

Fuji Monthly Sales Report (October 2011) (Year to Year basis %)

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①Store sales	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Same-store basis	6	17	20	13	14	-5	20	18	15	10	12	18	23	17
Total	14	28	31	22	24	-1	24	24	21	16	18	24	26	22
②Head office sales	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Mail-order	14	25	22	19	-3	-16	25	15	0	0	12	19	28	13
Wholesale	16	32	14	25	37	-8	8	-2	10	14	80	121	71	31
Total	15	27	20	21	7	-14	21	10	3	3	30	50	44	18
③Total sales	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Total	15	28	27	21	17	-6	23	19	14	11	22	33	33	21
④Number of sales	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Tires	27	51	40	41	55	22	55	42	35	25	50	52	54	44
Wheels	14	40	29	30	18	-8	26	20	16	24	29	50	41	28
⑤Unit price of merchandise	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Tires	-5	-10	-4	-5	-14	-13	-14	-8	-7	-6	-9	-4	-7	-8
Wheels	-8	-21	-15	-21	-14	-10	-14	-12	-11	-17	-19	-18	-16	-17
⑥Sales breakdown by merchandise	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Total of 12months
Tires	21	36	35	33	33	6	34	31	25	17	37	46	44	32
Wheels	4	10	9	3	1	-17	9	6	3	3	5	24	18	6
Goods	14	14	13	13	-3	-22	4	5	-1	11	7	16	21	5
Tires mounting and balance	27	32	35	27	23	-4	38	31	32	25	30	19	28	27

★Overall condition★

①The 31 same-store sales increased by 23%, the total sales of the 10 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in October increased by 26% from the same month last year.

②Mail-order sales increased by 28%, wholesales turnover increased by 71% and head office sales increased by 44% from the same month last year

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

④⑤⑥Number of sales of tires increased by 54%, average unit price decreased 7%, sales volume increased by 41% from the same month last year.

Number of sales of wheels increased by 41%, average unit price decreased by 16%, sales volume increased by 18% from the same month last year.

Tires: Sales volume of our leading product 40/45 series increased by 16%, 50/55 series increased by 27%, average unit price of 40/45 series decreased by 1% and 50/55 series increased by 5% from the same month last year..

Wheels: Number of sales of 15 inches for compact car increased by 43%, sales volume increased by 31% from the same month last year.

Number of sales of 17 inches for large car increased by 27% and 18 inches increased by 20%, sales volume of both 17 and 18 inches increased by 13% from the same month last year.

Sales volume of 19 and 20 inches increased by 0% from the same month last year.

Sales volume of goods and accessories increased by 20%, tires mounting and balance increased by 28% from the same month last year.

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

●New opening Special Brand R21 Gihu● On 11th of Nov, 2011, Opening at Ezoe, Gihu along Route 21

★Retail stores★ 10 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) Totally 32 stores

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