

Monthly Sales Report (March, 2002)

AUTOBACS SEVEN CO., LTD

TOTAL SALES		1-Apr	1-May	1-Jun	1-Jul	1-Aug	1-Sep	1H
Number of holidays	YoY change (day)	±0	-1	1	-1	±0	1	±0
	yen	23,325	19,094	20,094	26,968	22,965	19,586	132,035
Total store basis	YoY growth rate	-0.8	-3.9	4.4	-3.5	0.1	7.6	-0.1
Comparable store basis	YoY growth rate	-4.5	-5.3	2.5	-5.4	-1.7	5.6	-1.8
TOTAL SALES		1-Oct	1-Nov	1-Dec	2-Jan	2-Feb	2-Mar	FY
Number of holidays	YoY change (day)	-1	-1	1	±0	±0	1	±0
	yen	18,754	25,155	40,741	24,329	17,447	23,244	281,707
Total store basis	YoY growth rate	-1.5	8	10.2	-11.4	-3.4	4.4	0.8
Comparable store basis	YoY growth rate	-2.4	7.8	10.5	-11	-3	5	0.3

SALES BREAKDOWN								
BY PRODUCT								
AND SERVICE		1-Apr	1-May	1-Jun	1-Jul	1-Aug	1-Sep	1H
YoY growth rate in comparable store basis	Service	3.6	1.1	8.3	2.3	2.1	7.1	4
	Tires	2	-0.4	0.3	-0.8	-1	5.2	0.8
	Wheels	2	-10.9	-7.5	-10.9	-11.2	-3	-6.3
	Car Avs	-4.2	-5	5.2	-10	-0.8	6	-2.4
	Oil	-5.6	-7.1	-0.5	-4.5	-5.5	1.8	-3.8
	Batteries	-0.1	-0.3	2.8	3.8	-0.9	-4.3	0
	Maintenance	-4.6	-5.9	-4.1	-7	-1.2	7.5	-2.9
	Accessories	-21.8	-11.2	-0.5	-4.1	-3.2	6.6	-6.8
	Car Repair	-7.6	-14.9	-1.5	-13.2	-6.5	7.7	-6.8
	Car Sports	4.1	-2.3	7.9	1.7	0.9	12.6	4.1
	Car Leisure	-0.3	27.7	40.5	8.5	43	48.4	24.6
	Motor Cycle	-16.7	-16.2	-9.9	-24.2	-20	-8.3	-16.1
SALES BREAKDOWN								
BY PRODUCT								
AND SERVICE		1-Oct	1-Nov	1-Dec	2-Jan	2-Feb	2-Mar	FY
YoY growth rate in comparable store basis	Service	3	9.2	11.3	-1.2	3.9	13.7	5.9
	Tires	-2.9	5.9	16.1	-21.9	-6.4	10.8	1.4
	Wheels	-6.3	5.6	12.4	-24.4	-13.3	-2.4	-3.4
	Car Avs	-0.6	19.7	10.9	3.1	-2.9	1.9	1.7
	Oil	-6.7	-1.3	2.8	0.9	-1.7	3.1	-2.1
	Batteries	-9.4	-4.3	-0.5	-16.4	-4.2	-1.8	-3.5
	Maintenance	-5	-1.3	14.5	-31.3	-10.1	-4.4	-6.9
	Accessories	-2.7	3.7	5	-1.1	-1.3	7.3	-2.7
	Car Repair	-7.8	-6.8	-4.4	-2.6	-9.1	0.9	-5.8
	Car Sports	3	8.3	7.3	10.6	6.9	9.9	6.4
	Car Leisure	34.3	31.9	40.1	36.8	39.3	76.2	34.1
	Motor Cycle	-19.5	-19.2	-15.5	-22.6	-11.7	-2.8	-15.7

TOTAL NUMBER OF CUSTOMERS		1-Apr	1-May	1-Jun	1-Jul	1-Aug	1-Sep	1H
Total store basis	Thousand people	3,631	3,294	3,098	3,736	3,650	3,128	20,540
	YoY growth rate	-4.2	-4.4	2	-3	-0.2	7.9	-0.7
Comparable store basis	YoY growth rate	-5.4	-5	1.2	-4	-1.3	6.8	-1.6
TOTAL NUMBER OF CUSTOMERS		1-Oct	1-Nov	1-Dec	2-Jan	2-Feb	2-Mar	FY
Total store basis	Thousand people	2,977	3,275	4,508	3,488	2,783	3,574	41,147
	YoY growth rate	-2.1	2.4	5.7	-3.6	-1.4	5.3	0.3
Comparable store basis	YoY growth rate	-2.3	2.3	6.1	-3.1	-0.8	6	0.1
CUSTOMER		1-Apr	1-May	1-Jun	1-Jul	1-Aug	1-Sep	1H
Total store basis	YoY growth rate	3.5	0.5	2.3	-0.6	0.2	-0.4	0.5
CUSTOMER		1-Oct	1-Nov	1-Dec	2-Jan	2-Feb	2-Mar	FY
Total store basis	YoY growth rate	0.5	5.5	4.2	-8.1	-2.1	-0.1	0.5