

# Fuji Monthly Sales Report (September 2011) (Year to Year basis %)

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①Store sales	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Same-store basis	1	6	17	20	13	14	-5	20	18	15	10	12	18	16
Total	10	14	28	31	22	24	-1	24	24	21	16	18	24	22
②Head office sales	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Mail-order	7	14	25	22	19	-3	-16	25	15	0	0	12	19	12
Wholesale	15	16	32	14	25	37	-8	8	-2	10	13	80	121	26
Total	10	15	27	20	21	7	-14	21	10	3	3	30	50	16
③Total sales	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Total	10	15	28	27	21	17	-6	23	19	14	11	22	33	19
④Number of sales	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Tires	39	27	51	40	41	55	22	55	42	35	25	50	52	43
Wheels	1	14	40	29	30	18	-8	26	20	16	24	29	50	26
⑤Unit price of merchandise	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Tires	-15	-5	-10	-4	-5	-14	-13	-14	-8	-7	-6	-9	-4	-9
Wheels	1	-8	-21	-15	-21	-14	-10	-14	-12	-11	-17	-19	-18	-17
⑥Sales breakdown by merchandise	Sep-10	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Total of 11months
Tires	18	21	36	35	33	33	6	34	31	25	17	37	46	31
Wheels	2	4	10	9	3	1	-17	9	6	3	3	5	23	5
Goods	-1	14	14	13	13	-3	-22	4	5	-1	10	6	16	4
Tires mounting and balance	21	27	32	35	27	23	-4	38	31	32	25	30	19	27

## ☆Overall condition☆

①The 29 same-store sales increased by 18%, the total sales of the 9 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in September increased by 24% from the same month last year.

②Mail-order sales increased by 19%, wholesales turnover increased by 121% and head office sales increased by 50% from the same month last year

③Total sales in September increased by 33% from the same month last year.

④⑤⑥Number of sales of tires increased by 52%, average unit price decreased 4%, sales volume increased by 46% from the same month last year.

Number of sales of wheels increased by 50%, average unit price decreased by 18%, sales volume increased by 23% from the same month last year.

Tires: Sales volume of our leading product 40/45 series increased by 18%, 50/55 series increased by 41%, average unit price of 40/45 series increased by 2% and 50/55 series increased by 7% from the same month last year..

Wheels: Number of sales of 15 inches for compact car increased by 30%, sales volume increased by 23% from the same month last year.

Number of sales of 17 inches for large car increased by 19% and 18 inches increased by 20%, sales volume of both 17 and 18 inches decreased by 6% from the same month last year.

Sales volume of 19 and 20 inches increased by 20% from the same month last year.

Sales volume of goods and accessories increased by 16%, tires mounting and balance increased by 19% from the same month last year.

●New opening Special Brand R45 Hachinohe● On 14th of Oct, 2011, Opening at Nida Hachinohe along Route 45

★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>