

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

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①Store sales	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Same-store basis	17	20	13	14	-5	20	18	15	10	12	18	23	18	18
Total	28	31	22	24	-1	24	24	21	16	18	24	26	24	24
②Head office sales	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Mail-order	25	22	19	-3	-16	25	15	0	0	12	19	29	3	3
Wholesale	32	14	25	37	-8	8	-2	10	14	80	121	71	57	57
Total	27	20	21	7	-14	21	10	3	4	30	50	44	20	20
③Total sales	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Total	28	27	21	17	-6	23	19	14	12	22	33	33	23	23
④Number of sales	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Tires	51	40	41	55	22	55	42	35	25	50	52	54	19	19
Wheels	40	29	30	18	-8	26	20	16	24	29	50	41	18	18
⑤Unit price of merchandise	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Tires	-10	-4	-5	-14	-13	-14	-8	-7	-6	-9	-4	-7	4	4
Wheels	-21	-15	-21	-14	-10	-14	-12	-11	-17	-19	-18	-16	2	2
⑥Sales breakdown by merchandise	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Total of 1 month
Tires	36	35	33	33	6	34	31	25	17	37	46	44	24	24
Wheels	10	9	3	1	-17	9	6	3	3	5	24	18	21	21
Goods	14	13	13	-3	-22	4	5	-1	11	7	16	21	21	21
Tires mounting and balance	32	35	27	23	-4	38	31	32	25	30	19	28	20	20

★Overall condition★

①The 31 same-store sales increased by 18%, the total sales of the 11 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in November increased by 24% from the same month last year.

②Mail-order sales increased by 3%, wholesales turnover increased by 57% and head office sales increased by 20% from the same month last year

③Total sales in October increased by 23% from the same month last year.

④⑤⑥Number of sales of tires increased by 19%, average unit price decreased 4%, sales volume increased by 24% from the same month last year.

Number of sales of wheels increased by 18%, average unit price increased by 2%, sales volume increased by 21% from the same month last year.

Tires:Sales volume of our leading product 40/45 series increased by 31%, 50/55 series increased by 27%, average unit price of 40/45 series increased by 6% and 50/55 series increased by 4% from the same month last year..

Wheels:Number of sales of 15 inches for compact car increased by 13%, sales volume increased by 13% from the same month last year.

Number of sales of 17 inches for large car increased by 18% and 18 inches increased by 12%, sales volume of both 17 and 18 inches increased by 18% from the same month last year.

Sales volume of 19 and 20 inches increased by 14% from the same month last year.

Sales volume of goods and accessories increased by 21%, tires mounting and balance increased by 20% 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>