



6/8/2020

Fuji Corporation

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Monthly Sales Report(May 2020)

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

① Store sales			May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Total
Existing Stores	Sales (M)	(1M yen)	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,938	1,498	14,111
	Y/Y (%)	(%)	2	16	20	17	46	-22	-11	-11	-10	0	-7	-12	6	-8
All Stores	Sales(M)	(1M yen)	1,443	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,967	1,514	14,157
	Mail order only	(1M yen)	125	142	170	146	268	249	444	612	241	242	339	259	230	2,371
	Y/Y (%)	(%)	2	16	20	17	46	-22	-11	-11	-10	0	-7	-11	7	-8
② Head office and online sales																
Total	Sales (M)	(1M yen)	641	571	795	679	1,320	897	1,730	1,443	686	527	901	829	598	6,717
	Y/Y (%)	(%)	6	-4	24	45	112	-37	-16	-17	-4	-7	-6	-8	-7	-12
③ Total Company Revenues																
Total	Sales (M)	(1M yen)	2,085	1,894	2,376	2,095	3,378	2,424	4,675	4,797	1,961	1,656	2,876	2,797	2,113	20,874
	Y/Y (%)	(%)	3	9	22	25	66	-29	-13	-13	-8	-3	-6	-10	3	-9
④ Sales volume																
Tires and wheels	Y/Y (%)	(%)	-4	3	21	16	73	-39	-17	-16	-10	-5	-5	-7	7	-11
⑤ Unit price																
Tires and wheels	Y/Y (%)	(%)	4	3	-2	7	7	17	4	3	2	2	-2	-3	-4	2
⑥ Categories																
Tires and wheels	Y/Y (%)	(%)	0	6	19	24	85	-28	-13	-14	-9	-3	-6	-10	3	-9
Parts and accessories	Y/Y (%)	(%)	50	67	78	49	68	-9	24	23	45	28	12	8	18	21
Service labor	Y/Y (%)	(%)	-2	2	13	17	78	-43	-22	-19	-34	-31	-22	-27	-13	-23

☆ Sales Summary ☆

① May sales result of existing 47 stores increased by 6%, and for total 47 shops, which include 33 stores (Special Brand), 10 stores (T&W) and 4 stores (5days), increased by 7% from the same month of previous fiscal year.

② Total sales for both head office decreased by 7%.

③ Total company revenues in May increased by 3%.

④⑤⑥ Numbers of tires and wheels sold in May increased by 7%, the average unit price decreased by 4%, and total sales increased by 3%.

Sales results for parts and accessories increased by 18% and service labor fee decreased by 13%.

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), 4 stores (5days)

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