

Fuji Monthly Sales Report (August 2011)

(Year to Year basis %)

Fuji Corporation
TEL.022-348-3300 FAX.022-348-3330

①Store sales	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Total of 9 months
Same-store basis	3	1	6	17	20	13	14	-5	20	18	15	10	12	16
Total	12	10	14	28	31	22	24	-1	24	24	21	16	18	21
②Head office sales	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Jul-11	Total of 9 months
Mail-order	2	7	14	25	22	19	-3	-16	25	15	0	0	12	11
Wholesale	97	15	16	32	14	25	37	-8	8	-2	10	13	80	18
Total	17	10	15	27	20	21	7	-14	21	10	3	3	30	13
③Total sales	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Jul-11	Total of 9 months
Total	13	10	15	28	27	21	17	-6	23	19	14	11	22	18
④Number of sales	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Jul-11	Total of 9 months
Tires	35	39	27	51	40	41	55	22	55	42	35	25	50	42
Wheels	11	1	14	40	29	30	18	-8	26	20	16	24	29	24
⑤Unit price of merchandise	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Jul-11	Total of 9 months
Tires	-13	-15	-5	-10	-4	-5	-14	-13	-14	-8	-7	-6	-9	-9
Wheels	-3	1	-8	-21	-15	-21	-14	-10	-14	-12	-11	-17	-19	-17
⑥Sales breakdown by merchandise	Aug-10	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Jul-11	Total of 9 months
Tires	18	18	21	36	35	33	33	6	34	31	25	17	37	30
Wheels	7	2	4	10	9	3	1	-17	9	6	3	3	5	3
Goods	22	-1	14	14	13	13	-3	-22	4	5	-1	10	6	3
Tires mounting and balance	14	21	27	32	35	27	23	-4	38	31	32	25	30	28

☆Overall condition☆

- ①The 29 same-store sales increased by 12%, the total sales of the 9 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in August increased by 18% from the same month last year.
- ②Mail-order sales increased by 12%, wholesales turnover increased by 80% and head office sales increased by 30% from the same month last year
- ③Total sales in August increased by 22% from the same month last year.
- ④⑤⑥Number of sales of tires increased by 50%, average unit price decreased 9%, sales volume increased by 37% from the same month last year.
Number of sales of wheels increased by 29%, average unit price decreased by 19%, sales volume increased by 5% from the same month last year.
Tires:Sales volume of our leading product 40/45 series increased by 15%, 50/55 series increased by 41%, average unit price of 40/45 series decreased by 5% and 50/55 series stayed from the same month last year..
Wheels:Number of sales of 15 inches for compact car increased by 37%, sales volume increased by 23% from the same month last year.
Number of sales of 17 inches for large car increased by 28% and 18 inches increased by 12%, sales volume of both 17 and 18 inches increased by 6% from the same month last year.
Sales volume of 19 and 20 inches decreased by 5% from the same month last year.
Sales volume of goods and accessories increased by 6%, tires mounting and balance increased by 30% 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>