



11/5/2020

Fuji Corporation

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

①Store sales			Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Total
Existing Stores	Sales (M)	(1M yen)	1,527	2,944	3,353	1,275	1,128	1,975	1,938	1,495	1,548	1,613	1,445	1,474	2,236	22,426
	Y/Y (%)	(%)	-22	-11	-11	-10	0	-7	-12	6	19	5	5	-28	46	-5
All Stores	Sales(M)	(1M yen)	1,527	2,944	3,353	1,275	1,128	1,975	1,967	1,511	1,572	1,632	1,467	1,497	2,281	22,605
	Mail order only	(1M yen)	249	444	612	241	242	339	259	229	273	283	218	303	431	3,882
	Y/Y (%)	(%)	-22	-11	-11	-10	0	-7	-11	7	21	6	6	-27	49	-4
②Head office and online sales																
Total	Sales (M)	(1M yen)	897	1,730	1,443	686	527	901	829	598	740	842	673	892	1,780	11,646
	Y/Y (%)	(%)	-37	-16	-17	-4	-7	-6	-8	-7	30	6	-1	-33	98	-2
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,424	4,675	4,797	1,961	1,656	2,876	2,797	2,110	2,313	2,474	2,141	2,389	4,061	34,252
	Y/Y (%)	(%)	-29	-13	-13	-8	-3	-6	-10	3	24	6	4	-29	68	-3
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-39	-17	-16	-10	-5	-5	-7	7	35	10	6	-35	85	-3
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	17	4	3	2	2	-2	-3	-4	-7	-3	-1	-1	-9	-1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-28	-13	-14	-9	-3	-6	-10	3	25	6	4	-36	68	-3
Parts and accessories	Y/Y (%)	(%)	-9	24	23	45	28	12	8	17	31	27	36	-5	55	23
Service labor	Y/Y (%)	(%)	-43	-22	-19	-34	-31	-22	-27	-13	2	-20	-29	-60	67	-20

☆Sales Summary☆

- ①October sales result of existing 46stores increased by 46%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 49% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 98%.
- ③Total company revenues in October increased by 68%.
- ④⑤⑥Numbers of tires and wheels sold in October increased by 85%, the average unit price decreased by 9%, and total sales increased by 68%.
- Sales results for parts and accessories increased by 53% and service labor fee increased by 67%.

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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