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Fuji Corporation

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

①Store sales			Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Total of a month
Existing Stores	Sales (M)	(1M yen)	3,261	1,370	1,019	1,855	2,114	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,791	7,134
	Y/Y (%)	(%)	14	19	13	6	-4	-8	0	-2	-3	0	3	4	14	9
All Stores	Sales(M)	(1M yen)	3,339	1,406	1,048	1,906	2,172	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,791	7,134
	Mail order only	(1M yen)	377	141	121	139	81	58	51	74	133	248	267	323	506	830
	Y/Y (%)	(%)	16	22	15	7	-3	-7	1	-2	-3	0	4	4	14	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,681	740	587	1,013	955	607	592	640	468	621	1,428	2,062	1,748	3,811
	Y/Y (%)	(%)	0	-8	-3	13	10	-4	12	22	12	10	39	6	4	5
③Total Company Revenues																
Total	Sales (M)	(1M yen)	5,020	2,146	1,635	2,920	3,128	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,540	10,946
	Y/Y (%)	(%)	10	10	8	9	1	-6	4	5	1	3	16	5	10	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	2	3	9	7	-3	-10	-2	1	-7	0	12	0	6	3
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	8	7	-1	3	5	5	6	3	6	1	2	4	2	3
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	11	10	8	9	1	-5	3	4	-1	1	14	4	9	6
Parts and accessories	Y/Y (%)	(%)	6	1	-6	2	-2	1	10	14	29	35	55	53	57	55
Service labor	Y/Y (%)	(%)	9	8	10	11	-3	-17	8	10	2	3	20	1	10	6

## ☆Sales Summary☆

- ①December sales result of existing 46stores increased 14%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased 14% from the same month of previous fiscal year
- ②Total sales for both head office and mail order increased by 4%.
- ③Total company revenues in December increased by 10%.
- ④⑤⑥Numbers of tires and wheels sold in December increased by 6%, the average unit price increased by 2%, and total sales increased by 9%.
- Sales results for parts and accessories increased by 57% 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: 29 stores(Special Brand), 13 stores(T&W), 4stores(5days)

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