenges through speedy and drastic decision-making in an unconventional manner.

In regards to the domestic AUTOBACS business, the Group's core business, the Company will continue to strengthen the sales of automotive goods and services, statutory safety inspection and maintenance services, and automobile purchases and sales, with a focus on maintenance members, for the purpose of establishing a relationship that makes drivers feel connected to the stores. On the other hand, from a medium- to long-term perspective, the Company will strengthen the retailing business, which it considers to be the most important challenge, review it drastically to re-establish it as a business supported by customers, and work to raise the profitability of domestic AUTOBACS business including that of franchise stores, as quickly as possible.

It will also achieve sustainable and stable growth down the road by developing and nurturing overseas businesses and new businesses, while moving forward with the structural reform of the domestic AUTOBACS business.

**3. Fundamental Policy for the Adoption of Accounting Standards**

The Company is scheduled to adopt the International Financial Reporting Standards (IFRS) from the fiscal year ending March 2017 in order to improve international comparability of financial information in capital market and to unify the accounting methods in our group.

## 4.Consolidated Financial Statements

### (1)Consolidated Balance Sheet

(Unit: Millions of Yen)

| Assets | March 31, 2015 Amount | **March 31, 2016 Amount** |
|---|---|---|
| **Current assets** | | |
| Cash and deposits | 42,744 | **37,052** |
| Notes and accounts receivable - trade | 18,665 | **19,655** |
| Lease investment assets | 10,999 | **9,729** |
| Merchandise | 16,798 | **17,213** |
| Deferred tax assets | 2,110 | **2,320** |
| Short-term loans receivable | 67 | **70** |
| Accounts receivable-other | 19,718 | **19,039** |
| Other | 2,405 | **2,686** |
| Allowance for doubtful accounts | (85) | **(112)** |
| Total current assets | 113,425 | **107,655** |
| **Non-current assets** | | |
| **Property, plant and equipment** | | |
| Buildings and structures | 40,890 | **42,126** |
| Accumulated depreciation | (27,556) | **(27,957)** |
| Building and structures, net | 13,333 | **14,169** |
| Machinery, equipment and vehicles | 5,633 | **4,717** |
| Accumulated depreciation | (4,586) | **(3,600)** |
| Machinery, equipment and vehicles, net | 1,046 | **1,116** |
| Tools, furniture and fixtures | 11,792 | **11,882** |
| Accumulated depreciation | (9,655) | **(9,428)** |
| Tools, furniture and fixtures, net | 2,137 | **2,454** |
| Land | 22,073 | **22,449** |
| Leased assets | 635 | **577** |
| Accumulated depreciation | (152) | **(171)** |
| Leased assets, net | 483 | **405** |
| Construction in progress | 732 | **1,669** |
| Total property, plant and equipment | 39,806 | **42,265** |
| **Intangible assets** | | |
| Goodwill | 740 | **852** |
| Software | 4,987 | **4,312** |
| Other | 742 | **740** |
| Total intangible assets | 6,470 | **5,904** |
| **Investments and other assets** | | |
| Investment securities | 7,559 | **5,831** |
| Long-term loans receivable | 231 | **209** |
| Deferred tax assets | 771 | **1,102** |
| Guarantee deposits | 17,015 | **16,198** |
| Other | 1,547 | **1,576** |
| Allowance for doubtful accounts | (296) | **(290)** |
| Total investments and other assets | 26,830 | **24,628** |
| Total non-current assets | 73,106 | **72,799** |
| **Total assets** | 186,531 | **180,454** |

| Liabilities and Net assets | March 31, 2015<br>Amount | **March 31, 2016**<br>**Amount** |
|---|---|---|
| **Current liabilities** | | |
| Notes and accounts payable - trade | 12,814 | **13,835** |
| Short-term loans payable | 2,927 | **2,432** |
| Current portion of bonds | 15 | **-** |
| Lease obligations | 206 | **214** |
| Accounts payable - other | 11,213 | **11,219** |
| Income taxes payable | 1,876 | **1,885** |
| Provision for point card certificates | 521 | **532** |
| Provision for business restructuring | 81 | **76** |
| Other | 4,873 | **5,285** |
| Total current liabilities | 34,530 | **35,482** |
| **Non-current liabilities** | | |
| Long-term loans payable | 2,197 | **2,343** |
| Lease obligations | 1,512 | **1,307** |
| Deferred tax liabilities | 103 | **109** |
| Provision for directors' retirement benefits | 88 | **87** |
| Net defined benefit liability | 82 | **121** |
| Asset retirement obligations | 2,154 | **2,269** |
| Other | 7,309 | **6,985** |
| Total non-current liabilities | 13,447 | **13,224** |
| Total liabilities | 47,978 | **48,707** |
| **Shareholders' equity** | | |
| Capital stock | 33,998 | **33,998** |
| Capital surplus | 34,278 | **34,299** |
| Retained earnings | 72,859 | **67,125** |
| Treasury shares | (5,699) | **(5,976)** |
| Total shareholders' equity | 135,436 | **129,447** |
| **Accumulated other comprehensive income** | | |
| Valuation difference on available-for-sale securities | 2,224 | **1,491** |
| Foreign currency translation adjustment | 676 | **516** |
| Total accumulated other comprehensive income | 2,901 | **2,008** |
| **Non-controlling interests** | 215 | **292** |
| Total net assets | 138,553 | **131,747** |
| **Total liabilities and net assets** | 186,531 | **180,454** |

(2)Consolidated Statement of Income and Comprehensive Income

(Unit: Millions of Yen)

| | Fiscal year ended March 31, 2015 Amount | **Fiscal year ended March 31, 2016 Amount** |
|---|---|---|
| **Net sales** | 209,454 | **208,142** |
| Cost of sales | 142,552 | **141,174** |
| **Gross profit** | 66,902 | **66,968** |
| Selling, general and administrative expenses | 60,498 | **60,266** |
| **Operating income** | 6,403 | **6,701** |
| Non-operating income | | |
| Interest income | 81 | **76** |
| Dividend income | 102 | **83** |
| Share of profit of entities accounted for using equity method | 6 | **27** |
| Commission fee | 382 | **340** |
| Lease revenue-system equipment | 1,394 | **1,062** |
| Insurance income | 303 | **158** |
| Other | 1,556 | **1,540** |
| Total non-operating income | 3,828 | **3,286** |
| Non-operating expenses | | |
| Interest expenses | 62 | **44** |
| Lease cost-system equipment | 1,176 | **1,113** |
| Loss on retirement of non-current assets | 89 | **204** |
| Other | 654 | **845** |
| Total non-operating expenses | 1,982 | **2,207** |
| **Ordinary income** | 8,250 | **7,780** |
| Extraordinary income | | |
| Gain on sales of non-current assets | 125 | **-** |
| Gain on sales of investment securities | 658 | **363** |
| Gain on sales of shares of subsidiaries and associates | 401 | **-** |
| Total extraordinary income | 1,185 | **363** |
| Extraordinary losses | | |
| Loss on sales of non-current assets | 118 | **-** |
| Loss on retirement of non-current assets | - | **122** |
| Impairment loss | 265 | **463** |
| Total extraordinary losses | 383 | **585** |
| **Profit before income taxes** | 9,052 | **7,558** |
| Income taxes - current | 4,174 | **3,351** |
| Income taxes - deferred | 302 | **(144)** |
| Total income taxes | 4,476 | **3,206** |
| **Profit** | 4,576 | **4,351** |
| Profit attributable to | | |
| Profit attributable to owners of parent | 4,609 | **4,371** |
| Loss attributable to non-controlling interests | (33) | **(20)** |

| | Fiscal year ended March 31, 2015 Amount | **Fiscal year ended March 31, 2016 Amount** |
|---|---|---|
| **Other comprehensive income** | | |
| Valuation difference on available-for-sale securities | 628 | **(730)** |
| Foreign currency translation adjustment | 93 | **(146)** |
| Share of other comprehensive income of entities accounted for using equity method | 7 | **(26)** |
| Total other comprehensive income | 728 | **(903)** |
| **Comprehensive income** | 5,305 | **3,448** |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 5,322 | **3,478** |
| Comprehensive income attributable to non-controlling interests | (17) | **(30)** |

(3)Consolidated Statement of Changes in equity
Fiscal year ended March 31,2015

(Unit: Millions of Yen)

| | Shareholders' equity | | | | |
|---|---|---|---|---|---|
| | Common stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period | 33,998 | 34,278 | 78,679 | (5,165) | 141,790 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | (5,909) | | (5,909) |
| Profit attributable to owners of parent | | | 4,609 | | 4,609 |
| Purchase of treasury shares | | | | (5,053) | (5,053) |
| Retirement of treasury shares | | | (4,520) | 4,520 | - |
| Disposal of treasury shares | | | | 0 | 0 |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during period | - | - | (5,820) | (533) | (6,353) |
| Balance at end of current period | 33,998 | 34,278 | 72,859 | (5,699) | 135,436 |

| | Accumulated other comprehensive income | | | Non-controlling interests | Total net assets |
|---|---|---|---|---|---|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | |
| Balance at beginning of current period | 1,588 | 599 | 2,188 | 384 | 144,363 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | | | (5,909) |
| Profit attributable to owners of parent | | | | | 4,609 |
| Purchase of treasury shares | | | | | (5,053) |
| Retirement of treasury shares | | | | | - |
| Disposal of treasury stock | | | | | 0 |
| Net changes of items other than shareholders' equity | 635 | 77 | 713 | (168) | 544 |
| Total changes of items during period | 635 | 77 | 713 | (168) | (5,809) |
| Balance at end of current period | 2,224 | 676 | 2,901 | 215 | 138,553 |

**Fiscal year ended March 31,2016**

(Unit: Millions of Yen)

| | Shareholders' equity | | | | |
|---|---|---|---|---|---|
| | Common stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period | 33,998 | 34,278 | 72,859 | (5,699) | 135,436 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | (5,117) | | (5,117) |
| Profit attributable to owners of parent | | | 4,371 | | 4,371 |
| Purchase of treasury shares | | | | (5,264) | (5,264) |
| Retirement of treasury shares | | | (4,987) | 4,987 | - |
| Change in treasury shares of parent arising from transactions with non-controlling shareholders | | 21 | | | 21 |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during period | - | 21 | (5,733) | (277) | (5,989) |
| Balance at end of current period | 33,998 | 34,299 | 67,125 | (5,976) | 129,447 |

| | Accumulated other comprehensive income | | | Non-controlling interests | Total net assets |
|---|---|---|---|---|---|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | |
| Balance at beginning of current period | 2,224 | 676 | 2,901 | 215 | 138,553 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | | | (5,117) |
| Profit attributable to owners of parent | | | | | 4,371 |
| Purchase of treasury shares | | | | | (5,264) |
| Retirement of treasury shares | | | | | - |
| Change in treasury shares of parent arising from transactions with non-controlling shareholders | | | | | 21 |
| Net changes of items other than shareholders' equity | (733) | (159) | (893) | 76 | (816) |
| Total changes of items during period | (733) | (159) | (893) | 76 | (6,806) |
| Balance at end of current period | 1,491 | 516 | 2,008 | 292 | 131,747 |

(4)Consolidated Statement of Cash Flows

(Unit: Millions of Yen)

| | Fiscal year ended March 31, 2015 Amount | **Fiscal year ended March 31, 2016 Amount** |
|---|---|---|
| **Cash flows from operating activities** | | |
| Profit before income taxes | 9,052 | **7,558** |
| Depreciation | 4,579 | **3,845** |
| Impairment loss | 265 | **463** |
| Amortization of goodwill | 225 | **167** |
| Provision for business restructuring | (112) | **(4)** |
| Increase (decrease) in allowance for doubtful accounts | 116 | **20** |
| Increase (decrease) in provision for directors' retirement benefits | (64) | **(0)** |
| Increase (decrease) in net defined benefit liability | (103) | **11** |
| Interest and dividend income | (184) | **(159)** |
| Insurance income | (303) | **(158)** |
| Interest expenses | 62 | **44** |
| Share of (profit) loss of entities accounted for using equity method | (6) | **(27)** |
| Loss (gain) on sales and retirement of non-current assets | 83 | **324** |
| Loss (gain) on sales of investment securities | (658) | **(309)** |
| Loss (gain) on sales of shares of subsidiaries and associates | (401) | **-** |
| Decrease (increase) in notes and accounts receivable - trade | 9,124 | **(62)** |
| Decrease (increase) in lease investment assets | 1,252 | **1,060** |
| Decrease (increase) in inventories | (468) | **(82)** |
| Increase (decrease) in notes and accounts payable - trade | (4,732) | **728** |
| Other, net | (2,260) | **307** |
| Subtotal | 15,465 | **13,728** |
| Interest and dividend income received | 218 | **173** |
| Interest expenses paid | (67) | **(44)** |
| Proceeds from insurance income | 303 | **158** |
| Income taxes paid | (4,091) | **(3,451)** |
| Net cash provided by (used in) operating activities | 11,829 | **10,564** |
| **Cash flows from investing activities** | | |
| Payments into time deposits | (1,063) | **(819)** |
| Proceeds from withdrawal of time deposits | 807 | **851** |
| Purchase of property, plant and equipment and intangible assets | (6,127) | **(5,895)** |
| Proceeds from sales of property, plant and equipment and intangible assets | 1,360 | **19** |
| Purchase of investment securities | (0) | **(0)** |
| Proceeds from sales and redemption of investment securities | 2,043 | **885** |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | - | **(170)** |
| Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation | - | **29** |
| Proceeds from sales of shares of subsidiaries resulting in change in scope of consolidation | 545 | **-** |
| Purchase of shares of subsidiaries and associates | (250) | **-** |
| Payment of loans receivable | (255) | **(57)** |
| Collection of loans receivable | 148 | **85** |
| Payments for guarantee deposits | (316) | **(242)** |
| Proceeds from collection of guarantee deposits | 350 | **445** |
| Other, net | 353 | **(115)** |
| Net cash provided by (used in) investing activities | (2,403) | **(4,984)** |

| | Fiscal year ended March 31, 2015 Amount | **Fiscal year ended March 31, 2016 Amount** |
|---|---|---|
| **Cash flows from financing activities** | | |
| Net increase (decrease) in short-term loans payable | 591 | **732** |
| Proceeds from long-term loans payable | 2,030 | **1,010** |
| Repayments of long-term loans payable | (4,202) | **(2,626)** |
| Purchase of treasury shares | (5,051) | **(5,248)** |
| Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | - | **(3)** |
| Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | - | **134** |
| Cash dividends paid | (5,909) | **(5,118)** |
| Other, net | (74) | **(33)** |
| Net cash provided by (used in) financing activities | (12,617) | **(11,154)** |
| **Effect of exchange rate change on cash and cash equivalents** | 25 | **(64)** |
| **Net increase (decrease) in cash and cash equivalents** | (3,166) | **(5,638)** |
| **Cash and cash equivalents at beginning of period** | 45,384 | **42,218** |
| **Cash and cash equivalents at end of period** | 42,218 | **36,579** |

(5)Notes to consolidated financial statements

(Changes in Accounting Principles)

(Application of "Revised Accounting Standard for Business Combinations," etc.)

The Company has applied the "Accounting Standard for Business Combinations" (ASBJ Statement No. 21, September 13, 2013), "Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No. 22, September 13, 2013) and "Accounting Standard for Business Divestitures" (ASBJ Statement No. 7, September 13, 2013,) etc. from the consolidated fiscal year under review. As a result, the method of recording the amount difference caused by changes in the Company's ownership interests in subsidiaries in the case of subsidiaries under continuing control of the Company was entered in capital surplus and costs associated with the acquisition of shares are now treated as expenses in the consolidated fiscal year in which they are incurred.

In addition, for business combinations carried out on or after the beginning of the consolidated fiscal year under review, the allocation of the cost of acquisitions, as determined after review of provisional accounting treatment is reflected in the consolidated financial statements for the fiscal year in which the business combination took place.

Additionally, the Company has changed the method of presenting consolidated net income and moved "Minority interests" to "Non-controlling interests". To reflect these changes, the Company has reclassified its consolidated financial statements for the previous fiscal year.

The Company has applied these standards in accordance with the transitional treatment prescribed in Section 58-2 (4) of the Business Combinations Accounting Standard, Section 44-5 (4) of the Consolidated Financial Statements Accounting Standard, and Section 57-4 (4) of the Business Divestitures Accounting Standard, and will continue to apply these standards from the beginning of the consolidated fiscal year into the future.

The effect of these changes in accounting standards on the consolidated financial statements for the consolidated fiscal year under review was not material.

In the Consolidated Statements of Cash Flows in the consolidated fiscal year under review, the cash flow related in "Payments or Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation" is included in "Cash flows from financing activities" , and the cash flow related in costs associated with "Purchase of shares of subsidiaries result in change in scope of consolidation" or "Payments or Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation" are included in "Cash flows from operating activities".

(Changes in Accounting Policies which are difficult to distinguish from changes in Accounting Estimates)

(Changes in the depreciation method of property, plant and equipment)

The Company and its domestic consolidated subsidiaries had formerly depreciated property, plant and equipment (exclude from lease assets) using the declining-balance method. However, starting from the consolidated fiscal year under review, the Company and its domestic consolidated subsidiaries have changed the depreciation method to the straight-line method.

In the first year of our "2014 Medium-Term Business Plan", the Company has revised future usage of property, plant and equipment with taking the opportunity afforded by changing the style of launching a store coping with changes in the business environment and renovation the distribution facilities and etc.. In accordance with the result of this consideration, this change in the depreciation method that using straight-line method would better reflect the actual status of the usage of property, plant and equipment and allocate the acquisition cost to the useful life.

As a result, gross profit for the consolidated fiscal year under review, increased by 210 million yen, and operating income, ordinary income and profit before income taxes increased by 885 million yen, respectively, as compared with the figures calculated using the previous method.

**[Segment Information]**

(1)Outlines reportable segment

The Company's reporting segments are the components of the Company about which separate financial information is available. These segments are subject to periodic examination to enable the Company's Board of Directors to decide how to allocate resources and assess performance. The companies operate the AUTOBACS franchise chain consisting of businesses in automotive goods, safety inspections and maintenance services, and sales business and automobile purchase. The Group comprises segments made up of groups of companies based on wholesale division and retail division functions for these businesses. The Group has five reporting segments: “the company,” “domestic store subsidiaries,” “overseas subsidiaries,” “subsidiaries for car goods supply and other,” and “subsidiaries for supporting functions.”

| | The Company | Domestic Store Subsidiaries | Overseas Subsidiaries | Subsidiaries for Car Goods Supply and Other | Subsidiaries for Supporting Functions |
|---|---|---|---|---|---|
| Automotive goods | Wholesale・Retail | Retail | Wholesale・Retail | Wholesale | - |
| Safety inspection and maintenance services | Wholesale・Retail | Retail | Retail | Retail | - |
| The automobile purchase and sales business | Wholesale・Retail | Retail | - | Retail | - |
| Others | Lease business | - | - | - | Lease business・Others |

Note：Others of subsidiaries for supporting functions are loan credit business , nonlife insurance agency and office work representation business.

(2)Methods of measurement for the amounts of sales, profit (loss), assets and other items for each reportable segment

Segment income for each reporting segment is presented on an operating income basis. Internal sales and transfers between segments are based, for the most part, on prevailing market prices. Among the assets of the reporting segments, the goodwill associated with overseas subsidiaries is tested for impairment as a non-amortized asset, while in the consolidated financial statements it is amortized using the straight-line method. In addition, some store buildings, POS systems and other items are subject to lease transactions between segments. The asset and expense items of the reporting segments and their amounts are adjusted as shown below.

| | Reportable segment | | | Consolidated Financial Statement |
|---|---|---|---|---|
| | The Company | Domestic Store Subsidiaries | Subsidiaries for Supporting Functions | |
| Assets | Investments in Lease | - | Investments in Lease | Property ,Plant and equipment and Intangible assets |
| Cost | Cost of goods sold | Rent payment and Lease payment | Cost of goods sold | Depreciation |
| Amortized method | Interest method | - | Interest method | Straight-line method |

(Change in the deprecation method of property, plant and equipment)

As stated in “Changes in Accounting Policies which are difficult to distinguish from changes in Accounting Estimates”, the Company and its domestic consolidated subsidiaries, starting from the consolidated fiscal year under review, changed their method of depreciating property, plant and equipment from the declining-balance method to the straight-line method.

As a result of this change, for the consolidated fiscal year under review, segment income of “The Company”, “Subsidiaries for Car Goods Supply and Other” and “Subsidiaries for Supporting Functions” have increased by 656 million yen, 2 million yen and 0 million yen, respectively, while segment loss of “Domestic Store Subsidiaries” has decreased by 82 million yen, as compared with the figures calculated using the previous method.

“Non-current assets” for the difference between Operating income and Sum of operating income (loss) in reportable segments have increased by 143 million yen.

(3)Segment sales ,income(loss),assets and others

Fiscal year ended March 31,2015

(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 | 124,332 | 66,097 | 9,695 | 8,446 | 882 | 209,454 |
| Intersegment sales or transfers | 42,495 | 1,785 | 290 | 6,950 | 2,168 | 53,690 |
| Total | 166,828 | 67,883 | 9,985 | 15,396 | 3,051 | 263,145 |
| Net income (loss) | 8,836 | (1,924) | (177) | 53 | 429 | 7,216 |
| Segment assets | 173,106 | 17,974 | 9,432 | 5,067 | 24,606 | 230,187 |
| Other items | | | | | | |
| Depreciation | 2,310 | 271 | 243 | 38 | 11 | 2,875 |
| Amortization of goodwill | - | 7 | - | 27 | - | 34 |
| Share of associates accounted for using equity method | 922 | - | - | - | - | 922 |
| Increase in property and equipment and intangible assets | 5,118 | 281 | 146 | 175 | 3 | 5,725 |

**Fiscal year ended March 31,2016**

(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 | 117,095 | 67,338 | 8,784 | 13,973 | 950 | 208,142 |
| Intersegment sales or transfers | 41,193 | 1,211 | 319 | 7,289 | 2,254 | 52,267 |
| Total | 158,288 | 68,550 | 9,104 | 21,263 | 3,204 | 260,410 |
| Net income (loss) | 7,074 | (974) | 30 | 18 | 400 | 6,549 |
| Segment assets | 165,023 | 17,632 | 9,294 | 6,855 | 25,364 | 224,170 |
| Other items | | | | | | |
| Depreciation | 2,125 | 175 | 221 | 49 | 8 | 2,580 |
| Amortization of goodwill | - | 7 | - | 27 | - | 34 |
| Share of associates accounted for using equity method | 839 | - | - | - | - | 839 |
| Increase in property and equipment and intangible assets | 4,414 | 243 | 242 | 257 | 0 | 5,158 |

(4)Reconcilisation of published figures and aggregated of reportable operating segment

(Adjustment) (Unit: Millions of Yen)

| Net sales | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** |
|---|---|---|
| Total reportable segments | 263,145 | **260,410** |
| Elimination of intersegment transaction | (53,690) | **(52,267)** |
| Net sales | 209,454 | **208,142** |

(Adjustment) (Unit: Millions of Yen)

| Income | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** |
|---|---|---|
| Total reportable segments | 7,216 | **6,549** |
| Elimination of intersegment transaction | (450) | **(480)** |
| Amortization of goodwill | (190) | **(132)** |
| Provision for point card certificates | (24) | **(15)** |
| Merchandise | (346) | **206** |
| Non-current assets | 358 | **507** |
| Others | (159) | **67** |
| Operating income | 6,403 | **6,701** |

(Adjustment) (Unit: Millions of Yen)

| Assets | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** |
|---|---|---|
| Total reportable segments | 230,187 | **224,170** |
| Elimination of intersegment transaction | (37,316) | **(38,036)** |
| Amortization of goodwill | (3,972) | **(3,736)** |
| Non-current assets | (1,776) | **(1,422)** |
| Merchandise | (1,625) | **(1,265)** |
| Investments in associates accounted for using equity method | 860 | **872** |
| Others | 175 | **(126)** |
| Total assets | 186,531 | **180,454** |

(Unit: Millions of Yen)

| Other items | Total reportable segments | | Adjustment | | Consolidated total | |
|---|---|---|---|---|---|---|
| | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** | Fiscal year ended March 31,2015 | **Fiscal year ended March 31,2016** |
| Depreciation | 2,875 | **2,580** | 1,331 | **1,062** | 4,207 | **3,642** |
| Amortization of goodwill | 34 | **34** | 190 | **132** | 225 | **167** |
| Investments in associated for using equity method | 922 | **839** | 860 | **872** | 1,782 | **1,711** |
| Increase in property, plant and equipment and intangible assets | 5,725 | **5,158** | 401 | **737** | 6,127 | **5,895** |

Note : The adjustment amounts for other items are as follows.

1. Depreciation and the increase in property and equipment and intangible assets, is principally the adjustment amount for intersegment lease transactions on the consolidated financial statements.
2. The adjustment amount for amortization of goodwill is principally the amount for amortization of goodwill recorded for overseas subsidiaries.
3. The adjustment amount for investments in associates accounted for using the equity method is the adjustment amount according to the equity method.

**[Subsequent Events]**

(Treasury stock)

At the Board of Directors held on May 10, 2016, the Board approved the cancellation 2,900,000 shares of treasury stock and will carry it out on May 31, 2016.

**[Others]**

(1)Consolidated Sales Component and Percentage By Division

(Unit: Millions of Yen)

| Divisions | Fiscal year ended March 31,2015 Amount | Ratio | **Fiscal year ended March 31,2016 Amount** | **Ratio** | **Year-on -year Increase/Decrease Ratio** |
|---|---|---|---|---|---|
| | | % | | **%** | **%** |
| Wholesale | 124,279 | 59.3 | **117,848** | **56.6** | **94.8** |
| Retail | 82,039 | 39.2 | **87,310** | **42.0** | **106.4** |
| Others (letting and hiring fee of leased object) | 3,136 | 1.5 | **2,983** | **1.4** | **95.1** |
| Total | 209,454 | 100.0 | **208,142** | **100.0** | **99.4** |

Note : Consumption taxes are excluded from the above amounts.

(2)Consolidated Sales Component and Percentage by Product Category

(Unit: Millions of Yen)

| Products | Fiscal year ended March 31, 2015 Amount | Ratio | Fiscal year ended March 31, 2016 Amount | Ratio | Year-on-Year Increase/Decrease Ratio |
|---|---|---|---|---|---|
| Wholesale | | % | | % | % |
| Tires and wheels | 35,252 | 28.4 | 32,208 | 27.3 | 91.4 |
| Car electronics | 22,538 | 18.1 | 22,632 | 19.2 | 100.4 |
| Oil and batteries | 17,031 | 13.7 | 17,176 | 14.6 | 100.9 |
| Car exterior items | 12,519 | 10.1 | 12,027 | 10.2 | 96.1 |
| Car interior items | 11,845 | 9.5 | 9,426 | 8.0 | 79.6 |
| Motor sports | 7,808 | 6.3 | 7,013 | 6.0 | 89.8 |
| Services | 3,017 | 2.4 | 4,268 | 3.6 | 141.5 |
| Others | 14,265 | 11.5 | 13,094 | 11.1 | 91.8 |
| Subtotal | 124,279 | 100.0 | 117,848 | 100.0 | 94.8 |
| Retail | | | | | |
| Tires and wheels | 18,460 | 22.5 | 17,086 | 19.6 | 92.6 |
| Car electronics | 10,551 | 12.8 | 11,306 | 12.9 | 107.2 |
| Oil and batteries | 7,277 | 8.9 | 7,373 | 8.4 | 101.3 |
| Car exterior items | 9,921 | 12.1 | 10,117 | 11.6 | 102.0 |
| Car interior items | 8,090 | 9.9 | 6,552 | 7.5 | 81.0 |
| Motor sports | 5,085 | 6.2 | 5,309 | 6.1 | 104.4 |
| Services | 14,554 | 17.7 | 15,874 | 18.2 | 109.1 |
| Others | 8,096 | 9.9 | 13,690 | 15.7 | 169.1 |
| Subtotal | 82,039 | 100.0 | 87,310 | 100.0 | 106.4 |
| Others (letting and hiring fee of leased object) | 3,136 | - | 2,983 | - | 95.1 |
| Total | | | | | |
| Tires and wheels | 53,713 | 25.6 | 49,294 | 23.7 | 91.8 |
| Car electronics | 33,089 | 15.8 | 33,938 | 16.3 | 102.6 |
| Oil and batteries | 24,309 | 11.6 | 24,549 | 11.8 | 101.0 |
| Car exterior items | 22,441 | 10.7 | 22,145 | 10.6 | 98.7 |
| Car interior items | 19,936 | 9.5 | 15,978 | 7.7 | 80.2 |
| Motor sports | 12,893 | 6.2 | 12,323 | 5.9 | 95.6 |
| Services | 17,572 | 8.4 | 20,143 | 9.7 | 114.6 |
| Others | 25,498 | 12.2 | 29,769 | 14.3 | 116.8 |
| Total | 209,454 | 100.0 | 208,142 | 100.0 | 99.4 |

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.