



8/5/2019

Fuji Corporation

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

①Store sales			Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Total
Existing Stores	Sales (M)	(1M yen)	1,277	1,177	1,366	1,897	3,343	3,791	1,428	1,145	2,162	2,262	1,443	1,323	1,580	18,483
	Y/Y (%)	(%)	-2	-3	0	3	4	14	2	9	13	4	2	16	20	9
All Stores	Sales(M)	(1M yen)	1,314	1,209	1,410	1,969	3,343	3,791	1,429	1,145	2,162	2,262	1,443	1,323	1,580	18,483
	Mail order only	(1M yen)	74	133	248	267	323	506	262	216	254	167	125	142	170	2,170
	Y/Y (%)	(%)	-2	-3	0	4	4	14	2	9	13	4	2	16	20	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	640	468	621	1,428	2,062	1,749	718	567	954	898	641	571	795	8,959
	Y/Y (%)	(%)	22	12	10	39	6	4	-3	-3	-6	-6	6	-4	24	2
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,954	1,678	2,032	3,397	5,405	5,541	2,147	1,713	3,117	3,160	2,085	1,894	2,376	27,442
	Y/Y (%)	(%)	5	1	3	16	5	10	0	5	7	1	3	9	22	7
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	1	-7	0	12	0	6	-7	-7	-3	-4	-4	3	21	1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	6	1	2	4	2	6	10	7	3	4	3	-2	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	4	-1	1	14	4	9	-1	2	4	-2	0	6	19	5
Parts and accessories	Y/Y (%)	(%)	14	29	35	55	53	57	38	69	69	59	50	67	77	60
Service labor	Y/Y (%)	(%)	10	2	3	20	1	10	-5	-2	2	-5	-2	2	13	2

☆Sales Summary☆	<p>①July sales result of existing 46stores increased by 20%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&amp;W) and 4stores(5days), increased by 20% from the same month of previous fiscal year, due to special procurement damand before the tax increase and raising a price of tire from this September</p> <p>②Total sales for both head office and mail order increased by 24%.</p> <p>③Total company revenues in July increased by 22%.</p> <p>④⑤⑥Numbers of tires and wheels sold in June increased by 21%, the average unit price decreased by 2%, and total sales increased by 19%.</p> <p>Sales results for parts and accessories increased by 77% and service labor fee increased by 13%.</p>
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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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