



2/5/2019

Fuji Corporation

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# Fuji Monthly Sales Report(January 2019) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Total of a month
Existing Stores	Sales (M)	(1M yen)	1,370	1,019	1,855	2,114	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,791	1,429	8,564
	Y/Y (%)	(%)	19	13	6	-4	-8	0	-2	-3	0	3	4	14	2	8
All Stores	Sales(M)	(1M yen)	1,406	1,048	1,906	2,172	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,791	1,429	8,564
	Mail order only	(1M yen)	141	121	139	81	58	51	74	133	248	267	323	506	262	1,093
	Y/Y (%)	(%)	22	15	7	-3	-7	1	-2	-3	0	4	4	14	2	8
②Head office and online sales																
Total	Sales (M)	(1M yen)	740	587	1,013	955	607	592	640	468	621	1,428	2,062	1,749	718	4,529
	Y/Y (%)	(%)	-8	-3	13	10	-4	12	22	12	10	39	6	4	-3	4
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,146	1,635	2,920	3,128	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,541	2,147	13,094
	Y/Y (%)	(%)	10	8	9	1	-6	4	5	1	3	16	5	10	0	6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	3	9	7	-3	-10	-2	1	-7	0	12	0	6	-7	1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	7	-1	3	5	5	6	3	6	1	2	4	2	6	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	10	8	9	1	-5	3	4	-1	1	14	4	9	-1	5
Parts and accessories	Y/Y (%)	(%)	1	-6	2	-2	1	10	14	29	35	55	53	57	38	51
Service labor	Y/Y (%)	(%)	8	10	11	-3	-17	8	10	2	3	20	1	10	-5	4

## ☆Sales Summary☆

- ①January sales result of existing 46stores increased 2%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased 2% from the same month of previous fiscal year
- ②Total sales for both head office and mail order decreased by 3%.
- ③Total company revenues in January ±0%.
- ④⑤⑥Numbers of tires and wheels sold in January decreased by 7%, the average unit price increased by 6%, and total sales decreased by 1%.
- Sales results for parts and accessories increased by 38% and service labor fee decreased by 5%.

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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