



7/8/2019

Fuji Corporation

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

①Store sales			Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total
Existing Stores	Sales (M)	(1M yen)	1,110	1,277	1,177	1,366	1,897	3,343	3,791	1,428	1,145	2,162	2,262	1,443	1,323	16,902
	Y/Y (%)	(%)	0	-2	-3	0	3	4	14	2	9	13	4	2	16	8
All Stores	Sales(M)	(1M yen)	1,139	1,314	1,209	1,410	1,969	3,343	3,791	1,429	1,145	2,162	2,262	1,443	1,323	16,902
	Mail order only	(1M yen)	51	74	133	248	267	323	506	262	216	254	167	125	142	2,000
	Y/Y (%)	(%)	1	-2	-3	0	4	4	14	2	9	13	4	2	16	8
②Head office and online sales																
Total	Sales (M)	(1M yen)	592	640	468	621	1,428	2,062	1,749	718	567	954	898	641	571	8,163
	Y/Y (%)	(%)	12	22	12	10	39	6	4	-3	-3	-6	-6	6	-4	1
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,732	1,954	1,678	2,032	3,397	5,405	5,541	2,147	1,713	3,117	3,160	2,085	1,894	25,065
	Y/Y (%)	(%)	4	5	1	3	16	5	10	0	5	7	1	3	9	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-2	1	-7	0	12	0	6	-7	-7	-3	-4	-4	3	-1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	6	3	6	1	2	4	2	6	10	7	3	4	3	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	3	4	-1	1	14	4	9	-1	2	4	-2	0	6	3
Parts and accessories	Y/Y (%)	(%)	10	14	29	35	55	53	57	38	69	69	59	50	67	58
Service labor	Y/Y (%)	(%)	8	10	2	3	20	1	10	-5	-2	2	-5	-2	2	1

☆Sales Summary☆

- ①June sales result of existing 46stores increased by 16%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased by 16% from the same month of previous fiscal year
- ②Total sales for both head office and mail order decreased by -4%.
- ③Total company revenues in June increased by 9%.
- ④⑤⑥Numbers of tires and wheels sold in June increased by 3%, the average unit price increased by 3%, and total sales increased by 6%.
- Sales results for parts and accessories increased by 67% 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)

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