



11/5/2019

Fuji Corporation

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

①Store sales			Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Total
Existing Stores	Sales (M)	(1M yen)	1,897	3,343	3,791	1,428	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	23,484
	Y/Y (%)	(%)	3	4	14	2	9	13	4	2	16	20	17	46	-22	9
All Stores	Sales(M)	(1M yen)	1,969	3,343	3,791	1,429	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	23,484
	Mail order only	(1M yen)	267	323	506	262	216	254	167	125	142	170	146	268	249	2,836
	Y/Y (%)	(%)	4	4	14	2	9	13	4	2	16	20	17	46	-22	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,428	2,062	1,749	718	567	954	898	641	571	795	679	1,320	897	11,856
	Y/Y (%)	(%)	39	6	4	-3	-3	-6	-6	6	-4	24	45	112	-37	5
③Total Company Revenues																
Total	Sales (M)	(1M yen)	3,397	5,405	5,541	2,147	1,713	3,117	3,160	2,085	1,894	2,376	2,095	3,378	2,424	35,341
	Y/Y (%)	(%)	16	5	10	0	5	7	1	3	9	22	25	66	-29	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	12	0	6	-7	-7	-3	-4	-4	3	21	16	73	-39	1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	2	4	2	6	10	7	3	4	3	-2	7	7	17	6
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	14	4	9	-1	2	4	-2	0	6	19	24	85	-28	7
Parts and accessories	Y/Y (%)	(%)	55	53	57	38	69	69	59	50	67	78	49	68	-9	29
Service labor	Y/Y (%)	(%)	20	1	10	-5	-2	2	-5	-2	2	13	17	78	-43	3

☆Sales Summary☆

①October sales result of existing 46stores decreased by 22%, and for total 46 shops, which include 30stores(Special Brand), 12stores(T&W) and 4stores(5days), decreased by 22% from the same month of previous fiscal year, due a huge reactionary fall demand after the tax increase and raising a price of tire from this October.

②Total sales for both head office decreased by 37%.

③Total company revenues in October decreased by 29%.

④⑤⑥Numbers of tires and wheels sold in October decreased by 39%, the average unit price increased by 17%, and total sales decreased by 28%.

Sales results for parts and accessories decreased by 9% and service labor fee decreased by 43%.

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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