



2/5/2020

Fuji Corporation

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Monthly Sales Report(January 2020) (Total revenues: Millions of Yen, Year on year:%)

① Store sales			Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Total
Existing Stores	Sales (M)	(1M yen)	1,428	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	7,572
	Y/Y (%)	(%)	2	9	13	4	2	16	20	17	46	-22	-11	-11	-10	-11
All Stores	Sales(M)	(1M yen)	1,429	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	7,572
	Mail order only	(1M yen)	262	216	254	167	125	142	170	146	268	249	444	612	241	1,298
	Y/Y (%)	(%)	2	9	13	4	2	16	20	17	46	-22	-11	-11	-10	-11
② Head office and online sales																
Total	Sales (M)	(1M yen)	718	567	954	898	641	571	795	679	1,320	897	1,730	1,443	686	3,860
	Y/Y (%)	(%)	-3	-3	-6	-6	6	-4	24	45	112	-37	-16	-17	-4	-15
③ Total Company Revenues																
Total	Sales (M)	(1M yen)	2,147	1,713	3,117	3,160	2,085	1,894	2,376	2,095	3,378	2,424	4,675	4,797	1,961	11,432
	Y/Y (%)	(%)	0	5	7	1	3	9	22	25	66	-29	-13	-13	-8	-12
④ Sales volume																
Tires and wheels	Y/Y (%)	(%)	-7	-7	-3	-4	-4	3	21	16	73	-39	-17	-16	-10	-16
⑤ Unit price																
Tires and wheels	Y/Y (%)	(%)	6	10	7	3	4	3	-2	7	7	17	4	3	2	3
⑥ Categories																
Tires and wheels	Y/Y (%)	(%)	-1	2	4	-2	0	6	19	24	85	-28	-13	-14	-9	-13
Parts and accessories	Y/Y (%)	(%)	38	69	69	59	50	67	78	49	68	-9	24	23	45	29
Service labor	Y/Y (%)	(%)	-5	-2	2	-5	-2	2	13	17	78	-43	-22	-19	-34	-22

☆Sales Summary☆

- ① January sales result of existing 46 stores decreased by 10%, and for total 46 shops, which include 31 stores(Special Brand), 11 stores(T&W) and 4 stores(5days), decreased by 10% from the same month of previous fiscal year.
- ② Total sales for both head office decreased by 4%.
- ③ Total company revenues in January decreased by 8%.
- ④⑤⑥ Numbers of tires and wheels sold in January decreased by 10%, the average unit price increased by 2%, and total sales decreased by 9%. Sales results for parts and accessories increased by 45% and service labor fee decreased by 34%.

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), 4 stores(5days)

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