## FORM 8-K

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

May 27, 2003
Date of Report
(Date of earliest event reported)

## AUTOZONE, INC. <br> (Exact name of registrant as specified in its charter)

## Nevada

(State or other jurisdiction of incorporation or organization)

## 1-10714

(Commission File Number)

62-1482048
(I.R.S. Employer Identification No.)

## 123 South Front Street

Memphis, Tennessee 38103
(Address of principal executive offices) (Zip Code)
(901) 495-6500

Registrant's telephone number, including area code
(not applicable)
Former name, former address and former fiscal year, if changed since last report.

## Item 7. Financial Statements and Exhibits

(c) Exhibits
99.1 Press Release dated May 27, 2003.

Item 9. Regulation FD Disclosure (Item 12. Results of Operations and Financial Condition).
The information contained in this report is being furnished pursuant to Item 12 of Form 8-K, "Results of Operations and Financial Condition." On May 27, 2003, the Company issued a press release announcing its earning for the fiscal quarter ended May 10, 2003.

## 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 thereunto duly authorized.

AUTOZONE, INC.
By: /s/ Harry L. Goldsmith
Harry L. Goldsmith
Senior Vice President, Secretary and

## EXHIBIT INDEX

99.1 Press Release dated May 27, 2003

## News:

For immediate release

## AUTOZONE EPS UP 36\%;

## ROIC IMPROVES TO 22.3\%;

## NEW DIRECTOR ELECTED

Memphis, Tenn. (May 27, 2003) -- AutoZone, Inc. (NYSE: AZO) today reported sales of $\$ 1.288$ billion for its third fiscal quarter (12 weeks) ended May 10, 2003, an increase of $5.2 \%$ from fiscal 2002. Same store sales, or sales for domestic stores open at least one year, increased $2.8 \%$ during the quarter, including flat retail comparable sales and $30 \%$ for commercial comparable sales. Gross profit, as a percentage of sales, for the quarter improved by 223 basis points, while operating expenses, as a percentage of sales, declined by 10 basis points. This resulted in a $17.2 \%$ operating margin, up 233 basis points from last year. Net income for the quarter increased by $23 \%$ to $\$ 126.0$ million, and diluted earnings per share increased $36 \%$ to $\$ 1.30$ from $\$ 0.96$ reported in the year-ago quarter. Return on invested capital for the trailing four quarters increased to $22.3 \%$.

For the fiscal year-to-date period ( 36 weeks), sales were $\$ 3.628$ billion, an increase of $4.2 \%$ from the previous year, with a same store sales increase of $3.2 \%$. Year-to-date net income increased $24 \%$ to $\$ 310.2$ million, and diluted earnings per share for the period increased $36 \%$ to $\$ 3.12$ from $\$ 2.29$. On a trailing four quarters basis, AutoZone achieved a $4.3 \%$ same store sales increase, including $2.0 \%$ for retail and $25.5 \%$ for commercial. Additionally, inventory levels per store declined from the second quarter level of $\$ 471$ thousand to $\$ 469$ thousand. Even with these reductions, the Company's payables to inventory ratio rose from $70 \%$ last quarter to $73 \%$ this quarter. Net inventory (inventory net of accounts payable) per store declined from the second quarter level of $\$ 140$ thousand to \$128 thousand.
"We are pleased with our strong performance throughout the third quarter, even as we anniversaried $9.5 \%$ same store sales increases from the prior year," said Steve Odland, Chairman, President, and Chief Executive Officer. "The 30\% same store sales increase in our AZ Commercial business continues to reflect our commercial customers' positive response to our efforts. This is the third straight quarter of roughly $30 \%$ AZ Commercial comparable sales increases. Not only have we continued to add valued local commercial customers, we have added valued chain accounts. Additionally, our ongoing focus on gross margin improvement and relentless expense discipline continues to drive shareholder value. The combined impact of these efforts improved operating margin by 233 basis points over last year."

Under its ongoing share repurchase program, AutoZone repurchased 4.2 million shares of its common stock for $\$ 285$ million during the third quarter, including $\$ 119$ million purchased under forward purchase contracts. Since 1998, cumulative share repurchases have been $\$ 2.676$ billion, or 70.2 million shares at an average price of $\$ 38.09$ per share, including $\$ 295.4$ million, or 4.0 million shares, under forward purchase contracts yet to be settled. Subsequent to the end of the quarter, the Company purchased these 4.0 million shares in settlement of all remaining forward contracts outstanding as of May 10, 2003, at an average cost of $\$ 74.54$ per share.

Also today, the Board of Directors elected James Postl as a new outside director. Mr. Postl is the retired president and chief executive officer of Pennzoil-Quaker State Company. Prior to that he served in various senior management positions at Nabisco Inc., Pepsico Inc. and Procter \& Gamble. He is active in the community, chairing the board of the American Heart Association, serving on the Council of Overseers for Jesse H. Jones Graduate School of Management at Rice University, and on the boards of the Houston Area Women's Center and the Society for the Performing Arts. "We are pleased to add Jim to our board. His industry expertise and experience ensure he will be a valued contributor," said Steve Odland.

As required by the Emerging Issues Task Force Issue No. 02-16, "Accounting by a Customer (including a Reseller) for Cash Consideration Received from a Vendor" (Issue 02-16), AutoZone reflected the new accounting for new and modified vendor funding arrangements during the third quarter. This resulted in a non-cash pretax charge of $\$ 2.6$ million (or $\$ 0.02$ per share) during the quarter. Additionally, as a result of Issue 02-16, for the twelve and thirty-six weeks ended May 10, 2003, selling, general, and administrative expenses were approximately $\$ 15.6$ million higher and gross margin was approximately $\$ 13$ million higher than such amounts would have been otherwise. Excluding the impact of the new pronouncement, gross margin for the quarter would have been $45.5 \%$ (vs. $44.3 \%$ last year) and selling, general and administrative expenses as a percent of sales would have been $28.0 \%$ (vs. $29.4 \%$ last year).

The new accounting pronouncement for vendor funding will not impact the way AutoZone runs its business or its relationships with vendors. It is a non-cash effect. Based on the timing of the issuance of the pronouncement and guidelines, AutoZone was precluded from adopting Issue $02-16$ as a cumulative effect of a change in accounting principle. Had AutoZone been permitted to adopt Issue 02-16 for all vendor funding arrangements that existed at September 1, 2002, the estimated impact on operating profit for fiscal 2003 would have been a decrease of approximately $\$ 25$ million (or $\$ 0.16$ per share -- based on third quarter diluted share count). While the timing of the recognition for the remaining impact will be dependent on the timing of modifications of existing vendor agreements, the Company anticipates that a significant portion will be recognized in the fourth quarter of fiscal 2003.

AutoZone will host a one-hour conference call Wednesday, May 28, 2003, beginning at 9 a.m. (CDT) to discuss the third quarter results. Investors may listen to the conference call live and review supporting slides on the AutoZone website, www.autozone.com by clicking "Investor Relations," "Conference Calls," or by going directly to http://www.autozone.com/investors. The call will also be available by dialing (210) 234-0004. A replay of the call and slides will be available on AutoZone's website. In addition, a replay of the call will be available by dialing (402) 530-7956 through Thursday, June 26, 2003.

During the quarter AutoZone opened 31 new stores and closed 1 store in the U.S. and opened 2 new stores in Mexico. As of May 10, 2003, AutoZone sells auto and light truck parts, chemicals and accessories through 3,152 AutoZone stores in 45 states plus the District of Columbia in the U.S. and 43 AutoZone stores in Mexico and also sells the ALLDATA brand diagnostic and repair software. On the web, AutoZone sells diagnostic and repair information through www.alldatadiy.com, and auto and light truck parts through www.autozone.com.

Certain statements contained in this press release are forward-looking statements. These statements discuss, among other things, business strategies and future performance. These forward-looking statements are subject to risks, uncertainties and assumptions, including, without limitation, competition, product demand, the economy, inflation, gasoline prices, consumer debt levels, weather, war and the prospect of war, including terrorist activity, and the availability of commercial transportation. Actual results may materially differ from anticipated results. Please refer to the Risk Factors section of AutoZone's Form 10-K for the fiscal year ended August 31, 2002, for more information related to those risks. AutoZone undertakes no obligation to publicly release any revisions to any forward-looking statements contained in this press release to reflect events or circumstances occurring after the date of this release or to reflect the occurrence of unanticipated events.

## Contact Information:

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## AutoZone's 3rd Quarter Highlights - Fiscal 2003

## Condensed Consolidated Statements of Operations

(in thousands, except per share data)

|  | 12 Weeks Ended May 10, 2003 |  | 12 Weeks Ended <br> May 4, 2002 |  | 36 Weeks Ended May 10, 2003 |  | 36 Weeks Ended <br> May 4, 2002 |  | Trailing 4 Quarters <br> May 10, 2003 |  | Trailing 4 Quarters <br> May 4, 2002 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales Cost of goods sold | \$ | $\begin{array}{r} 1,288,445 \\ 689,622 \end{array}$ | \$ | $\begin{array}{r} 1,224,810 \\ 682,826 \end{array}$ | \$ | $\begin{aligned} & 3,627,776 \\ & 1,983,564 \end{aligned}$ | \$ | $\begin{aligned} & 3,482,173 \\ & 1,949,153 \end{aligned}$ | \$ | $\begin{aligned} & 5,471,113 \\ & 2,984,534 \end{aligned}$ | \$ | $\begin{aligned} & 5,122,836 \\ & 2,902,003 \end{aligned}$ |
| Gross profit Operating expenses |  | $\begin{aligned} & 598,823 \\ & 376,940 \end{aligned}$ |  | $\begin{aligned} & 541,984 \\ & 359,551 \end{aligned}$ |  | $\begin{aligned} & 1,644,212 \\ & 1,086,505 \end{aligned}$ |  | $\begin{aligned} & 1,533,020 \\ & 1,073,934 \end{aligned}$ |  | $\begin{aligned} & 2,486,579 \\ & 1,616,950 \end{aligned}$ |  | $\begin{aligned} & 2,220,833 \\ & 1,568,481 \end{aligned}$ |
| Restructuring and |  | --- |  | --- |  | --- |  | --- |  | --- |  | 121,489 |
| impairment charges <br> Operating profit <br> Interest expense, net |  | $\begin{array}{r} 221,883 \\ 19,353 \end{array}$ |  | $\begin{array}{r} 182,433 \\ 17,419 \end{array}$ |  | $\begin{array}{r} 557,707 \\ 58,091 \end{array}$ |  | $\begin{array}{r} 459,086 \\ 55,124 \end{array}$ |  | $\begin{array}{r} 869,629 \\ 82,827 \end{array}$ |  | $\begin{gathered} 530,863 \\ 83,424 \end{gathered}$ |
| Income before taxes Taxes |  | $\begin{array}{r} 202,530 \\ 76,553 \end{array}$ |  | $\begin{array}{r} 165,014 \\ 62,700 \end{array}$ |  | $\begin{aligned} & 499,616 \\ & 189,453 \end{aligned}$ |  | $\begin{aligned} & 403,962 \\ & 153,800 \end{aligned}$ |  | $\begin{gathered} 786,802 \\ 298,653 \end{gathered}$ |  | $\begin{aligned} & 447,439 \\ & 170,800 \end{aligned}$ |
| Net income | \$ | 125,977 | \$ | 102,314 | \$ | 310,163 | \$ | 250,162 | \$ | 488,149 | \$ | 276,639 |
| Net income per share: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.331 | \$ | 0.984 | \$ | 3.187 | \$ | 2.354 | \$ | 4.967 | \$ | 2.579 |
| Diluted | \$ | 1.301 | \$ | 0.959 | \$ | 3.118 | \$ | 2.295 | \$ | 4.855 | \$ | 2.521 |
| Shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 94,666 |  | 103,961 |  | 97,307 |  | 106,264 |  | 98,285 |  | 107,250 |
| Diluted |  | 96,811 |  | 106,644 |  | 99,470 |  | 109,015 |  | 100,547 |  | 109,754 |

## Selected Balance Sheet Information

(in thousands)
May 4, 2002
August 31, 2002

## Current assets

Property and equipment, net
Total assets
1,605,303
1,671,917
3,647,848
1,090,158
1,570,879
601,618
1,419,967
34,424

1,371,977
$1,450,128$
1,661,728

## Adjusted Debt / EBITDAR (Trailing 4 Qtrs)

EBIT (Operating Profit)
Addback Restructuring and Impairment Chgs
Adjusted EBIT
Depreciation/Amortization
EBITDA
Rent Payments
EBITDAR
Debt
Rent x 6

Adjusted Debt
Adjusted Debt / EBITDAR
Adjusted Debt / EBITDAR GAAP basis

## Selected Cash Flow Information

(in thousands)

|  | 12 Weeks Ended <br> May 10, 2003 |  | 12 Weeks Ended <br> May 4, 2002 |  | 36 Weeks Ended <br> May 10, 2003 |  | 36 Weeks Ended <br> May 4, 2002 |  | Trailing 4 Quarters May 10, 2003 |  | Trailing 4 Quarters <br> May 4, 2002 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Depreciation \& amortization | \$ | 24,690 | \$ | 26,404 | \$ | 75,526 | \$ | 82,497 | \$ | 111,284 | \$ | 122,136 |
| Capital spending | \$ | 36,968 | \$ | 41,223 | \$ | 98,800 | \$ | 81,845 | \$ | 134,194 | \$ | 113,836 |
| Change in Debt | \$ | $(80,425)$ | \$ | 808 | \$ | $(225,450)$ | \$ | $(25,732)$ | \$ | $(168,833)$ | \$ | 141,395 |
| Share repurchases | \$ | 285,063 | \$ | 243,231 | \$ | 444,558 | \$ | 412,442 | \$ | 731,099 | \$ | 516,949 |
| Cash flow before share repurchases | \$ | 204,638 | \$ | 244,039 | \$ | 219,108 | \$ | 386,710 | \$ | 562,266 | \$ | 658,344 |

## Other Selected Financial Information

(in thousands)

## May 10, 2003

| May 10, 2003 |  | May 4, 2002 |  |
| :---: | :---: | :---: | :---: |
| \$ | 2,380,274 | \$ | 1,649,182 |
|  | 295,390 |  | 108,789 |
| \$ | 2,675,664 | \$ | 1,757,971 |
|  | 66,233 |  | 55,421 |
|  | 4,008 |  | 1,999 |
| 70,241 |  |  | 57,420 |
| 93,961 |  |  | 102,979 |

## Return on Equity (ROE)

| Addback Restructuring and Impairment Chgs | $\$$ | ---- |  | $\$$ | 92,622 |
| :--- | ---: | ---: | :--- | :--- | :--- |
|  |  |  |  |  |  |
| Net Income before Restructuring | $\$$ | 488,149 |  | $\$$ | 369,261 |
| Stockholders' equity (Two Point Average) | $\$$ | 688,267 |  | $\$$ | 832,281 |
|  |  |  |  |  |  |
| Return on Equity (ROE) |  | $70.9 \%$ |  | $44.4 \%$ |  |
| Return on Equity (ROE) (GAAP basis) |  | $70.9 \%$ |  | $33.2 \%$ |  |


| Return on Invested Capital (ROIC) | May 10, 2003 |  | May 4, 2002 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net Income (Trailing 4 Quarters) | \$ | 488,149 | \$ | 276,639 |
| Addback Restructuring and Impairment Chgs | \$ | - --- | \$ | 92,622 |
| Addback After Tax Trailing Rent and Interest | \$ | 118,061 | \$ | 115,138 |
| Trailing 4 Quarters Adjusted Net Income | \$ | 606,210 | \$ | 484,399 |
| 13 Point Average of Debt and Equity | \$ | 2,068,231 | \$ | 2,213,339 |
| Rent x 6 | \$ | 644,862 | \$ | 589,287 |
| Average Invested Capital | \$ | 2,713,093 | \$ | 2,802,626 |
| ROIC (Trailing 4 Qtrs N.I / Avg. Inv Capital) |  | 22.3\% |  | 17.3\% |
| ROIC (GAAP basis) |  | 22.3\% |  | 14.0\% |

AutoZone's 3rd Quarter Fiscal 2003

## Selected Operating Highlights

Store Count \& Square Footage

|  | 12 Weeks Ended May 10, 2003 | 12 Weeks Ended <br> May 4, 2002 | 36 Weeks Ended May 10, 2003 | 36 Weeks Ended May 4, 2002 |
| :---: | :---: | :---: | :---: | :---: |
| Domestic stores: |  |  |  |  |
| Store count: |  |  |  |  |
| Stores opened | 31 | 19 | 92 | 72 |
| Stores closed | 1 | 4 | 8 | 39 |
| Replacement stores | --- | 2 | 4 | 12 |
| Total domestic stores | 3,152 | 3,052 | 3,152 | 3,052 |
| Stores with commercial sales | 1,942 | 1,652 | 1,942 | 1,652 |
| Square footage (in thousands): | 20,148 | 19,596 | 20,148 | 19,596 |
| Stores in Mexico: |  |  |  |  |
| Stores opened | 2 | 4 | 4 | 6 |
| Total stores in Mexico | 43 | 27 | 43 | 27 |

## Sales \& Inventory Statistics (Domestic stores):

|  | 12 Weeks Ended May_10,2003 | 12 Weeks Ended <br> May 4, 2002 | 36 Weeks Ended May_10, 2003 | 36 Weeks <br> May 4 | $\begin{aligned} & \text { s Ended } \\ & 4, \underline{2002} \end{aligned}$ | Trailing 4 Quarters May 10, 2003 | Trailing 4 Qu <br> May_4, 2 | uarters $002$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales per average store |  |  |  |  |  |  |  |  |
| (\$ in thousands) | \$ 400 | \$ 393 | \$ 1,134 |  | \$ 1,105 | \$ 1,683 |  | 1,626 |
| Sales per average square foot | \$ 63 | \$ 61 | \$ 177 |  | \$ 172 | \$ 263 |  | 253 |
| Same store sales - rolling 13 periods |  |  |  |  |  |  |  |  |
| Total | 2.8 \% | 9.5 \% | 3.2 \% |  | 9.9 \% | 4.3 \% |  | 9.2 \% |
| Retail vs. commercial |  |  |  |  |  |  |  |  |
| Retail | (0.2) \% | 8.6 \% | 0.4 \% |  | 9.2 \% | 2.0 \% |  | 8.6 \% |
| Commercial | 29.7 \% | 18.3 \% | 29.1 \% |  | 16.7 \% | 25.5 \% |  | 15.0 \% |
| Inventory turns: |  |  |  |  |  |  |  |  |
| Based on average inventories | 2.1 X | 2.3 X |  |  |  |  |  |  |
| Based on ending inventories | 2.0 X | 2.2 X |  |  |  |  |  |  |
| Inventory turns, net of payables: |  |  |  |  |  |  |  |  |
| Based on average inventories | 8.6 X | 7.7 X |  |  |  |  |  |  |
| Based on ending inventories | 7.6 X | 8.2 X |  |  |  |  |  |  |
| Accounts payable/inventory (total company) | 73 \% | 72 \% |  |  |  |  |  |  |


| as of | as of | as of |
| :---: | :---: | :---: |
| May 10, 2003 | May 4, 2002 | August 31, 2002 |


| Gross Inventory | $\$ 1,497,643$ |  | $\$ 1,490,172$ | $\$ 1,484,699$ |
| :--- | :--- | :--- | :--- | :--- |
| Gross Inventory / Store | $\$$ | 469 | $\$$ | 471 |

