February 10, 2005

Summary of Quick Financial Announcement of Consolidated Financial Information for the Third Quarter Ended December 31, 2004

Company name: AUTOBACS SEVEN CO., LTD.
Code number: 9832
(URL http://www.autobacs.co.jp/)
Company Representative: Koichi Sumino, Representative Director
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Stock Exchange Listings: First section, both of Tokyo, Osaka, and London

1. Notes concerning the preparation of the consolidated financial statements for the nine months ended
(1) Whether the company has adopted simplified accounting procedures: None
(2) Accounting policies that differ from the fiscal year ended March 31, 2004: Yes

The Company adopted the new accounting standard for impairment of fixed assets from the interim closing ended September 30, 2004
(3) Change in the scope of application of consolidation or the equity method:
Number of consolidated companies:
Number of companies to which the equity method is applied:

| New: 1 | Excluded:10 |
| :--- | :--- |
| New: 0 | Excluded:0 |

2. Results for the nine months ended (from April 1, 2004 to December 31, 2004)
(Note: Amounts less than 1 million Yen have been rounded down)
(1) Results of operations:
(U nit: Millions of Yen except for per share information,\% of increase or decrease(-))

|  | Net sales | Operating income | Ordinary income |
| :---: | :---: | :---: | :---: |
| Nine months ended December 31, 2004 | 180,835 (0.9\%) | 7,084 3.2\% | 10,695 3.5\% |
| Nine months ended December 31, 2003 | 182,461 | 6,864 | 10,335 |
| (Reference) Year ended March 31, 2004 | 227,077 | 6,210 | 10,480 |
|  | Net income | Basic net income per share (Yen) | Basic net income per share - diluted (Yen) |
| Nine months ended December 31, 2004 | 2,551 (51.1\%) | 71.91 | - |
| Nine months ended December 31, 2003 | 5,212 | 145.07 | - |
| (Reference) Year ended March 31, 2004 | 5,443 | 149.80 | - |

(2) Financial position:
(Unit: Millions of Yen except for per share information)

|  | Total assets | Shareholders' <br> equity | Shareholders' <br> equity ratio | Shareholders' <br> equity per share <br> (Yen) |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended <br> December 31, 2004 | 209,469 | 148,537 | $70.9 \%$ | $4,186.29$ |
| Ninemonths ended <br> December 31, 2003 | 214,392 | 148,061 | $69.1 \%$ | $4,140.65$ |
| (Reference) Year ended <br> March 31, 2004 | 202,760 | 147,532 | $72.8 \%$ | $4,153.92$ |

(3) Statements of cash flows:
(Unit: Millions of Yen)

|  | Operating <br> activities | Investing <br> activities | Financing <br> activities | Ending balances <br> of cash and cash <br> equivalents |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended <br> December 31, 2004 | 1,621 | $(4,660)$ | $(1,563)$ | 36,631 |
| Ninemonths ended <br> December 31, 2003 | 4,898 | $(3,093)$ | 5,429 | 30,644 |
| (Reference) Year ended <br> March 31, 2004 | 13,807 | $(645)$ | 4,605 | 41,155 |

3. Forecast for the fiscal year 2005 (from April 1, 2004 to March 31, 2005)
(Unit: Millions of Yen)

|  | Net sales | Ordinary income | Net income | Basic net income <br> per share (Yen) |
| :--- | :---: | :---: | :---: | :---: |
| Annual | 230,000 | 12,400 | 2,100 | 59.19 |

Note: At present, no revision was made on the final results forecast announced at the same time as publication of the interim results on November 12, 2004.
This forecast is based on the assumptions, estimates, recognition of facts and projections, which are currently available to the management of the company. The actual results may differ materially from the projected figures in this release due to differences in actual experience or changes in assumptions.

## Consolidated Balance Sheets

(Unit: Millions of Yen)

| Assets | December 31, 2004 |  | December 31, 2003 |  | March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
|  |  | \% |  | \% |  | \% |
| Current assets |  |  |  |  |  |  |
| Cash and deposits | 36,801 |  | 30,801 |  | 41,316 |  |
| Trade notes and accounts receivable | 20,824 |  | 23,540 |  | 12,456 |  |
| Marketable securities | 5,988 |  | 6,258 |  | 4,776 |  |
| Inventories | 22,505 |  | 23,003 |  | 18,731 |  |
| Deferred tax assets | 2,309 |  | 2,583 |  | 2,195 |  |
| Accounts receivable-other | 17,628 |  | 17,290 |  | 13,372 |  |
| Other current assets | 2,914 |  | 3,074 |  | 2,659 |  |
| Allowance for doubtful receivables | $(1,128)$ |  | $(1,340)$ |  | $(1,149)$ |  |
| Total current assets | 107,844 | 51.5 | 105,211 | 49.1 | 94,358 | 46.5 |
| Fixed assets |  |  |  |  |  |  |
| Tangible fixed assets |  |  |  |  |  |  |
| Buildings and structures | 24,998 |  | 26,598 |  | 26,561 |  |
| Land | 22,345 |  | 25,981 |  | 26,064 |  |
| Other tangible fixed assets | 6,997 |  | 8,307 |  | 7,668 |  |
| Total tangible fixed assets | 54,340 |  | 60,887 |  | 60,294 |  |
| Intangible fixed assets |  |  |  |  |  |  |
| Goodwill | 350 |  | 344 |  | 324 |  |
| Software | 2,549 |  | 2,151 |  | 2,456 |  |
| Other intangible fixed assets | 287 |  | 405 |  | 298 |  |
| Total intangible fixed assets | 3,187 |  | 2,901 |  | 3,079 |  |
| Investments |  |  |  |  |  |  |
| Investment securities | 13,343 |  | 14,373 |  | 12,277 |  |
| Long-term loans | 2,811 |  | 3,708 |  | 3,392 |  |
| Deferred tax assets | 3,729 |  | 3,483 |  | 4,782 |  |
| Rental deposits | 24,383 |  | 24,852 |  | 24,662 |  |
| Other investments | 1,720 |  | 905 |  | 1,687 |  |
| Allowance for doubtful receivables | $(1,891)$ |  | $(1,931)$ |  | $(1,773)$ |  |
| Total investments | 44,096 |  | 45,391 |  | 45,028 |  |
| Total fixed assets | 101,625 | 48.5 | 109,181 | 50.9 | 108,402 | 53.5 |


| Total assets | 209,469 | 100.0 | 214,392 | 100.0 | 202,760 | 100.0 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

(Unit: Millions of Yen)

| Liabilities and Shareholders' equity | December 31, 2004 |  | December 31, 2003 |  | March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
|  |  | \% |  | \% |  | \% |
| Current liabilities |  |  |  |  |  |  |
| Trade notes and accounts payable-trade | 22,898 |  | 25,289 |  | 14,136 |  |
| Short-term borrowings | 2,959 |  | 2,335 |  | 2,130 |  |
| Income taxes payable | 414 |  | 3,218 |  | 3,525 |  |
| Other current liabilities | 15,404 |  | 13,945 |  | 13,891 |  |
| Total current liabilities | 41,676 | 19.9 | 44,789 | 20.9 | 33,684 | 16.6 |
| Long-term liabilities |  |  |  |  |  |  |
| Bonds | 8 |  | 8 |  | 8 |  |
| Zero coupon convertible bonds | 10,000 |  | 10,000 |  | 10,000 |  |
| Long-term debt | 516 |  | 1,849 |  | 1,680 |  |
| Liability for retirement benefits | 509 |  | 1,360 |  | 1,394 |  |
| Accrued retirement benefits for directors and corporate auditors | 115 |  | 159 |  | 159 |  |
| Other long-term liabilities | 7,498 |  | 7,633 |  | 7,592 |  |
| Total long-term liabilities | 18,648 | 8.9 | 21,010 | 9.8 | 20,835 | 10.3 |
| Total liabilities | 60,324 | 28.8 | 65,799 | 30.7 | 54,519 | 26.9 |
| Minority interests | 608 | 0.3 | 531 | 0.2 | 708 | 0.3 |
| Shareholders' equity |  |  |  |  |  |  |
| Common stock | 31,958 | 15.3 | 31,958 | 14.9 | 31,958 | 15.8 |
| Capital Surplus | 32,241 | 15.4 | 32,241 | 15.0 | 32,241 | 15.9 |
| Retained earnings | 89,745 | 42.8 | 88,426 | 41.3 | 88,651 | 43.7 |
| Net unrealized gain on available-for-sale securities | 75 | 0.0 | 104 | 0.1 | 192 | 0.1 |
| Foreign currency translation adjustments | (368) | (0.2) | (267) | (0.1) | (400) | (0.2) |
| Treasury stock, at cost | $(5,116)$ | (2.4) | $(4,402)$ | (2.1) | $(5,111)$ | (2.5) |
| Total shareholders' equity | 148,537 | 70.9 | 148,061 | 69.1 | 147,532 | 72.8 |
| Total liabilities, minority interests and shareholders' equity | 209,469 | 100.0 | 214,392 | 100.0 | 202,760 | 100.0 |

## Consolidated Statements of Income

(Unit: Millions of Yen)

|  | Nine months ended December 31, 2004 |  | Nine months ended December 31, 2003 |  | Year ended March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
|  |  | \% |  | \% |  | \% |
| Net sales | 180,835 | 100.0 | 182,461 | 100.0 | 227,077 | 100.0 |
| Cost of goods sold | 128,584 | 71.1 | 129,325 | 70.9 | 159,271 | 70.1 |
| Gross profit | 52,251 | 28.9 | 53,136 | 29.1 | 67,806 | 29.9 |
| Selling, general and administrative expenses | 45,166 | 25.0 | 46,271 | 25.3 | 61,595 | 27.1 |
| Operating income | 7,084 | 3.9 | 6,864 | 3.8 | 6,210 | 2.8 |
| Non-operating income |  |  |  |  |  |  |
| Interest income | 158 |  | 162 |  | 233 |  |
| Rental income | 1,650 |  | 1,813 |  | 2,271 |  |
| Lease revenue - system equipment | 642 |  | 570 |  | 836 |  |
| Other non-operating income | 2,960 |  | 2,959 |  | 3,667 |  |
| Total non-operating income | 5,413 | 3.0 | 5,504 | 3.0 | 7,009 | 3.0 |
| Non-operating expenses |  |  |  |  |  |  |
| Interest expenses | 12 |  | 123 |  | 99 |  |
| Loss on disposal of fixed assets | 78 |  | 114 |  | 190 |  |
| Other non-operating expenses | 1,711 |  | 1,796 |  | 2,448 |  |
| Total non-operating expenses | 1,802 | 1.0 | 2,033 | 1.1 | 2,738 | 1.2 |
| Ordinary income | 10,695 | 5.9 | 10,335 | 5.7 | 10,480 | 4.6 |
| Extraordinary gains |  |  |  |  |  |  |
| Gain on sale of investment securities | 609 |  | 352 |  | 467 |  |
| Gain on sale of securities of subsidiary companies | - |  | - |  | 112 |  |
| Reversal of allowance for doubtful receivables | 234 |  | 226 |  | 702 |  |
| Total extraordinary gains | 843 | 0.4 | 579 | 0.3 | 1,283 | 0.5 |
| Extraordinary losses |  |  |  |  |  |  |
| Loss on disposal of fixed assets | 95 |  | - |  | 158 |  |
| Loss on sale of fixed assets | 279 |  | - |  |  |  |
| Impairment losses on fixed assets | 4,384 |  | - |  | - |  |
| Cost of transition to defined contribution pension plan | 339 |  | - |  | - |  |
| Loss on arrangement of stores | - |  | - |  | 166 |  |
| Depreciation of Iand | - |  | - |  | 377 |  |
| Write down of investment securities | - |  | 103 |  | 266 |  |
| Loss on reorganization of stores in Europe | - |  | 800 |  | 1,167 |  |
| Other extraordinary losses | 29 |  | - |  | - |  |
| Total extraordinary losses | 5,129 | 2.8 | 903 | 0.5 | 2,137 | 0.9 |

(Unit: Millions of Yen)

|  | Nine months ended <br> December 31, 2004 |  | Nine months ended <br> December 31, 2003 |  | Year ended <br> March 31, 2004 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
|  |  |  |  |  | $\%$ |  |
| Income before income taxes and |  |  |  |  |  |  |
| $\quad$ minority interests | 6,408 | 3.5 | 10,011 | 5.5 | 9,626 | 4.2 |
| Income taxes - current | 2,921 | 1.6 | 5,606 | 3.1 | 5,948 | 2.6 |
| Income taxes - deferred | 1,043 | 0.6 | $(817)$ | $(0.5)$ | $(1,764)$ | $(0.8)$ |
| $\quad$ Minority interests | 108 | 0.1 | $(9)$ | $(0.0)$ | 1 | 0.0 |
| $\quad$ Net income | 2,551 | 1.4 | 5,212 | 2.9 | 5,443 | 2.4 |

## Consolidated Statements of Cash Flows

(Unit: Millions of Yen)

Nine months ended
December 31, 2004
Amount

Nine months ended
December 31, 2003
Amount

Year ended
March 31, 2004
Amount

| rating A ctivities: |  |  |  |
| :---: | :---: | :---: | :---: |
| Income before income taxes and minority | 6,408 |  |  |
| Depreciation and amortization | 4,141 | 4,246 | 5,798 |
| Impairment losses on fixed assets | 4,384 |  |  |
| Lease revenue | $(1,658)$ | $(1,504)$ | $(2,042)$ |
| Increase in trade notes and accounts receivable | $(12,598)$ | $(15,198)$ | (219) |
| Increase in inventories | $(3,745)$ | $(5,311)$ | $(1,022)$ |
| Increase in trade notes and accounts payable | 8,719 | 11,931 | 540 |
| Others | 1,458 | 4,966 | 5,162 |
| Subtotal | 7,110 | 9,142 | 17,843 |
| Interest and dividend received | 576 | 614 | 827 |
| Interest paid | (30) | (126) | (97) |
| Taxes paid | $(6,035)$ | $(4,730)$ | $(4,765)$ |
| Net cash provided by operating activities | 1,621 | 4,898 | 13,807 |
| Investing Activities: |  |  |  |
| Payment for tangible and intangible fixed assets other than software | $(3,520)$ | $(5,293)$ | $(6,832)$ |
| Payment for software development | $(1,038)$ | (699) | $(1,062)$ |
| Acquisition of investment securities | $(5,269)$ | $(4,117)$ | $(4,664)$ |
| Disposition of investment securities | 4,270 | 5,758 | 10,088 |
| Proceeds from loans | (878) | $(1,196)$ | $(1,222)$ |
| Collection of loans | 1,565 | 1,867 | 2,173 |
| Payment for rental deposits | $(1,508)$ | (596) | (943) |
| Lease revenue | 1,333 | 1,175 | 1,603 |
| Others | 385 | 7 | 214 |
| Net cash used in investing activities | $(4,660)$ | $(3,093)$ | (645) |
| Financing Activities: |  |  |  |
| Net decrease in short-term borrowings | (106) | (882) | $(1,509)$ |
| Repayments of long-term debt | (360) | $(1,256)$ | (972) |
| Proceeds from issuance of zero coupon convertible bonds |  | 10,000 | 10,000 |
| Purchase of treasury stock | (5) | $(1,793)$ | $(2,503)$ |
| Dividends paid | $(1,384)$ | $(1,297)$ | $(1,303)$ |
| Others | 292 | 659 | 894 |
| Net cash (used in) provided by financing activities | $(1,563)$ | 5,429 | 4,605 |
| Effect of exchange rate changes on cash and cash equivalents | 78 | (16) | (37) |
| Net (decrease) increase in cash and cash equivalents | $(4,523)$ | 7,218 | 17,730 |
| Cash and cash equivalents, beginning of the period / year | 41,155 | 23,437 | 23,437 |
| Decrease in cash and cash equivalents exclusion of a consolidated subsidiary |  | (12) | (12) |
| Cash and cash equivalents, end of the period / year | 36,631 | 30,644 | 41,155 |

## Consolidated Sales Component and Percentage by Division

(Unit: Millions of Yen)

|  | Nine months ended <br> December 31, 2004 | Nine months ended <br> December 31, 2003 | Year ended <br> March 31, 2004 |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Divisions | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Wholesale | 109,573 | 60.6 | 112,312 | 61.6 | 135,551 | 59.7 |
| Retail | 71,261 | 39.4 | 70,149 | 38.4 | 91,526 | 40.3 |
| Total | 180,835 | 100.0 | 182,461 | 100.0 | 227,077 | 100.0 |

## C onsolidated Sales Component and Percentage by Product Category

(Unit: Millions of Yen)

|  | Nine months ended <br> December 31, 2004 | Nine months ended <br> December 31, 2003 | Year ended <br> March 31, 2004 |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Products | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Tires and wheels | 38,125 | 21.1 | 38,313 | 21.0 | 45,514 | 20.0 |
| Car electronics | 54,533 | 30.1 | 55,343 | 30.3 | 67,346 | 29.7 |
| Oil and batteries | 13,307 | 7.4 | 13,949 | 7.7 | 17,653 | 7.7 |
| Car exterior items | 18,091 | 10.0 | 19,268 | 10.6 | 24,136 | 10.6 |
| Car interior items | 16,042 | 8.9 | 15,747 | 8.6 | 20,317 | 9.0 |
| Motor sports goods |  |  |  |  |  |  |
| and others | 40,734 | 22.5 | 39,839 | 21.8 | 52,109 | 23.0 |
| Total | 180,835 | 100.0 | 182,461 | 100.0 | 227,077 | 100.0 |

