



5/7/2020

Fuji Corporation

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



Monthly Sales Report(April 2020)

(Total revenues: Millions of Yen, Year on year:%)

①Store sales			Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	Total
Existing Stores	Sales (M)	(1M yen)	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,938	12,613
	Y/Y (%)	(%)	4	2	16	20	17	46	-22	-11	-11	-10	0	-7	-12	-9
All Stores	Sales(M)	(1M yen)	2,262	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,967	12,642
	Mail order only	(1M yen)	167	125	142	170	146	268	249	444	612	241	242	339	259	2,140
	Y/Y (%)	(%)	4	2	16	20	17	46	-22	-11	-11	-10	0	-7	-11	-9
②Head office and online sales																
Total	Sales (M)	(1M yen)	898	641	571	795	679	1,320	897	1,730	1,443	686	527	901	829	6,118
	Y/Y (%)	(%)	-6	6	-4	24	45	112	-37	-16	-17	-4	-7	-6	-8	-12
③Total Company Revenues																
Total	Sales (M)	(1M yen)	3,160	2,085	1,894	2,376	2,095	3,378	2,424	4,675	4,797	1,961	1,656	2,876	2,796	18,760
	Y/Y (%)	(%)	1	3	9	22	25	66	-29	-13	-13	-8	-3	-6	-10	-10
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-4	-4	3	21	16	73	-39	-17	-16	-10	-5	-5	-7	-12
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	4	3	-2	7	7	17	4	3	2	2	-2	-3	2
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-2	0	6	19	24	85	-28	-13	-14	-9	-3	-6	-10	-10
Parts and accessories	Y/Y (%)	(%)	59	50	67	78	49	68	-9	24	23	45	28	12	8	21
Service labor	Y/Y (%)	(%)	-5	-2	2	13	17	78	-43	-22	-19	-34	-31	-22	-27	-24

☆Sales Summary☆

- ①April sales result of existing 46stores decreased by 12%, and for total 47 shops, which include 32stores(Special Brand), 10stores(T&W) and 4stores(5days), decreased by 11% from the same month of previous fiscal year.
- ②Total sales for both head office decreased by 8%.
- ③Total company revenues in April decreased by 10%.
- ④⑤⑥Numbers of tires and wheels sold in April decreased by 7%, the average unit price decreased by 3%, and total sales decreased by 10%.
- Sales results for parts and accessories increased by 8% and service labor fee decreased by 27%.

●New Shop Opened●Special Shop Shirakawa has opened in Shirakawa-shi, Fukushima on 3rd, April, 2020.

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

★Retail stores★ Total 47 stores: 33 stores(Special Brand), 10 stores(T&W), 4stores(5days)

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