



3/5/2020

Fuji Corporation

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

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

①Store sales			Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Total
Existing Stores	Sales (M)	(1M yen)	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,141	8,712
	Y/Y (%)	(%)	9	13	4	2	16	20	17	46	-22	-11	-11	-10	1	-9
All Stores	Sales(M)	(1M yen)	1,145	2,162	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,141	8,712
	Mail order only	(1M yen)	216	254	167	125	142	170	146	268	249	444	612	241	242	1,541
	Y/Y (%)	(%)	9	13	4	2	16	20	17	46	-22	-11	-11	-10	1	-9
②Head office and online sales																
Total	Sales (M)	(1M yen)	567	954	898	641	571	795	679	1,320	897	1,730	1,443	686	527	4,387
	Y/Y (%)	(%)	-3	-6	-6	6	-4	24	45	112	-37	-16	-17	-4	-7	-14
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,713	3,117	3,160	2,085	1,894	2,376	2,095	3,378	2,424	4,675	4,797	1,961	1,668	13,100
	Y/Y (%)	(%)	5	7	1	3	9	22	25	66	-29	-13	-13	-8	-2	-11
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-7	-3	-4	-4	3	21	16	73	-39	-17	-16	-10	-5	-14
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	10	7	3	4	3	-2	7	7	17	4	3	2	2	3
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	2	4	-2	0	6	19	24	85	-28	-13	-14	-9	-3	-12
Parts and accessories	Y/Y (%)	(%)	69	69	59	50	67	78	49	68	-9	24	23	45	27	28
Service labor	Y/Y (%)	(%)	-2	2	-5	-2	2	13	17	78	-43	-22	-19	-34	-20	-22

☆Sales Summary☆

- ①February sales result of existing 46stores increased by 1%, and for total 46 shops, which include 31stores(Special Brand), 11stores(T&W) and 4stores(5days), increased by 1% from the same month of previous fiscal year.
- ②Total sales for both head office decreased by 7%.
- ③Total company revenues in February decreased by 2%.
- ④⑤⑥Numbers of tires and wheels sold in February decreased by 5%, the average unit price increased by 2%, and total sales decreased by 3%.
- Sales results for parts and accessories increased by 27% and service labor fee decreased by 20%.

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>