

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) May 15, 2012



U.S. AUTO PARTS NETWORK, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-33264
(Commission
File Number)

68-0623433
(IRS Employer
Identification No.)

16941 Keegan Avenue, Carson, CA 90746
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (310) 735-0553

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 7.01. Regulation FD Disclosure.

On May 16, 2012, U.S. Auto Parts Network, Inc. (the “Company”) will be meeting with certain investors and others in one-on-one meetings regarding the Company. The information to be disclosed during these meetings is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits. The following exhibit is filed with this Current Report on Form 8-K:

| <u>Exhibit</u> <u>No.</u> | <u>Description</u> |
|--|---|
| 99.1 | Presentation of U.S. Auto Parts Network, Inc. |

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: May 15, 2012

U.S. AUTO PARTS NETWORK, INC.

By: /s/ DAVID ROBSON

David Robson
Chief Financial Officer

EXHIBIT INDEX

| <u>Exhibit No.</u> | <u>Description</u> |
|------------------------|---|
| 99.1 | Presentation of U.S. Auto Parts Network, Inc. |

U.S. Auto Parts Network, Inc.

Leading online source for automotive aftermarket parts and repair information



Investor Presentation

May 2012

This presentation may contain certain forward-looking statements and management may make additional forward-looking statements in response to your questions. These statements do not guarantee future performance and speak only as of the date hereof, and qualify for the safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933. We refer all of you to the risk factors contained in US Auto Parts Annual Report on Form 10-K and quarterly reports on Form 10-Q filed with the Securities and Exchange Commission, for more detailed discussion on the factors that can cause actual results to differ materially from those projected in any forward-looking statements.

US Auto Parts Competitive Advantages



US Auto Parts is a dominant e-commerce specialty retailer of aftermarket auto parts to the Do It Yourself market and is uniquely positioned to win.

Low Cost Acquisition

Reach nearly 15mm monthly visitors at less than a \$8 CAC.



Efficient Supply Chain

Over 40% of product directly sourced from Asia.



Significant Capacity

Over 70% of corporate employees located in off shore low cost operations.



Incremental revenue above current levels has incremental EBITDA flow thru of around 15%

1995 Founded and serviced local body shops in Los Angeles

2000 Launched first internet site selling automotive **Body Parts**

2000-2005 Launched a network of sites catered to consumer segments

2006 Acquired PartsBin - **Engine**

IPO (NASDAQ: PRTS), hired new CEO **2007**

Launched a network of sites catered to consumer segments **2008-2009**

Launched AutoMD, Acquired JC Whitney – **Accessories** **2010**

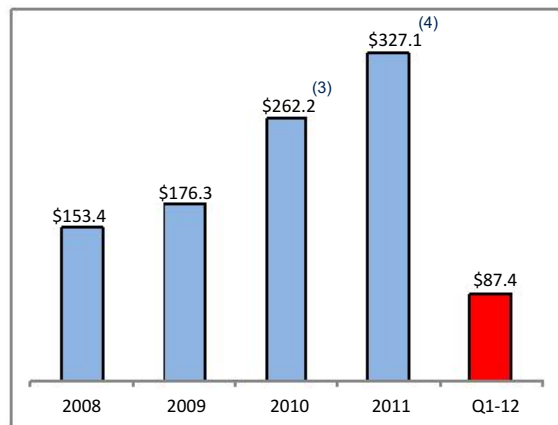
Completed integration of JC Whitney **2011**

Sales & Adjusted EBITDA



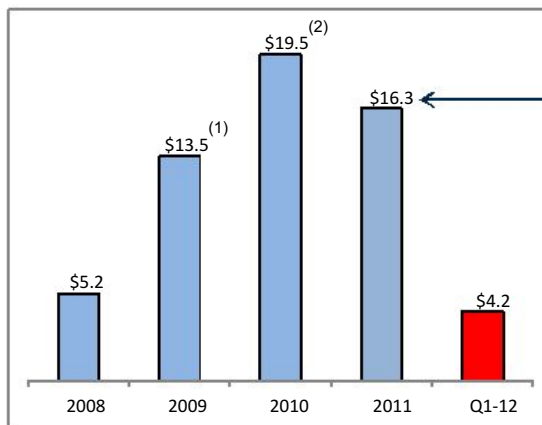
Consolidated Sales

(\$ In Millions)



Consolidated Adjusted EBITDA

(\$ In Millions)



Year Impacted by:

- JCW Acquisition
- \$7.4m of restructuring charges for JCW
- Adjusted EBITDA for USAP of \$19.1m and JCW with a loss of (\$2.8m)

3% 8% 7% 5% 5%

Adj. EBITDA Margin

- Excludes legal cost associated with protecting our intellectual property.
- Excludes legal cost associated with protecting our intellectual property, one time charge for revenue recognition change, and acquisition costs
- Includes approximately \$39.1m from acquisition of WAG
- Includes approximately \$83.4m from acquisition of WAG

Financial Sensitivity



Our business model has significant cost leverage as revenues grow

| | Base | 10% | 20% | 30% | 40% | 50% |
|--------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenue | \$327 | \$360 | \$392 | \$425 | \$458 | \$491 |
| Gross Margin % | 30.0% - 33.0% | 30.0% - 33.0% | 30.0% - 33.0% | 30.0% - 33.0% | 30.0% - 33.0% | 30.0% - 33.0% |
| Variable: | | | | | | |
| Fulfillment | 2.4% | 2.4% | 2.4% | 2.4% | 2.4% | 2.4% |
| Marketing | 9.5% | 9.5% | 9.5% | 9.5% | 9.5% | 9.5% |
| Technology | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% |
| G&A | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% |
| Total Variable | 14.6% | 14.6% | 14.6% | 14.6% | 14.6% | 14.6% |
| Fixed: | | | | | | |
| Fulfillment | 2.5% | 2.3% | 2.1% | 1.9% | 1.8% | 1.7% |
| Marketing | 3.8% | 3.5% | 3.2% | 2.9% | 2.7% | 2.5% |
| Technology | 1.3% | 1.2% | 1.1% | 1.0% | 0.9% | 0.9% |
| G&A | 3.4% | 3.1% | 2.8% | 2.6% | 2.4% | 2.2% |
| Total Fixed | 10.9% | 9.9% | 9.1% | 8.4% | 7.8% | 7.3% |
| Adjusted EBITDA % | 4.5% - 7.5% | 5.5% - 8.5% | 6.3% - 9.3% | 7.0% - 10.0% | 7.6% - 10.6% | 8.2% - 11.2% |
| Adjusted EBITDA \$ | \$15 - \$25 | \$20 - \$30 | \$25 - \$37 | \$30 - \$43 | \$35 - \$49 | \$40 - \$55 |

- Reflects Whitney Automotive Group, fully integrated
- Excludes stock based compensation, depreciation and amortization of \$2.5m and \$16.2m, respectively
- For every incremental year required to achieve growth levels, fixed expenses increase \$1.2M

Revenue Growth

- 1) **Improve Customer Experience**
 - Continue to improve all customer touch points
- 2) **Lower Prices**
 - Launch disruptive price points through supply chain efficiencies
- 3) **Increase Selection**
 - Expand product offering within existing categories as well as entering new categories
- 4) **Increase Unique Visitors**
 - Drive increase unique visitors both organically and through acquisitions
- 5) **Be the Consumer Advocate for Auto Repair**
 - Reduce consumer spending on vehicle repair by billions of dollars

Incremental EBITDA Flow Thru

| | |
|-----------------------|----------------------|
| Revenue | 100% |
| Gross Margins | <u>30% - 33%</u> |
| Variable OPEX Costs | 15% |
| Fixed Costs | <u>0%</u> |
| Incr EBITDA Flow Thru | <div>15% - 18%</div> |

Broad Product Offering Unavailable from Traditional Off-Line Retailers

USAUTOPARTS®

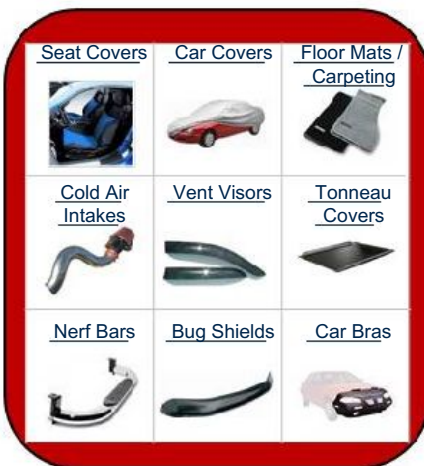
**AUTO PARTS
WAREHOUSE**

Engine Parts



JC Whitney
EVERYTHING AUTOMOTIVE

Performance & Accessories



**PARTS
TRAIN**
Delivering hard-to-find auto and truck parts since 1995!

Body Parts



Revenue* 45%

21%

34%

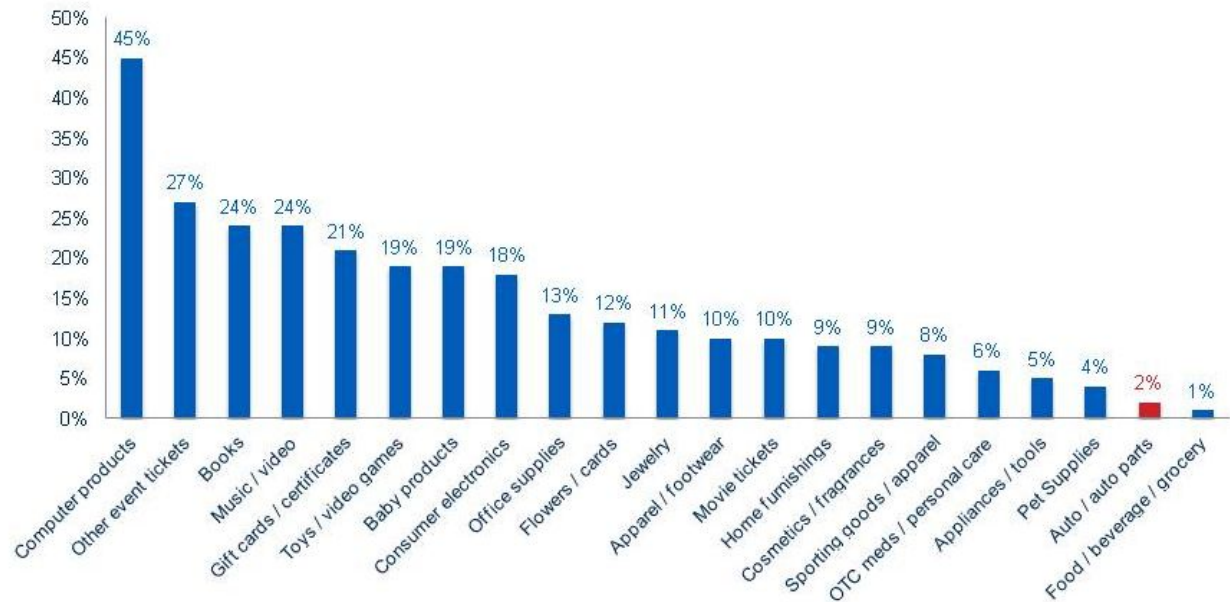
Overall Market \$50B**

\$15B

\$15B

*Represents online mix, **Source: ARIA Factbook Research

Retail Category e-Commerce Penetration Rates

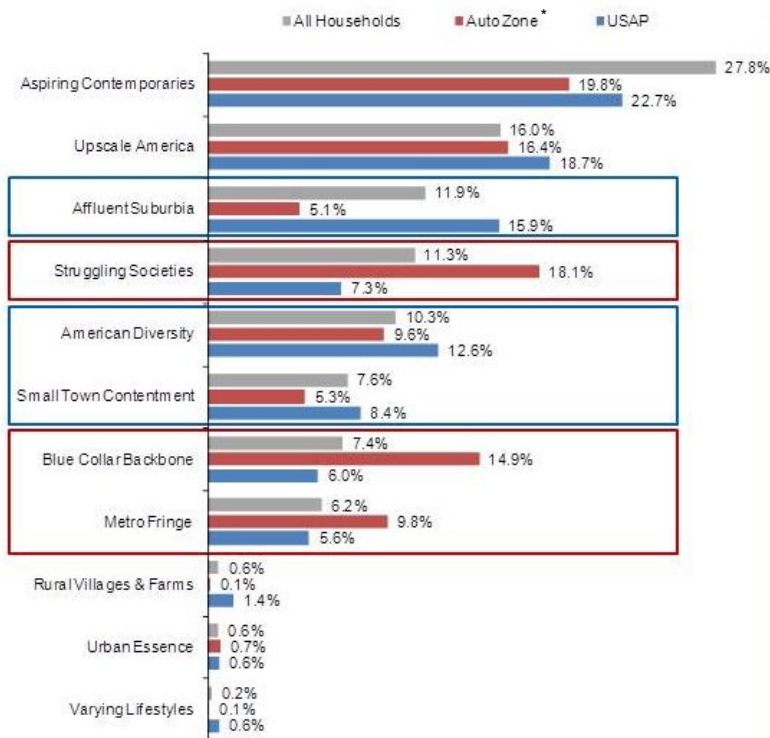


Source : Forrester; Wall Street research; Autopartwarehouse.com

Online vs. Brick and Mortar Customer –Mobile Growth Should Accelerate Penetration



Los Angeles DMA



*Auto zone distribution reflects population in zip codes of Auto Zone store locations

**Sources: 2008 Census estimates; autozone.com; MOSAIC lifestyle segments

Compared to AutoZone and the general population, USAP customers over-index in affluent segments, typical of e-commerce shoppers

Affluent Suburbia

The wealthiest households in the U.S. living in exclusive suburban neighborhoods enjoying the best of everything that life has to offer

Small Town Contentment

Middle-aged, upper-middle-class families living in small towns and satellite cities with moderate educations employed in white-collar, blue-collar and service professions

American Diversity

A diverse group of ethnically mixed singles and couples, middle-aged and retired with middleclass incomes from blue-collar and service industry jobs

In contrast, AutoZone store locations over-index in areas with lower income, blue collar households

Struggling Societies

Young minorities, students and single parents trying to raise families on low-level jobs in manufacturing, health care and food services

Blue Collar Backbone

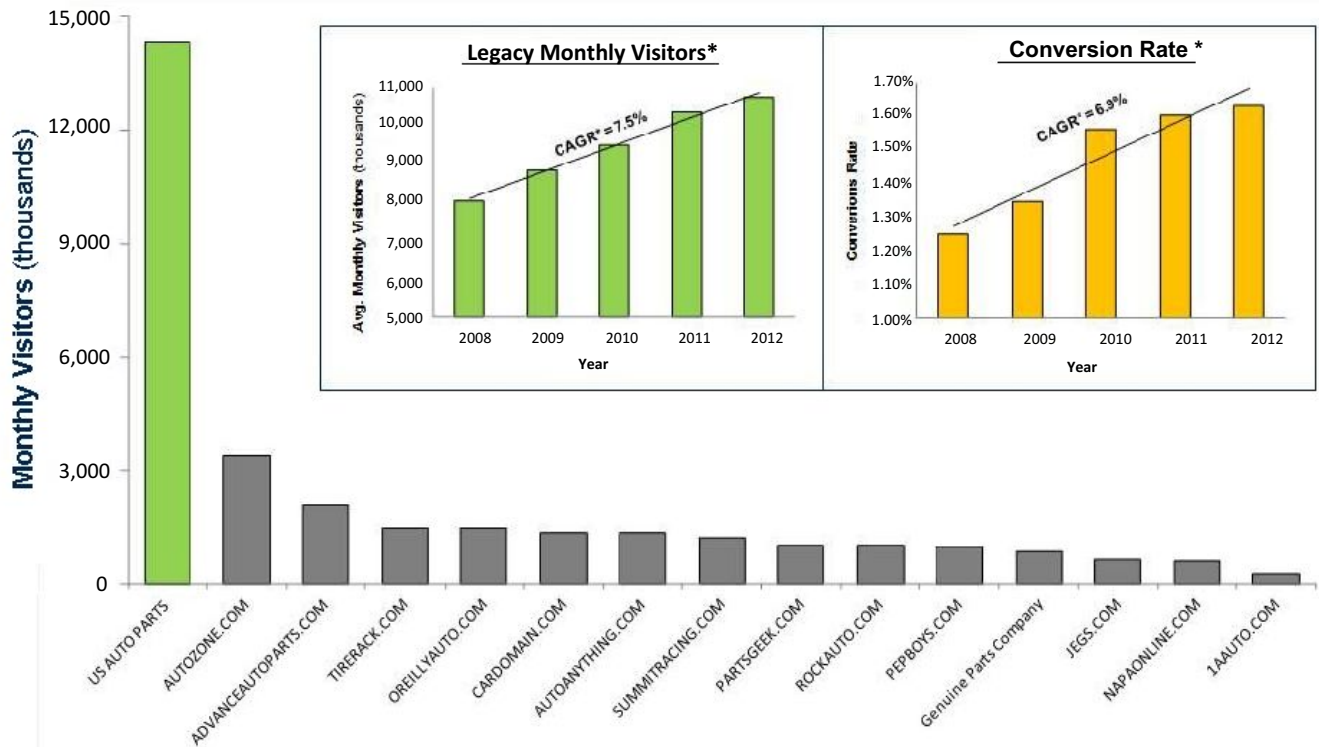
Budget-conscious, young and old blue-collar households living in older towns working in manufacturing, construction and retail trades

Metro Fringe

Racially mixed, lower-middle-class clusters in older single-family homes, semi-detached houses and low-rise apartments in satellite cities

US Auto Parts Dominant Reach- Largest Pure Play Internet Retailer

(some overlap of monthly visitors across websites)



USAP traffic includes traffic of USAP existing sites and WAG since the acquisition
 Competitive sites' traffic based on Comscore March 2012 reports
 * Excludes growth from WAG acquisition

Pricing Competitive Advantage Through Supply Chain Efficiencies



Product margin/price competitiveness determined more by sourcing strategy than product categories. Current margins range from 30% - 33%.

Margin %

| | In-Stock | Drop Ship | Current | Goal |
|---------------------------------|-----------|-----------|---------|------|
| Private Label (Asia Sourced) | 40% - 70% | | 40% | 50% |
| Branded (US Sourced) | 25% - 40% | 10% - 25% | 60% | 50% |
| Current Mix | 60% | 40% | | |



| | | | |
|------|-----|---|-----|
| Goal | 75% | ← | 25% |
|------|-----|---|-----|

Low Cost Operating Structure Reduces Overhead and Enables Scale



Corporate Functions

Job functions are shared between the US and Philippines with a majority of the work being performed in the Philippines.

| |  |  |
|----------------------------------|---|---|
| Acquisition/Retention Marketing | ✓ | ✓ |
| Website Product Development | ✓ | ✓ |
| Call Center Operations | ✓ | ✓ |
| Product Sourcing | ✓ | ✓ |
| Catalog | ✓ | ✓ |
| Finance | ✓ | ✓ |
| Accounting | ✓ | ✓ |
| Analysis | ✓ | ✓ |
| IT | ✓ | ✓ |
| HR | ✓ | ✓ |
| Total Corporate Employees | 300 | 1,000 |

Distribution Centers

| | |
|---------------------------------------|------------|
| Carson, California (150,000 sq. ft.) | 75 |
| Chesapeake, Virginia (110,000 sq. ft) | 50 |
| LaSalle, Illinois (300,000 sq. ft) | 100 |
| Total Distribution Employees | 225 |

AutoMD- Largest DIY Site Repositioned to Target \$140B DIFM Market



Lease a new 2011 Sienna LE
\$299* PER MONTH
 39 MONTHS
 + Complimentary Toyota Maintenance Program

TOYOTA
moving forward

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*Details

2008 Audi A5 Quattro
Base 6 Cyl 3.2L

TSB (0) RECALLS (0) Q&A (488)

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All Categories

877-249-1946

Quote Statistics for your 2008 Honda Accord

| Agent | Shops Called | Total Quotes | Highest | Lowest |
|---------|--------------|--------------|---------|--------|
| Mary J. | 6 | 3 | \$600 | \$300 |

Compare & Select a Shop
Click View Quote for more details on information on warranty, parts, and labor cost. Quote prices are valid for 5 business days. Prices may vary after that.

| SHOP | AVAILABLE | WARRANTY | COST |
|---|---------------------------|----------|--|
| Quality Autobody 221 Anita Ave Hollywood, CA 90028 0.18 miles Shop Contact: Cody Bensen | July 10, 2011 10:00 AM | 1 Year* | \$300.00 <small>Tax not included</small> |
| Johnson's Auto Care 4145 S Sunnyside Dr. | July 10, 2011 9:30 AM | 30 Days* | \$470.00 <small>Tax not included</small> |

We call shops and negotiate for you, so you won't overpay for auto repair.

We've called over 50,000 shops and found quotes for the same repair **differ by over 40%**! See what we can do for you.

[Learn More](#)
[Request a Quote](#)

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Get your questions answered

“ Brake pedal goes all the way to the floor. Repaced all brake, master cylinder. Did not fix problem, bleed all the brakes

Asked by mom1231 - 1 minute ago

[Ask a Question](#) [View Questions](#)

Compare local repair estimates

Calling repair shops, comparison shopping, who has time for that? We do.

[The AutoMD Negotiator](#)

Adjusted EBITDA



| (Amounts shown in thousands) | Thirteen Weeks Ended March 31 | Thirteen Weeks Ended April 2 |
|---|-------------------------------------|------------------------------------|
| | 2012 | 2011 |
| | (Unaudited) | (Unaudited) |
| Net loss | \$ (788) | \$ (245) |
| Interest expense, net | 199 | 264 |
| Income tax provision | 124 | 18 |
| Amortization of intangibles | 340 | 1,627 |
| Depreciation and amortization | 3,747 | 3,003 |
| EBITDA | 3,622 | 4,667 |
| Share-based compensation | 584 | 681 |
| Legal costs to enforce intellectual property rights | - | 71 |
| Restructuring costs | - | 1,233 |
| Adjusted EBITDA | <u>\$ 4,206</u> | <u>\$ 6,652</u> |

Income Statement



| (Amounts shown in thousands) | Thirteen Weeks Ended March 31 | Thirteen Weeks Ended April 2 |
|--|-------------------------------------|------------------------------------|
| | 2012 | 2011 |
| | (Unaudited) | (Unaudited) |
| Net sales | \$ 87,436 | \$ 86,978 |
| Cost of sales | 60,808 | 56,562 |
| Gross profit | 26,628 | 30,416 |
| Operating expenses: | | |
| Marketing | 13,450 | 13,585 |
| General and administrative | 5,870 | 8,236 |
| Fulfillment | 5,918 | 5,007 |
| Technology | 1,536 | 1,938 |
| Amortization of intangibles | 340 | 1,627 |
| Total operating expenses | 27,114 | 30,393 |
| (Loss) income from operations | (486) | 23 |
| Other income (expense): | | |
| Other income | 31 | 31 |
| Interest expense | (209) | (281) |
| Other expense, net | (178) | (250) |
| Loss before income taxes | (664) | (227) |
| Income tax provision | 124 | 18 |
| Net loss | \$ (788) | \$ (245) |
| Other comprehensive income, net of tax | | |
| Foreign currency translation adjustments | \$ 27 | \$ 19 |
| Unrealized gain on investments | 25 | 11 |
| Total other comprehensive income | 52 | 30 |
| Comprehensive loss | \$ (736) | \$ (215) |
| Basic and diluted net loss per share | \$ (0.03) | \$ (0.01) |
| Shares used in computation of basic and diluted net loss per share | 30,638,320 | 30,450,078 |

Balance Sheet



| (Amounts shown in thousands) | | March 31, 2012 | December 31, 2011 |
|--|----|----------------|-------------------|
| ASSETS | | (unaudited) | |
| Current assets: | | | |
| Cash and cash equivalents | \$ | 8,834 | \$ 10,335 |
| Short-term investments | | 1,893 | 1,125 |
| Accounts receivable, net of allowance of \$236 and \$183, respectively | | 9,189 | 7,922 |
| Inventory | | 46,109 | 52,245 |
| Deferred income taxes | | 446 | 446 |
| Other current assets | | 3,472 | 3,548 |
| Total current assets | | 69,943 | 75,621 |
| Property and equipment, net | | 33,764 | 34,627 |
| Intangible assets, net | | 9,664 | 9,984 |
| Goodwill | | 18,854 | 18,854 |
| Investments | | 297 | 2,104 |
| Other non-current assets | | 1,039 | 1,026 |
| Total assets | \$ | 133,559 | \$ 142,216 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | |
| Current liabilities: | | | |
| Accounts payable | \$ | 33,907 | \$ 41,303 |
| Accrued expenses | | 10,109 | 11,565 |
| Notes Payable, current portion | | 17,875 | 6,250 |
| Capital Leases payable, current portion | | 132 | 135 |
| Other current liabilities | | 7,704 | 7,702 |
| Total current liabilities | | 69,727 | 66,955 |
| Non-current liabilities | | | |
| Notes Payable, net of current portion | | - | 11,625 |
| Capital Leases payable, net of current portion | | 7 | 37 |
| Deferred tax liabilities | | 1,722 | 1,596 |
| Other non current liabilities | | 1,236 | 1,078 |
| Total liabilities | | 72,692 | 81,292 |
| Commitments and contingencies | | — | — |
| Stockholders' equity: | | | |
| Common stock, \$0.001 par value; 30,645,764 and 30,625,764 shares issued and outstanding as of 3/31/12 and 12/31/11 respectively | | 31 | 31 |
| Additional paid-in capital | | 157,819 | 157,140 |
| Accumulated other comprehensive income | | 379 | 329 |
| Accumulated deficit | | (97,362) | (96,574) |
| Total stockholders' equity | | 60,867 | 60,924 |
| Total liabilities and stockholders' equity | \$ | 133,559 | \$ 142,216 |



Thank You