BIC CAMERA INC. Code Number: 3048

## Monthly Sales Bulletin: BIC CAMERA for year to August 2009

- Following is based on data from our pos system. This data is not same as a statement of accounts.
- Sales data includes our group's pos data and our internet store "biccamera.com" with the exception of Sofmap. (Bic camera group: Bic camera, Bic Sports, Bic Toys, Bic Shuhan and Umokobo)
- Sales data is with the exception of 2 fees, cellular phone entry fee and an Internet agency fee.

## 1. Net Sales (% change over previous fiscal year)

|           | Sep '08 | Oct '08 | Nov '08 | Dec '08 | Jan '09 | Feb '09 | Six months<br>to Feb '09 | Mar '09 | Apr '09 | May '09 | Jun '09 | Jul '09 | Aug '09 | Six months<br>to Aug '09 | Year to<br>Aug '09 |
|-----------|---------|---------|---------|---------|---------|---------|--------------------------|---------|---------|---------|---------|---------|---------|--------------------------|--------------------|
| Net Sales | 98.0    | 100.6   | 101.7   | 88.1    | 95.2    | 90.7    | 95.1                     | 95.1    | 91.8    | 97.7    |         |         |         | 94.8                     | 95.0               |

## 2. Sales by product line (% change over previous fiscal year)

|   | Sep '08      | Oct '08     | Nov '08      | Dec '08     | Jan '09      | Feb '09 | Six months<br>to Feb '09 | Mar '09 | Apr '09 | May '09 | Jun '09 | Jul '09 | Aug '09 | Six months<br>to Aug '09 | Year to<br>Aug '09 |
|---|--------------|-------------|--------------|-------------|--------------|---------|--------------------------|---------|---------|---------|---------|---------|---------|--------------------------|--------------------|
| Audio visual products                         | <u>104.6</u> | 109.4       | <u>105.4</u> | <u>91.5</u> | <u>102.2</u> | 98.6    | 100.8                    | 101.0   | 93.9    | 104.4   |         |         |         | 99.7                     | 100.5              |
| Home appliances                               | 102.8        | 103.6       | 111.6        | 92.3        | 109.4        | 100.6   | 102.8                    | 104.4   | 102.5   | 111.0   |         |         |         | 106.0                    | 103.9              |
| Information communications equipment products | <u>95.2</u>  | <u>95.6</u> | 96.6         | 86.3        | 89.8         | 82.7    | 90.7                     | 86.4    | 88.3    | 86.6    |         |         |         | 87.1                     | 89.4               |
| Other products                                | 85.4         | 89.2        | 94.4         | 81.6        | 80.0         | 82.1    | 84.9                     | 88.8    | 84.3    | 89.4    |         |         |         | 87.5                     | 85.7               |

<sup>\*</sup> From 1Q for FY ending August 2009,

We have changed digital cameras and related accessories from "Information communication equipment poducts" to "Audio visual poducts (including cameras)" as Digital cameras are "digital equipment", but basically "cameras".

This change, therefore, is also reflected in this "Monthly Sales Bulletin" from September 2008 to February 2009 as indicated by underlines".

## 3. Business Details (May 2009)

| Product Lines                                 | Trend    | Main Products                                       |  |  |  |  |  |
|---|----------|---|--|--|--|--|--|
| Audio visual products                         | Better   | TV (Flat-panel TVs), Blu-ray disc recorders         |  |  |  |  |  |
| Audio visual products                         | Stagnant | Digital cameras, Audio players                      |  |  |  |  |  |
| Home appliances                               | Better   | Refrigerators, Washing machines, Kitchen appliances |  |  |  |  |  |
| Home appliances                               | Steady   | Seasonal home electronics, Beauty & Barber Products |  |  |  |  |  |
| Information communications equipment products | Stagnant | PC, PC parts  |  |  |  |  |  |
|   | Better   | Toys  |  |  |  |  |  |
| Other products                                | Steady   | Liquors   |  |  |  |  |  |
|   | Stagnant | Games   |  |  |  |  |  |

Topics: Three items of objects of the eco-point system showed big growth after a system start of May 15.

However, stagnant sales was not covered by influence the hesitancy before a system start.

Flat-panel TVs. Refrigerators showed growth of ratio a little over 30% in the previous year at the same month.

thanks to "The surge of the demand" and "The sales constitution ratios of the large-sized model increase".

On the other hand, sales of air conditioners was ratio regular in the previous year at the same month, affected by the expensive sales of last year.