



8/5/2020

Fuji Corporation

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# Monthly Sales Report(July 2020)

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

| ①Store sales                  |                 |          | Jul-19 | Aug-19 | Sep-19 | Oct-19 | Nov-19 | Dec-19 | Jan-20 | Feb-20 | Mar-20 | Apr-20 | May-20 | Jun-20 | Jul-20 | Total  |
|-------------------------------|-----------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Existing Stores               | Sales (M)       | (1M yen) | 1,580  | 1,415  | 2,058  | 1,527  | 2,944  | 3,353  | 1,275  | 1,128  | 1,975  | 1,938  | 1,495  | 1,548  | 1,612  | 17,269 |
|                               | Y/Y (%)         | (%)      | 20     | 17     | 46     | -22    | -11    | -11    | -10    | 0      | -7     | -12    | 6      | 19     | 5      | -5     |
| All Stores                    | Sales(M)        | (1M yen) | 1,580  | 1,415  | 2,058  | 1,527  | 2,944  | 3,353  | 1,275  | 1,128  | 1,975  | 1,967  | 1,511  | 1,572  | 1,631  | 17,358 |
|                               | Mail order only | (1M yen) | 170    | 146    | 268    | 249    | 444    | 612    | 241    | 242    | 339    | 259    | 229    | 273    | 282    | 2,926  |
|                               | Y/Y (%)         | (%)      | 20     | 17     | 46     | -22    | -11    | -11    | -10    | 0      | -7     | -11    | 7      | 21     | 6      | -4     |
| ②Head office and online sales |                 |          |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Total                         | Sales (M)       | (1M yen) | 795    | 679    | 1,320  | 897    | 1,730  | 1,443  | 686    | 527    | 901    | 829    | 598    | 740    | 834    | 8,292  |
|                               | Y/Y (%)         | (%)      | 24     | 45     | 112    | -37    | -16    | -17    | -4     | -7     | -6     | -8     | -7     | 30     | 5      | -7     |
| ③Total Company Revenues       |                 |          |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Total                         | Sales (M)       | (1M yen) | 2,376  | 2,095  | 3,378  | 2,424  | 4,675  | 4,797  | 1,961  | 1,656  | 2,876  | 2,797  | 2,110  | 2,313  | 2,466  | 25,651 |
|                               | Y/Y (%)         | (%)      | 22     | 25     | 66     | -29    | -13    | -13    | -8     | -3     | -6     | -10    | 3      | 24     | 6      | -5     |
| ④Sales volume                 |                 |          |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%)         | (%)      | 21     | 16     | 73     | -39    | -17    | -16    | -10    | -5     | -5     | -7     | 7      | 35     | 10     | -6     |
| ⑤Unit price                   |                 |          |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%)         | (%)      | -2     | 7      | 7      | 17     | 4      | 3      | 2      | 2      | -2     | -3     | -4     | -7     | -3     | 1      |
| ⑥Categories                   |                 |          |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| Tires and wheels              | Y/Y (%)         | (%)      | 19     | 24     | 85     | -28    | -13    | -14    | -9     | -3     | -6     | -10    | 3      | 25     | 6      | -6     |
| Parts and accessories         | Y/Y (%)         | (%)      | 78     | 49     | 68     | -9     | 24     | 23     | 45     | 28     | 12     | 8      | 17     | 31     | 23     | 22     |
| Service labor                 | Y/Y (%)         | (%)      | 13     | 17     | 78     | -43    | -22    | -19    | -34    | -31    | -22    | -27    | -13    | 2      | -20    | -21    |

☆Sales Summary☆

- ①July sales result of existing 46stores increased by 5%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 6% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 5%.
- ③Total company revenues in July increased by 6%.
- ④⑤⑥Numbers of tires and wheels sold in July increased by 10%, the average unit price decreased by 3%, and total sales increased by 6%.  
Sales results for parts and accessories increased by 23% 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 47 stores: 33 stores(Special Brand), 10 stores(T&W), 4stores(5days)

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