

# Highlights of Consolidated Financial Results

AUTOBACS SEVEN Co., Ltd. and Subsidiaries

| Fiscal year ended on March 31 for each displayed year | Millions of yen |          |                 | Thousands of U.S. dollars |
|---|-----------------|----------|-----------------|---------------------------|
|   | 2010            | 2011     | 2012            | 2012                      |
| Net sales:  |                 |          |                 |                           |
| Wholesale   | ¥132,389        | ¥134,690 | <b>¥135,571</b> | <b>\$1,653,304</b>        |
| Retail  | 96,813          | 98,162   | <b>98,313</b>   | <b>1,198,939</b>          |
| Others  | 3,733           | 3,499    | <b>3,459</b>    | <b>42,183</b>             |
| Total   | 232,936         | 236,351  | <b>237,343</b>  | <b>2,894,427</b>          |
| Operating income                                      | 10,171          | 11,989   | <b>13,721</b>   | <b>167,329</b>            |
| Income before income taxes and minority interests     | 10,575          | 11,501   | <b>15,217</b>   | <b>185,573</b>            |
| Net income  | 5,866           | 6,180    | <b>8,403</b>    | <b>102,476</b>            |
| Net cash provided by operating activities             | ¥ 18,949        | ¥ 15,375 | <b>¥ 20,845</b> | <b>\$ 254,207</b>         |
| Net cash used in investing activities                 | (4,694)         | (5,002)  | <b>(10,156)</b> | <b>(123,854)</b>          |
| Free cash flows                                       | 14,255          | 10,373   | <b>10,689</b>   | <b>130,354</b>            |
| Net cash used in financing activities                 | (12,187)        | (11,790) | <b>(11,574)</b> | <b>(141,146)</b>          |
| Per share data (Yen and Dollars):                     |                 |          |                 |                           |
| Basic net income                                      | ¥ 161.97        | ¥ 177.97 | <b>¥ 252.85</b> | <b>\$ 3.08</b>            |
| Cash dividends  | 125             | 135      | <b>145</b>      | <b>1.77</b>               |
| Dividend payout ratio (%)                             | 77.2%           | 75.9%    | <b>57.3%</b>    |                           |
| Dividend on equity (DOE)                              | 3.0%            | 3.2%     | <b>3.3%</b>     |                           |
| Return on equity (%)                                  | 3.8%            | 4.1%     | <b>5.7%</b>     |                           |
| Return on assets (%)                                  | 2.7%            | 3.0%     | <b>3.9%</b>     |                           |
| Capital expenditures                                  | 3,061           | 3,187    | <b>7,691</b>    | <b>93,793</b>             |
| Depreciation and amortization                         | 5,207           | 4,798    | <b>4,644</b>    | <b>56,634</b>             |
| AT YEAR-END   |                 |          |                 |                           |
| Cash and cash equivalents                             | ¥ 53,786        | ¥ 52,317 | <b>¥ 51,402</b> | <b>\$ 626,854</b>         |
| Current assets  | 133,883         | 133,031  | <b>141,612</b>  | <b>1,726,976</b>          |
| Current liabilities                                   | 41,521          | 40,649   | <b>55,650</b>   | <b>678,659</b>            |
| Total assets  | 210,652         | 207,795  | <b>217,949</b>  | <b>2,657,915</b>          |
| Equity  | 151,397         | 147,505  | <b>145,626</b>  | <b>1,775,927</b>          |
| Total number of stores                                | 537             | 538      | <b>557</b>      |                           |
| Of which, overseas stores                             | 26              | 25       | <b>27</b>       |                           |
| Number of employees                                   | 4,483           | 4,459    | <b>4,469</b>    |                           |

U.S. dollar amounts are converted at a rate of ¥82=US\$1, which prevailed on March 31, 2012.

## Cautionary Note Regarding Forward-looking Statements

Forward-looking statements in this annual report that are not historical facts and that concern future strategies and operational developments are management's judgments based on information currently available.

Actual results may differ from such forward-looking statements due to changes in various risk factors. Further information about the main risks facing the AUTOBACS SEVEN Group can be found in the Review of Fiscal 2012 in the online annual report.

## Explanation of Names

In this report, "AUTOBACS SEVEN" and the "Company" refer to the parent company, while the "AUTOBACS Consolidated Group," the "AUTOBACS SEVEN Group" and the "Group" refer to the consolidated group.

Financial Section 2012

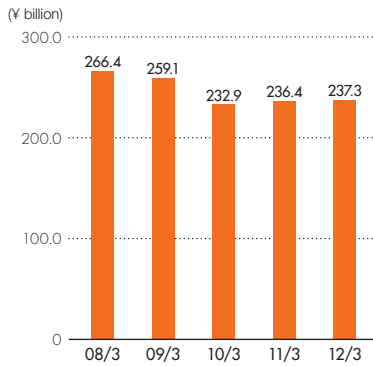


A Review of Fiscal 2012 can be found in the online annual report.

<http://www.autobacs.co.jp/en/ir/annual-en.html>

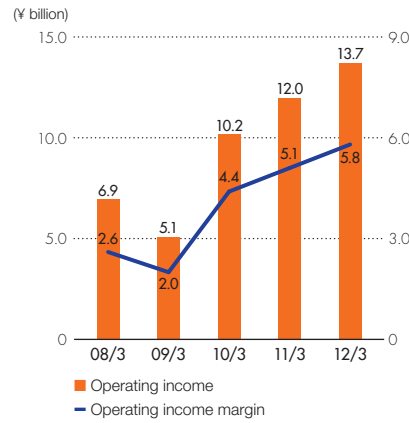
## Net Sales

**+0.4%**



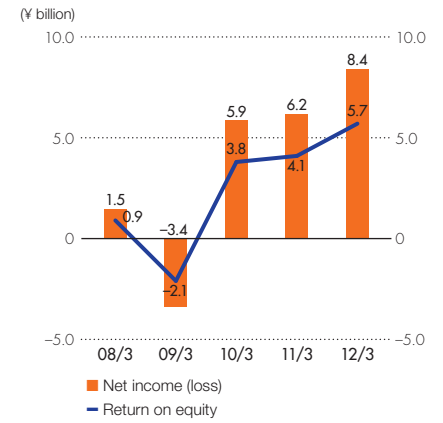
## Operating Income and Operating Income Margin

**+14.5%**

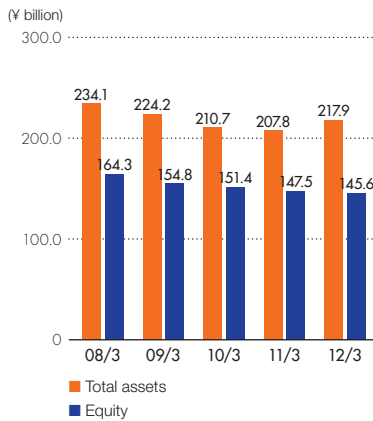


## Net Income (Loss) and Return on Equity

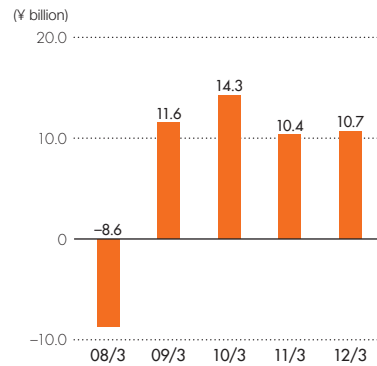
**+36.0%**



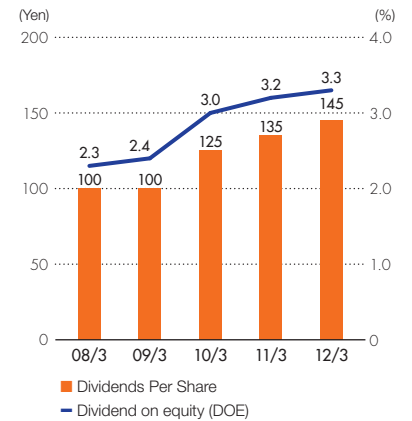
## Total Assets and Equity



## Free Cash Flows

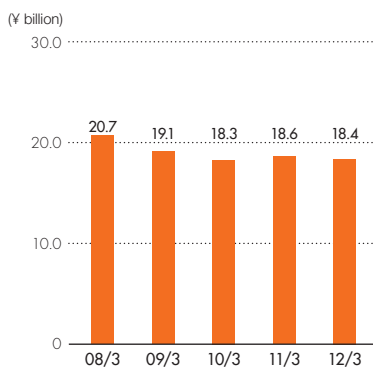


## Dividends per Share and Dividend on Equity (DOE)



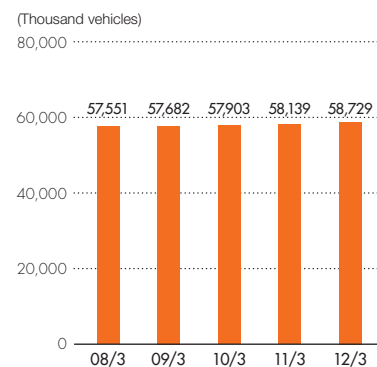
## Market Data

### Automobile Goods and Services Business



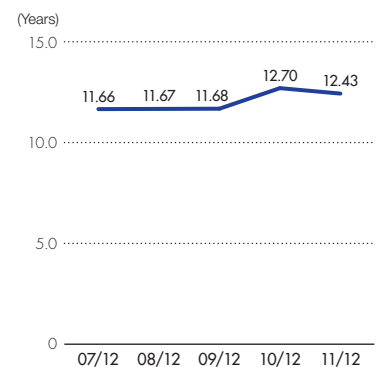
Source: Autormart Network Inc.

### Vehicle Ownership in Japan



Source: Automobile Inspection & Registration Information Association

### Average Passenger Vehicle Service Life



Source: Automobile Inspection & Registration Information Association