



12/5/2018

Fuji Corporation

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Monthly Sales Report(November 2018) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Total of a month
Existing Stores	Sales (M)	(1M yen)	3,121	3,261	1,370	1,019	1,855	2,114	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,343
	Y/Y (%)	(%)	8	14	19	13	6	-4	-8	0	-2	-3	0	3	4	4
All Stores	Sales(M)	(1M yen)	3,218	3,339	1,406	1,048	1,906	2,172	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,343
	Mail order only	(1M yen)	228	377	141	121	139	81	58	51	74	133	248	267	323	323
	Y/Y (%)	(%)	12	16	22	15	7	-3	-7	1	-2	-3	0	4	4	4
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,940	1,681	740	587	1,013	955	607	592	640	468	621	1,428	2,062	2,062
	Y/Y (%)	(%)	7	0	-8	-3	13	10	-4	12	22	12	10	39	6	6
③Total Company Revenues																
Total	Sales (M)	(1M yen)	5,158	5,020	2,146	1,635	2,920	3,128	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,405
	Y/Y (%)	(%)	10	10	10	8	9	1	-6	4	5	1	3	16	5	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	2	2	3	9	7	-3	-10	-2	1	-7	0	12	0	0
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	8	8	7	-1	3	5	5	6	3	6	1	2	4	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	10	11	10	8	9	1	-5	3	4	-1	1	14	4	4
Parts and accessories	Y/Y (%)	(%)	11	6	1	-6	2	-2	1	10	14	29	35	55	53	53
Service labor	Y/Y (%)	(%)	9	9	8	10	11	-3	-17	8	10	2	3	20	1	1

☆Sales Summary☆

- ①November sales result of existing 46stores increased 4%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased 4% from the same month of previous fiscal year
- ②Total sales for both head office and mail order increased by 6%.
- ③Total company revenues in November increased by 5%.
- ④⑤⑥Numbers of tires and wheels sold in November come out even, the average unit price increased by 4%, and total sales increased by 4%.
- Sales results for parts and accessories increased by 53% and service labor fee increased by 1%.

●Renewal opening●Niigata shop has reopened as Special Brand Niigata on 02 November 2018.

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

★Retail stores★ Total 46 stores: 29 stores(Special Brand), 13 stores(T&W), 4stores(5days)

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