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Fuji Corporation

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

①Store sales			Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Total
Existing Stores	Sales (M)	(1M yen)	1,366	1,897	3,343	3,791	1,428	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	21,957
	Y/Y (%)	(%)	0	3	4	14	2	9	13	4	2	16	20	17	46	12
All Stores	Sales(M)	(1M yen)	1,410	1,969	3,343	3,791	1,429	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	21,957
	Mail order only	(1M yen)	248	267	323	506	262	216	254	167	125	142	170	146	268	2,586
	Y/Y (%)	(%)	0	4	4	14	2	9	13	4	2	16	20	17	46	12
②Head office and online sales																
Total	Sales (M)	(1M yen)	621	1,428	2,062	1,749	718	567	954	898	641	571	795	679	1,320	10,959
	Y/Y (%)	(%)	10	39	6	4	-3	-3	-6	-6	6	-4	24	45	112	11
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,032	3,397	5,405	5,541	2,147	1,713	3,117	3,160	2,085	1,894	2,376	2,095	3,378	32,916
	Y/Y (%)	(%)	3	16	5	10	0	5	7	1	3	9	22	25	66	12
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	0	12	0	6	-7	-7	-3	-4	-4	3	21	16	73	6
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	1	2	4	2	6	10	7	3	4	3	-2	7	7	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	1	14	4	9	-1	2	4	-2	0	6	19	24	85	11
Parts and accessories	Y/Y (%)	(%)	35	55	53	57	38	69	69	59	50	67	78	49	68	60
Service labor	Y/Y (%)	(%)	3	20	1	10	-5	-2	2	-5	-2	2	13	17	78	8

## ☆Sales Summary☆

①September sales result of existing 46stores increased by 46%, and for total 46 shops, which include 30stores(Special Brand), 12stores(T&W) and 4stores(5days), increased by 46% 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 October.

②Total sales for both head office and mail order increased by 112%.

③Total company revenues in September increased by 66%.

④⑤⑥Numbers of tires and wheels sold in September increased by 73%, the average unit price increased by 7%, and total sales increased by 85%.

Sales results for parts and accessories increased by 68% and service labor fee increased by 78%.

●Renewal opening●Takasaki shop has reopened as Special Brand Takasaki on 06 September 2019.

This figures are non-consolidated financial results. The results are subject to revision due to preliminary results.

★Retail stores★ Total 46 stores: 30 stores(Special Brand), 12 stores(T&W), 4stores(5days)

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