



9/7/2020

Fuji Corporation

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

①Store sales			Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Total
Existing Stores	Sales (M)	(1M yen)	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,938	1,495	1,548	1,613	1,444	18,714
	Y/Y (%)	(%)	17	46	-22	-11	-11	-10	0	-7	-12	6	19	5	4	-4
All Stores	Sales(M)	(1M yen)	1,415	2,058	1,527	2,944	3,353	1,275	1,128	1,975	1,967	1,511	1,572	1,632	1,467	18,827
	Mail order only	(1M yen)	146	268	249	444	612	241	242	339	259	229	273	283	218	3,145
	Y/Y (%)	(%)	17	46	-22	-11	-11	-10	0	-7	-11	7	21	6	6	-4
②Head office and online sales																
Total	Sales (M)	(1M yen)	679	1,320	897	1,730	1,443	686	527	901	829	598	740	842	666	8,966
	Y/Y (%)	(%)	45	112	-37	-16	-17	-4	-7	-6	-8	-7	30	6	-2	-7
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,095	3,378	2,424	4,675	4,797	1,961	1,656	2,876	2,797	2,110	2,313	2,474	2,134	27,793
	Y/Y (%)	(%)	25	66	-29	-13	-13	-8	-3	-6	-10	3	24	6	3	-5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	16	73	-39	-17	-16	-10	-5	-5	-7	7	35	10	6	-6
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	7	7	17	4	3	2	2	-2	-3	-4	-7	-3	-1	1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	24	85	-28	-13	-14	-9	-3	-6	-10	3	25	6	4	-5
Parts and accessories	Y/Y (%)	(%)	49	68	-9	24	23	45	28	12	8	17	31	27	31	23
Service labor	Y/Y (%)	(%)	17	78	-43	-22	-19	-34	-31	-22	-27	-13	2	-20	-29	-21

☆Sales Summary☆

- ①August sales result of existing 46stores increased by 4%, 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 decreased by 2%.
- ③Total company revenues in August increased by 3%.
- ④⑤⑥Numbers of tires and wheels sold in August increased by 6%, the average unit price decreased by 1%, and total sales increased by 4%.
Sales results for parts and accessories increased by 31% and service labor fee decreased by 29%.

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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