

# Fuji Monthly Sales Report (June 2011)

(Year to Year basis %)

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①Store sales	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Same-store basis	-1	3	3	1	6	17	20	13	14	-5	20	18	15	17
Total	7	13	12	10	14	28	31	22	24	-1	24	24	21	22
②Head office sales	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Mail-order	12	11	2	7	14	25	22	19	-3	-16	25	15	0	12
Wholesale	110	67	97	15	16	32	14	25	37	-8	8	-2	10	14
Total	28	22	17	10	15	27	20	21	7	-14	21	10	3	13
③Total sales	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Total	14	16	13	10	15	28	27	21	17	-6	23	19	14	19
④Number of sales	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Tires	32	36	35	39	27	51	40	41	55	22	55	42	35	43
Wheels	7	-2	11	1	14	40	29	30	18	-8	26	20	16	24
⑤Unit price of merchandise	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Tires	-10	-11	-13	-15	-5	-10	-4	-5	-14	-13	-14	-8	-7	-9
Wheels	4	12	-3	1	-8	-21	-15	-21	-14	-10	-14	-12	-11	-17
⑥Sales breakdown by merchandise	Jun-10	Jul-10	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Total of 8 months
Tires	19	21	18	18	21	36	35	33	33	6	34	31	25	30
Wheels	11	11	7	2	4	10	9	3	1	-17	9	6	3	3
Goods	11	13	22	-1	14	14	13	13	-3	-22	4	5	-1	2
Tires mounting and balance	12	16	14	21	27	32	35	27	23	-4	38	31	32	28

☆Overall condition☆

- ①The 29 same-store sales increased by 15%, the total sales of the 9 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in June increased by 21% from the same month last year.
- ②Mail-order sales stayed, wholesales turnover increased by 10% and head office sales increased by 3% from the same month last year
- ③Total sales in June increased by 14% from the same month last year.
- ④⑤⑥Number of sales of tires increased by 35%, average unit price decreased 7%, sales volume increased by 25% from the same month last year.  
Number of sales of wheels increased by 16%, average unit price decreased by 11%, sales volume increased by 3% from the same month last year.  
Tires:Sales volume of our leading product 40/45 series increased by 8%, 50/55 series increased by 41%, average unit price of 40/45 series decreased by 5% and 50/55 series increased by 1% from the same month last year..  
Wheels:Number of sales of 15 inches for compact car increased by 25%, sales volume increased by 7% from the same month last year.  
Number of sales of 17 inches for large car increased by 23% and 18 inches increased by 15%, sales volume of both 17 and 18 inches increased by 5% from the same month last year.  
Sales volume of 19 and 20 inches decreased by 2% from the same month last year.  
Sales volume of goods and accessories decreased by 1%, tires mounting and balance increased by 32% from the same month last year.

★Retail stores★ 9 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) Totally 31 stores

Reference: <http://www.fujicorporation.com/shop/shop/index.aspx>