



12/6/2019

Fuji Corporation

TEL.022-348-3300 FAX.022-348-3330



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

①Store sales			Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Total
Existing Stores	Sales (M)	(1M yen)	3,343	3,791	1,428	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	2,944
	Y/Y (%)	(%)	4	14	2	9	13	4	2	16	20	17	46	-22	-11	-11
All Stores	Sales(M)	(1M yen)	3,343	3,791	1,429	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	2,944
	Mail order only	(1M yen)	323	506	262	216	254	167	125	142	170	146	268	249	444	444
	Y/Y (%)	(%)	4	14	2	9	13	4	2	16	20	17	46	-22	-11	-11
②Head office and online sales																
Total	Sales (M)	(1M yen)	2,062	1,749	718	567	954	898	641	571	795	679	1,320	897	1,730	1,730
	Y/Y (%)	(%)	6	4	-3	-3	-6	-6	6	-4	24	45	112	-37	-16	-16
③Total Company Revenues																
Total	Sales (M)	(1M yen)	5,405	5,541	2,147	1,713	3,117	3,160	2,085	1,894	2,376	2,095	3,378	2,424	4,674	4,674
	Y/Y (%)	(%)	5	10	0	5	7	1	3	9	22	25	66	-29	-13	-13
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	0	6	-7	-7	-3	-4	-4	3	21	16	73	-39	-17	-17
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	4	2	6	10	7	3	4	3	-2	7	7	17	4	4
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	4	9	-1	2	4	-2	0	6	19	24	85	-28	-13	-13
Parts and accessories	Y/Y (%)	(%)	53	57	38	69	69	59	50	67	78	49	68	-9	24	24
Service labor	Y/Y (%)	(%)	1	10	-5	-2	2	-5	-2	2	13	17	78	-43	-22	-22

☆Sales Summary☆

- ①November sales result of existing 46stores decreased by 11%, and for total 46 shops, which include 31stores(Special Brand), 11stores(T&W) and 4stores(5days), decreased by 11% from the same month of previous fiscal year.
- ②Total sales for both head office decreased by 16%.
- ③Total company revenues in November decreased by 13%.
- ④⑤⑥Numbers of tires and wheels sold in November decreased by 17%, the average unit price increased by 4%, and total sales decreased by 13%.
- Sales results for parts and accessories increased by 24% and service labor fee decreased by 22%.

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

★Retail stores★ Total 46 stores: 31 stores(Special Brand), 11 stores(T&W), 4stores(5days)

Visit our website: <http://www.fujicorporation.com/shop/shop/index.aspx>