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Fuji Corporation

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# Monthly Sales Report(April 2019)

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

①Store sales			Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	Total of a month
Existing Stores	Sales (M)	(1M yen)	2,114	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,791	1,428	1,145	2,162	2,262	14,135
	Y/Y (%)	(%)	-4	-8	0	-2	-3	0	3	4	14	2	9	13	4	8
All Stores	Sales(M)	(1M yen)	2,172	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,791	1,429	1,145	2,162	2,262	14,135
	Mail order only	(1M yen)	81	58	51	74	133	248	267	323	506	262	216	254	167	1,731
	Y/Y (%)	(%)	-3	-7	1	-2	-3	0	4	4	14	2	9	13	4	8
②Head office and online sales																
Total	Sales (M)	(1M yen)	955	607	592	640	468	621	1,428	2,062	1,749	718	567	954	898	6,950
	Y/Y (%)	(%)	10	-4	12	22	12	10	39	6	4	-3	-3	-6	-6	0
③Total Company Revenues																
Total	Sales (M)	(1M yen)	3,128	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,541	2,147	1,713	3,117	3,160	21,085
	Y/Y (%)	(%)	1	-6	4	5	1	3	16	5	10	0	5	7	1	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-3	-10	-2	1	-7	0	12	0	6	-7	-7	-3	-4	-1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	5	5	6	3	6	1	2	4	2	6	10	7	3	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	1	-5	3	4	-1	1	14	4	9	-1	2	4	-2	4
Parts and accessories	Y/Y (%)	(%)	-2	1	10	14	29	35	55	53	57	38	69	69	59	58
Service labor	Y/Y (%)	(%)	-3	-17	8	10	2	3	20	1	10	-5	-2	2	-5	2

## ☆Sales Summary☆

- ①April 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 decreased by 6%.
- ③Total company revenues in April increased by 1%.
- ④⑤⑥Numbers of tires and wheels sold in April decreased by 4%, the average unit price increased by 3%, and total sales decreased by 2%.
- Sales results for parts and accessories increased by 59% 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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