

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

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

①Store sales	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Same-store basis	20	13	14	-5	20	18	15	10	12	18	23	18	13	15
Total	31	22	24	-1	24	24	21	16	18	24	26	24	19	21
②Head office sales	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Mail-order	22	19	-3	-16	25	15	0	0	12	19	29	3	9	6
Wholesale	14	25	37	-8	8	-2	10	14	80	121	71	58	59	58
Total	20	21	7	-14	21	10	3	4	30	50	44	20	22	21
③Total sales	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Total	27	21	17	-6	23	19	14	12	22	33	33	23	20	21
④Number of sales	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Tires	40	41	55	22	55	42	35	25	50	52	54	19	20	19
Wheels	29	30	18	-8	26	20	16	24	29	50	41	18	14	16
⑤Unit price of merchandise	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Tires	-4	-5	-14	-13	-14	-8	-7	-6	-9	-4	-7	4	3	4
Wheels	-15	-21	-14	-10	-14	-12	-11	-17	-19	-18	-16	2	1	1
⑥Sales breakdown by merchand	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	Total of 2 month
Tires	35	33	33	6	34	31	25	17	37	46	44	24	24	24
Wheels	9	3	1	-17	9	6	3	3	5	24	18	21	15	18
Goods	13	13	-3	-22	4	5	-1	11	7	16	21	21	12	16
Tires mounting and balance	35	27	23	-4	38	31	32	25	30	19	28	20	8	13

★Overall condition★

- ①The 31 same-store sales increased by 13%, the total sales of the 11 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) in December increased by 19% from the same month last year.
- ②Mail-order sales increased by 9%, wholesales turnover increased by 59% and head office sales increased by 22% from the same month last year
- ③Total sales in December increased by 20% from the same month last year.
- ④⑤⑥Number of sales of tires increased by 20%, average unit price increased 3%, sales volume increased by 24% from the same month last year.
- Number of sales of wheels increased by 14%, average unit price increased by 1%, sales volume increased by 15% from the same month last year.
- Tires:Sales volume of our leading product 40/45 series increased by 23%, 50/55 series increased by 26%, average unit price of 40/45 series increased by 5% 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 11%, sales volume increased by 12% from the same month last year.
- Number of sales of 17 inches for large car increased by 11% and 18 inches increased by 14%, 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 12% from the same month last year.
- Sales volume of goods and accessories increased by 12%, tires mounting and balance increased by 8% from the same month last year.

★Retail stores★ 11 stores (Special brand) + 14 stores (T&W) + 8 stores (5days) Totally 33 stores

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