



7/6/2020

Fuji Corporation

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Monthly Sales Report(June 2020)

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

①Store sales			Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total
Existing Stores	Sales (M)	(1M yen)	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,938	1,498	1,548	15,657
	Y/Y (%)	(%)	16	20	17	46	-22	-11	-11	-10	0	-7	-12	6	19	-6
All Stores	Sales(M)	(1M yen)	1,323	1,580	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,967	1,514	1,573	15,727
	Mail order only	(1M yen)	142	170	146	268	249	444	612	241	242	339	259	230	272	2,643
	Y/Y (%)	(%)	16	20	17	46	-22	-11	-11	-10	0	-7	-11	7	21	-5
②Head office and online sales																
Total	Sales (M)	(1M yen)	571	795	679	1,320	897	1,730	1,443	686	527	901	829	598	740	7,457
	Y/Y (%)	(%)	-4	24	45	112	-37	-16	-17	-4	-7	-6	-8	-7	30	-9
③Total Company Revenues																
Total	Sales (M)	(1M yen)	1,894	2,376	2,095	3,378	2,424	4,675	4,797	1,961	1,656	2,876	2,797	2,113	2,313	23,184
	Y/Y (%)	(%)	9	22	25	66	-29	-13	-13	-8	-3	-6	-10	3	24	-6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	3	21	16	73	-39	-17	-16	-10	-5	-5	-7	7	35	-8
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	-2	7	7	17	4	3	2	2	-2	-3	-4	-7	1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	6	19	24	85	-28	-13	-14	-9	-3	-6	-10	3	25	-7
Parts and accessories	Y/Y (%)	(%)	67	78	49	68	-9	24	23	45	28	12	8	18	31	22
Service labor	Y/Y (%)	(%)	2	13	17	78	-43	-22	-19	-34	-31	-22	-27	-13	2	-21

☆Sales Summary☆

- ①June sales result of existing 46stores increased by 19%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 21% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 30%.
- ③Total company revenues in June increased by 24%.
- ④⑤⑥Numbers of tires and wheels sold in June increased by 35%, the average unit price decreased by 7%, and total sales increased by 25%.
Sales results for parts and accessories increased by 31% and service labor fee increased by 2%.

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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