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Fuji Corporation

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Monthly Sales Report(July 2018)

(Total revenues: Millions of Yen, Year on year: %)

①Store sales			Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Total of a month
Existing Stores	Sales (M)	(1M yen)	1,263	1,181	1,331	1,799	3,121	3,261	1,370	1,019	1,855	2,114	1,383	1,110	1,277	16,514
	Y/Y (%)	(%)	2	12	29	16	8	14	19	13	6	-4	-8	0	-2	5
All Stores	Sales(M)	(1M yen)	1,343	1,243	1,412	1,899	3,218	3,339	1,406	1,048	1,906	2,172	1,419	1,139	1,314	16,964
	Mail order only	(1M yen)	148	160	274	380	228	377	141	121	139	81	58	51	74	1,273
	Y/Y (%)	(%)	9	17	36	22	12	16	22	15	7	-3	-7	1	-2	7
②Head office and online sales																
Total	Sales (M)	(1M yen)	522	416	564	1,028	1,940	1,681	740	587	1,013	955	607	592	640	8,759
	Y/Y (%)	(%)	-14	-16	-22	-23	7	0	-8	-3	13	10	-4	12	22	5
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,866	1,660	1,976	2,928	5,158	5,020	2,146	1,635	2,920	3,128	2,026	1,732	1,954	25,724
	Y/Y (%)	(%)	1	7	13	1	10	10	10	8	9	1	-6	4	5	6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-12	-3	-1	-8	2	2	3	9	7	-3	-10	-2	1	1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	15	10	14	11	8	8	7	-1	3	5	5	6	3	5
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	2	7	12	2	10	11	10	8	9	1	-5	3	4	7
Parts and accessories	Y/Y (%)	(%)	10	13	20	-7	11	6	1	-6	2	-2	1	10	14	4
Service labor	Y/Y (%)	(%)	-12	4	13	-2	9	9	8	10	11	-3	-17	8	10	5

☆Sales Summary☆

- ①July sales result of existing 44stores decreased by 2%, and for total 46 shops, which include 28stores(Special Brand), 14stores(T&W) and 4stores(5days), decreased by 2% from the same month of previous fiscal year because of the last-minute demand before the raised the tire prices in the same month of previous fiscal year.
- ②Total sales for both head office and mail order increased by 22%.
- ③Total company revenues in July increased by 5%.
- ④⑤⑥Numbers of tires and wheels sold in July increased by 1%, the average unit price increased by 3%, and total sales increased by 4%.
- Sales results for parts and accessories increased by 14% and service labor fee increased by 10%.

This figures are non-consolidated financial results. The results are subject to revision due to preliminary results.

★Retail stores★ Total 46 stores: 28 stores(Special Brand), 14 stores(T&W), 4stores(5days)

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