



9/5/2019

Fuji Corporation

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

| ①Store sales                  |                          |  | Aug-18 | Sep-18 | Oct-18 | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Apr-19 | May-19 | Jun-19 | Jul-19 | Aug-19 | Total  |
|-------------------------------|--------------------------|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Existing Stores               | Sales (M) (1M yen)       |  | 1,177  | 1,366  | 1,897  | 3,343  | 3,791  | 1,428  | 1,145  | 2,162  | 2,262  | 1,443  | 1,323  | 1,580  | 1,415  | 19,899 |
|                               | Y/Y (%) (%)              |  | -3     | 0      | 3      | 4      | 14     | 2      | 9      | 13     | 4      | 2      | 16     | 20     | 17     | 9      |
| All Stores                    | Sales(M) (1M yen)        |  | 1,209  | 1,410  | 1,969  | 3,343  | 3,791  | 1,429  | 1,145  | 2,162  | 2,262  | 1,443  | 1,323  | 1,580  | 1,415  | 19,899 |
|                               | Mail order only (1M yen) |  | 133    | 248    | 267    | 323    | 506    | 262    | 216    | 254    | 167    | 125    | 142    | 170    | 146    | 2,317  |
|                               | Y/Y (%) (%)              |  | -3     | 0      | 4      | 4      | 14     | 2      | 9      | 13     | 4      | 2      | 16     | 20     | 17     | 9      |
| ②Head office and online sales |                          |  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Total                         | Sales (M) (1M yen)       |  | 468    | 621    | 1,428  | 2,062  | 1,749  | 718    | 567    | 954    | 898    | 641    | 571    | 795    | 679    | 9,638  |
|                               | Y/Y (%) (%)              |  | 12     | 10     | 39     | 6      | 4      | -3     | -3     | -6     | -6     | 6      | -4     | 24     | 45     | 4      |
| ③Total Company Revenues       |                          |  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Total                         | Sales (M) (1M yen)       |  | 1,678  | 2,032  | 3,397  | 5,405  | 5,541  | 2,147  | 1,713  | 3,117  | 3,160  | 2,085  | 1,894  | 2,376  | 2,095  | 29,538 |
|                               | Y/Y (%) (%)              |  | 1      | 3      | 16     | 5      | 10     | 0      | 5      | 7      | 1      | 3      | 9      | 22     | 25     | 8      |
| ④Sales volume                 |                          |  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%) (%)              |  | -7     | 0      | 12     | 0      | 6      | -7     | -7     | -3     | -4     | -4     | 3      | 21     | 16     | 1      |
| ⑤Unit price                   |                          |  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%) (%)              |  | 6      | 1      | 2      | 4      | 2      | 6      | 10     | 7      | 3      | 4      | 3      | -2     | 7      | 4      |
| ⑥Categories                   |                          |  |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%) (%)              |  | -1     | 1      | 14     | 4      | 9      | -1     | 2      | 4      | -2     | 0      | 6      | 19     | 24     | 6      |
| Parts and accessories         | Y/Y (%) (%)              |  | 29     | 35     | 55     | 53     | 57     | 38     | 69     | 69     | 59     | 50     | 67     | 78     | 49     | 59     |
| Service labor                 | Y/Y (%) (%)              |  | 2      | 3      | 20     | 1      | 10     | -5     | -2     | 2      | -5     | -2     | 2      | 13     | 17     | 3      |

## ☆Sales Summary☆

- ①August sales result of existing 46stores increased by 17%, and for total 46 shops, which include 29stores(Special Brand), 13stores(T&W) and 4stores(5days), increased by 17% from the same month of previous fiscal year, due to special procurement demand before the tax increase and raising a price of tire from this September
- ②Total sales for both head office and mail order increased by 45%.
- ③Total company revenues in August increased by 25%.
- ④⑤⑥Numbers of tires and wheels sold in August increased by 16%, the average unit price increased by 7%, and total sales increased by 24%.
- Sales results for parts and accessories increased by 49% and service labor fee increased by 17%.

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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