



4/5/2019

Fuji Corporation

TEL.022-348-3300 FAX.022-348-3330



Monthly Sales Report(March 2019)

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

①Store sales			Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Total of a month
Existing Stores	Sales (M)	(1M yen)	1,855	2,114	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,791	1,428	1,145	2,162	11,872
	Y/Y (%)	(%)	6	-4	-8	0	-2	-3	0	3	4	14	2	9	13	9
All Stores	Sales(M)	(1M yen)	1,906	2,172	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,791	1,429	1,145	2,162	11,872
	Mail order only	(1M yen)	139	81	58	51	74	133	248	267	323	506	262	216	254	1,563
	Y/Y (%)	(%)	7	-3	-7	1	-2	-3	0	4	4	14	2	9	13	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,013	955	607	592	640	468	621	1,428	2,062	1,749	718	567	954	6,052
	Y/Y (%)	(%)	13	10	-4	12	22	12	10	39	6	4	-3	-3	-6	1
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,920	3,128	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,541	2,147	1,713	3,117	17,924
	Y/Y (%)	(%)	9	1	-6	4	5	1	3	16	5	10	0	5	7	6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	7	-3	-10	-2	1	-7	0	12	0	6	-7	-7	-3	0
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	5	5	6	3	6	1	2	4	2	6	10	7	5
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	9	1	-5	3	4	-1	1	14	4	9	-1	2	4	4
Parts and accessories	Y/Y (%)	(%)	2	-2	1	10	14	29	35	55	53	57	38	69	69	58
Service labor	Y/Y (%)	(%)	11	-3	-17	8	10	2	3	20	1	10	-5	-2	2	3

☆Sales Summary☆

- ①March sales result of existing 46stores increased 13%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased 13% from the same month of previous fiscal year
- ②Total sales for both head office and mail order decreased by 6%.
- ③Total company revenues in March increased by 7%.
- ④⑤⑥Numbers of tires and wheels sold in March decreased by 3%, the average unit price increased by 7%, and total sales decreased by 4%.
- Sales results for parts and accessories increased by 69% and service labor fee increased by 2%.

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)

Visit our website: <http://www.fujicorporation.com/shop/shop/index.aspx>