



6/5/2019

Fuji Corporation

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

①Store sales			May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Total
Existing Stores	Sales (M)	(1M yen)	1,383	1,110	1,277	1,177	1,366	1,897	3,343	3,791	1,428	1,145	2,162	2,262	1,443	15,579
	Y/Y (%)	(%)	-8	0	-2	-3	0	3	4	14	2	9	13	4	2	7
All Stores	Sales(M)	(1M yen)	1,419	1,139	1,314	1,209	1,410	1,969	3,343	3,791	1,429	1,145	2,162	2,262	1,443	15,579
	Mail order only	(1M yen)	58	51	74	133	248	267	323	506	262	216	254	167	125	1,857
	Y/Y (%)	(%)	-7	1	-2	-3	0	4	4	14	2	9	13	4	2	7
②Head office and online sales																
Total	Sales (M)	(1M yen)	607	592	640	468	621	1,428	2,062	1,749	718	567	954	898	641	7,592
	Y/Y (%)	(%)	-4	12	22	12	10	39	6	4	-3	-3	-6	-6	6	1
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,026	1,732	1,954	1,678	2,032	3,397	5,405	5,541	2,147	1,713	3,117	3,160	2,085	23,171
	Y/Y (%)	(%)	-6	4	5	1	3	16	5	10	0	5	7	1	3	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-10	-2	1	-7	0	12	0	6	-7	-7	-3	-4	-4	-1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	5	6	3	6	1	2	4	2	6	10	7	3	4	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-5	3	4	-1	1	14	4	9	-1	2	4	-2	0	3
Parts and accessories	Y/Y (%)	(%)	1	10	14	29	35	55	53	57	38	69	69	59	50	57
Service labor	Y/Y (%)	(%)	-17	8	10	2	3	20	1	10	-5	-2	2	-5	-2	1

## ☆Sales Summary☆

①May sales result of existing 46stores increased by 2%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year

②Total sales for both head office and mail order increased by 6%.

③Total company revenues in May increased by 3%.

④⑤⑥Numbers of tires and wheels sold in May decreased by 4%, the average unit price increased by 4%, and total sales increased by 0%.

Sales results for parts and accessories increased by 50% and service labor fee decreased by 2%.

As a part of Working-Style reforming, we were closed for 2 days 5th and 6th of May.(29 actual working days, -2 days from the same month of last year)

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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