

# Monthly Sales Report (March, 2003)

**AUTOBACS SEVEN CO., LTD**

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<b>TOTAL SALES</b>		Mar-01	Mar-02	Apr-02	May-02	Jun-02	Jul-02	Aug-02	Sep-02	Oct-02	Nov-02	Dec-02	Jan-03	Feb-03	Mar-03※	FY 2003※
Number of holidays	YoY change (day)	+1	1	-1	±0	1	-2	1	±0	±0	1	-1	±0	±0	±0	-
Total store basis	Millions of yen	22,998	23,244	22,103	19,406	20,718	25,704	23,256	19,572	18,500	26,056	37,844	23,533	17,492	23,045	284,396
	YoY growth rate	8.3	4.4	-5.3	1.6	3.1	-4.7	1.2	-0.1	-1.4	3.5	-7.2	-3.4	0.1	-3.8	-2.0
Comparable store basis	YoY growth rate	6.0	5.1	-3.8	2.7	4.3	-2.6	3.7	1.7	0.5	5.6	-5.9	-2.2	1.4	-2.0	-0.3

<b>SALES BREAKDOWN BY PRODUCT AND SERVICE</b>		Mar-01	Mar-02	Apr-02	May-02	Jun-02	Jul-02	Aug-02	Sep-02	Oct-02	Nov-02	Dec-02	Jan-03	Feb-03	Mar-03※	FY 2003※
YoY growth rate in comparable store basis	Service	15.0	13.7	0.1	5.2	5.7	2.8	10.8	12.0	9.0	12.8	-0.2	5.7	13.2	7.6	6.3
	Tires	17.4	10.8	-6.0	0.3	0.2	1.7	5.1	-1.1	-2.2	16.0	-10.3	-7.5	-1.5	-6.4	-2.0
	Wheels	25.3	-2.4	-14.8	-9.6	-11.5	-12.0	2.4	-5.1	-4.9	16.2	-13.5	-10.6	-4.8	-13.8	-7.4
	Car Avs	11.0	1.9	-2.7	7.8	7.1	-4.9	3.4	4.6	-0.5	-6.6	-7.0	0.4	5.6	1.4	0.0
	Oil	-2.3	3.1	-1.3	-1.6	0.0	-5.9	1.9	-3.6	-1.5	-1.3	-7.7	-4.1	-1.9	-7.0	-3.0
	Batteries	6.9	-1.8	-4.0	-1.3	0.9	-13.8	-3.9	-4.1	-3.4	4.4	-2.8	3.6	-7.0	1.2	-2.7
	Maintenance	4.9	-4.4	-2.8	0.8	5.8	-1.2	-0.2	-4.7	0.4	21.4	-0.6	-7.4	-8.0	1.2	-0.8
	Accessories	-22.2	7.3	-4.4	1.5	8.7	0.0	4.0	1.7	1.9	3.9	0.3	1.8	3.3	-2.0	1.5
	Car Repair	4.9	0.9	-10.2	-4.2	1.3	-4.2	-1.5	-8.5	-2.9	-8.3	-6.6	-9.4	-8.0	-15.1	-6.6
	Car Sports	7.4	9.9	-0.5	5.0	4.4	1.0	6.3	3.5	3.9	7.6	-2.6	4.1	2.7	-4.9	2.2
	Car Leisure	34.6	76.2	30.6	25.3	31.5	-0.9	9.4	24.6	28.2	10.8	24.7	5.7	21.4	-2.9	15.3
	Motor Cycle	-58.2	-2.8	-8.9	-13.9	-10.7	-15.8	-4.0	-17.1	-14.4	-21.8	-32.4	-12.4	-18.4	-23.9	-15.6

<b>TOTAL NUMBER OF CUSTOMERS</b>		Mar-01	Mar-02	Apr-02	May-02	Jun-02	Jul-02	Aug-02	Sep-02	Oct-02	Nov-02	Dec-02	Jan-03	Feb-03	Mar-03※	FY 2003※
Total store basis	Thousand people	3,512	3,574	3,455	3,267	3,218	3,545	3,648	3,039	2,923	3,271	4,288	3,326	2,727	3,424	41,332
	YoY growth rate	4.9	5.3	-4.9	-0.3	4.5	-4.6	0.5	-2.2	-1.8	0.4	-5.0	-4.7	-2.1	-7.2	-2.6
Comparable store basis	YoY growth rate	3.2	6.0	-3.3	0.5	5.2	-2.9	2.4	-1.2	0.4	2.2	-3.4	-3.3	-0.6	-5.3	-1.0

<b>UNIT PRICE PER CUSTOMER</b>		Mar-01	Mar-02	Apr-02	May-02	Jun-02	Jul-02	Aug-02	Sep-02	Oct-02	Nov-02	Dec-02	Jan-03	Feb-03	Mar-03※	FY 2003※
Total store basis	YoY growth rate	3.2	-0.9	-0.4	2.5	-0.7	0.4	1.3	2.8	0.4	3.7	-2.3	1.5	2.3	3.7	0.9

## <COMMENTS>

- Comparable store sales and total store sales in March 2003 were -2.0% and -3.8%, respectively in YoY terms.  
Number of customers in both comparable and total stores decreased by 5.3% and 7.2% from last year's same month.  
In March, the competitive priced and simple styled navigation model "Raku-Navi (Pioneer)" showed another month of strong sales also enhancing the demand of service. Meanwhile, demand of summer tires in snowing area were still very soft due to this year's colder than usual weather, and dragged down the overall sales figure in March.
- About 40% of stores increased their sales, and 19% increased the number of customers since last year.
- Sales at Super Autobacs (SA) stores increased by 2.4% in comparable store basis (28 stores), and increased by 21.2% in total stores basis, both from last year's same month.

## <STORE INFORMATION

New stores (3), Change in Store Format (3), Closed (7)  
**AS OF March 2003** Total number of stores at the end of March 2003 : 518(Autobacs 435, Super Autobacs 43, Hashiriya Tengoku Secohan Ichiba 13, Express 1, AutoHelloes 16, Overseas 10)  
 FY 2002:New stores (18), Change in store format(10), Closed(42)

\*Sales data of the AutoHelloes format (16 stores) are partially added from this report.

\*Data in preliminary figures

\*Columns that reflect this change are March 2003 and FY 2003 and the rest of the figures are not revised.