



# Monthly Retail Sales Report (March, 2004)

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TOTAL SALES		Mar-02	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Monthly Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2004
Number of holidays	YoY change(day)	+1	±0	±0	±0	-1	+1	+1	-1	±0	+2	-1	+1	+1	-3	±0	-1	+1	+1	-1	±0	±0	±0
Total store basis	Millions of yen	23,244	23,045	22,781	20,044	20,626	25,462	23,673	19,900	19,554	26,103	36,675	23,936	18,430	21,614	278,803	63,451	69,036	82,333	63,981	132,488	146,314	278,803
	YoY growth rate	4.4	-3.8	-0.6	0.3	-2.8	-3.2	-0.7	-0.7	1.8	-3.8	-5.0	-1.1	3.0	-6.3	-2.0	-1.1	-1.7	-3.1	-1.8	-1.4	-2.5	-2.0
Super AUTOBACS	YoY growth rate	18.4	21.2	28.9	24.2	22.0	22.9	26.3	21.4	30.8	24.1	4.8	12.3	19.2	3.2	18.3	24.8	23.6	16.3	10.7	24.2	13.7	18.3
	AUTOBACS	YoY growth rate	2.5	-6.9	-7.7	-3.3	-6.8	-7.7	-5.3	-4.7	-2.7	-8.0	-6.7	-2.9	0.3	-8.9	-5.4	-4.9	-6.1	-6.2	-4.1	-5.5	-5.3
Comparable store basis	YoY growth rate	5.1	-2.0	0.3	1.1	-2.1	-3.2	-0.1	-1.1	1.7	-3.4	-4.9	-0.5	3.2	-6.5	-1.7	-0.3	-1.5	-2.9	-1.7	-1.0	-2.4	-1.7
	Super AUTOBACS	YoY growth rate	3.5	2.4	10.3	7.4	6.4	5.0	9.6	1.8	12.2	9.9	-2.9	2.8	9.9	-2.0	4.9	7.8	5.6	4.2	2.9	6.7	3.6
AUTOBACS	YoY growth rate	3.7	-3.6	-2.1	-0.4	-4.0	-5.0	-2.3	-2.0	-0.6	-6.3	-5.4	-1.4	1.3	-7.9	-3.3	-2.1	-3.2	-4.6	-2.9	-2.7	-3.9	-3.3

SALES BREAKDOWN BY PRODUCT AND SERVICES		Mar-02	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Monthly Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2004
YoY growth rate in comparable store basis	Services	13.7	7.6	10.6	11.9	11.1	6.4	10.3	11.8	15.3	8.3	7.3	10.7	15.1	2.3	9.6	11.2	9.3	9.6	8.6	10.2	9.1	9.6
	Tires	10.8	-6.4	-1.5	2.0	0.8	0.4	4.3	2.9	1.1	-10.4	3.3	-1.1	0.4	-2.6	-0.4	0.3	2.4	-1.8	-1.3	1.4	-1.6	-0.4
	Wheels	-2.4	-13.8	-3.9	0.3	-1.0	-8.9	-5.5	-8.6	-0.7	-13.7	3.0	-2.0	2.6	-5.7	-3.7	-1.9	-7.7	-3.3	-2.4	-4.7	-3.0	-3.7
	Car Electronics	1.9	1.4	0.5	-0.8	-3.4	-3.7	3.1	1.4	5.3	9.0	-8.1	0.5	3.0	-7.0	-0.6	-1.3	-0.1	0.4	-1.7	-0.6	-0.6	-0.6
	Oils	3.1	-7.0	-7.2	-2.8	-5.3	-4.5	-5.9	-4.6	-2.8	-3.8	-4.6	-0.7	1.5	-9.1	-4.3	-5.1	-5.0	-3.8	-3.0	-5.1	-3.4	-4.3
	Batteries	-1.8	1.2	-6.0	-4.1	-10.0	-21.8	-21.7	-14.0	-11.2	-20.4	-13.2	-7.8	-3.0	-12.9	-13.3	-6.8	-19.3	-15.0	-7.9	-14.7	-12.0	-13.3
	Maintenance	-4.4	1.2	3.9	0.2	-2.1	1.6	0.1	-3.6	-2.8	-20.0	-19.0	-7.4	-3.2	-11.9	-8.1	1.0	-0.4	-16.9	-7.3	0.2	-12.5	-8.1
	Accessories	7.3	-2.0	3.3	1.8	-7.4	-8.4	-5.3	-6.5	-1.9	-2.5	-11.2	-1.8	3.0	-11.2	-4.5	-1.4	-6.8	-5.9	-4.0	-4.2	-5.0	-4.5
	Car Repairs	0.9	-15.1	-8.6	-1.4	-8.6	0.5	-0.5	-1.8	-5.3	-2.8	-0.4	4.5	13.4	-10.5	-2.1	-6.2	-0.5	-2.5	1.4	-3.4	-0.7	-2.5
	Motor Sports Goods	9.9	-4.9	-1.2	-1.2	-3.0	-5.0	-3.9	-10.1	-1.6	-5.6	-9.8	-0.7	0.2	-9.6	-4.6	-1.9	-6.2	-6.3	-3.5	-4.1	-5.0	-4.6
	Car Leisure	76.2	-2.9	-5.5	-4.6	-5.9	-21.0	-5.5	2.6	-7.8	4.1	-9.1	7.8	5.1	6.6	-3.7	-5.4	-9.6	-4.9	6.5	-7.6	-0.7	-3.7
	Motorcycle Goods	-2.8	-23.9	-24.9	-12.4	-21.5	-18.0	-21.3	-9.9	-16.1	-9.6	-1.0	-9.2	0.1	-10.4	-14.2	-19.9	-16.7	-9.6	-7.1	-18.3	-8.4	-14.2

TOTAL NUMBER OF CUSTOMERS		Mar-02	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Monthly Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2004
Total store basis	In Thousands	3,574	3,424	3,488	3,325	3,134	3,495	3,624	3,023	2,971	3,291	4,158	3,400	2,953	3,158	40,026	9,948	10,143	10,422	9,512	20,091	19,934	40,026
	YoY growth rate	5.3	-7.2	-3.2	-1.5	-5.5	-4.2	-3.6	-3.3	-1.6	-3.3	-5.5	-1.2	4.9	-7.5	-3.2	-3.4	-3.7	-3.7	-1.7	-3.6	-2.7	-3.2
Super AUTOBACS	YoY growth rate	22.0	16.2	27.5	24.8	24.1	23.1	25.1	21.9	27.4	24.9	6.8	13.5	23.7	4.4	19.6	25.4	23.4	17.8	13.0	24.4	15.4	19.6
	AUTOBACS	YoY growth rate	3.5	-9.5	-9.3	-4.4	-9.0	-7.7	-7.2	-6.7	-5.5	-6.8	-7.1	-2.4	2.9	-10.2	-6.1	-6.5	-7.3	-6.6	-3.6	-6.9	-5.2
Comparable store basis	YoY growth rate	6.0	-5.3	-1.5	-0.2	-4.2	-3.4	-2.3	-3.0	-1.5	-2.8	-4.9	-0.3	5.8	-7.8	-2.4	-1.9	-2.9	-3.3	-1.2	-2.4	-2.3	-2.4
	Super AUTOBACS	YoY growth rate	8.5	2.6	8.7	7.3	7.3	4.4	7.8	2.2	8.0	8.3	-2.1	3.1	13.0	-2.7	4.9	7.7	4.9	3.7	3.7	6.3	3.7
AUTOBACS	YoY growth rate	4.7	-6.2	-3.5	-1.6	-6.1	-5.0	-4.2	-4.0	-3.3	-5.0	-5.6	-0.8	4.2	-9.1	-3.8	-3.5	-4.4	-4.8	2.3	-4.0	-3.6	-3.8

SALES PER CUSTOMER		Mar-02	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Monthly Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2004
Total store basis	YoY growth rate	-0.9	3.7	2.4	1.9	2.8	1.0	3.0	2.6	3.3	-0.6	0.5	0.1	-1.7	1.6	1.2	2.3	2.1	0.6	0.0	2.2	0.2	1.2

TOTAL NUMBER OF STORES		Mar-02	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Monthly Accumulated Total	1Q	2Q	3Q	4Q	1H	2H	FY2004
Total	Stores	500	518	522	521	525	526	527	527	527	528	529	529	528	528	-	-	-	-	-	-	-	-
Super AUTOBACS Type I	Stores	5	5	5	5	5	5	5	6	6	6	6	6	6	6	-	-	-	-	-	-	-	-
Super AUTOBACS Type II	Stores	24	38	39	40	40	41	41	42	43	43	44	44	44	48	-	-	-	-	-	-	-	-
AUTOBACS	Stores	459	435	435	432	432	431	429	427	426	426	426	426	425	421	-	-	-	-	-	-	-	-
AUTO HELLOES	Stores	-	16	16	16	16	16	16	16	16	16	16	16	16	16	-	-	-	-	-	-	-	-
Hashiriya Tengoku Secohan Ichiba	Stores	-	13	15	16	19	20	21	21	21	22	22	22	22	22	-	-	-	-	-	-	-	-
EXPRESS	Stores	3	1	2	2	3	3	4	4	4	4	4	4	4	4	-	-	-	-	-	-	-	-
Overseas stores	Stores	9	10	10	10	10	10	11	11	11	11	11	11	11	11	-	-	-	-	-	-	-	-

**< COMMENTS >** Comparable store sales and total store sales for March 2004 were -6.5% and -6.3%, respectively in YoY terms. Number of customers in both comparable and total stores decreased by 7.8% and 7.5%, respectively from last year's same month. In March, Tire sales have dropped due to unexpected snowfall in Northern Japan, Chubu, and Kansai area. Since stores have started preparing for selling summer tires, they were not enough snow tires in stock, and stores have lost their sales opportunity. Car Electronics sales have also declined in March as sales of Navigation Systems, the main driver, have continued to be weak. Its year-over-year sales growth has been declining for four consecutive months(Fifth time in FY2003). As a result, March Service sales were only able to show a slight increase from the corresponding month of last year. Store closures for remodellings at "Super AUTOBACS Chiba Naganuma" and "Super AUTOBACS Kashiwa Shonan" from March 25 to 31, and three fewer holidays from last year, may also have contributed to the weak sales in March.

**< STORE INFORMATION AS OF MARCH 2004 >** New stores:(0), Change in Store Format:(4), Closed:(0)  
 Total number of stores at the end of March 2004:528(Autobacs 421, Super Autobacs 54, Hashiriya Tengoku Secohan Ichiba 22, Express 4, Auto Helloes 16, Overseas 11)  
 FY 2004:New stores(19), Change in store format:(8), Closed:(9)

\* Figures of this sales report are based on data from Super AUTOBACS Type I, Super AUTOBACS Type II, AUTOBACS, and AUTO HELLOES stores. Data from other store formats and overseas stores are not included yet, due to systematic reasons.

\* The data are preliminary when first released and are subject to revision during the following month.

\* Number of stores of AUTO HELLOES and Hashiriya Tengoku Secohan Ichiba in April 2002 are not disclosed.

\* All previous reports are available on the Internet at [http://www.autobacs.co.jp/seven\\_e/ir/data/index.php](http://www.autobacs.co.jp/seven_e/ir/data/index.php)