



12/4/2020

Fuji Corporation

TEL.022-348-3300 FAX.022-348-3330



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

①Store sales			Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Total
Existing Stores	Sales (M)	(1M yen)	2,944	3,353	1,275	1,128	1,975	1,938	1,495	1,548	1,613	1,445	1,474	2,246	3,439	3,439
	Y/Y (%)	(%)	-11	-11	-10	0	-7	-12	6	19	5	5	-28	47	17	17
All Stores	Sales(M)	(1M yen)	2,944	3,353	1,275	1,128	1,975	1,967	1,511	1,572	1,632	1,467	1,497	2,290	3,493	3,493
	Mail order only	(1M yen)	444	612	241	242	339	259	229	273	283	218	303	431	368	368
	Y/Y (%)	(%)	-11	-11	-10	0	-7	-11	7	21	6	6	-27	50	19	19
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,730	1,443	686	527	901	829	598	740	842	673	892	1,780	2,235	2,235
	Y/Y (%)	(%)	-16	-17	-4	-7	-6	-8	-7	30	6	-1	-33	98	29	29
③Total Company Revenues																
Total	Sales (M)	(1M yen)	4,675	4,797	1,961	1,656	2,876	2,797	2,110	2,313	2,474	2,141	2,389	4,070	5,728	5,728
	Y/Y (%)	(%)	-13	-13	-8	-3	-6	-10	3	24	6	4	-29	68	23	23
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-17	-16	-10	-5	-5	-7	7	35	10	6	-35	85	24	24
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	4	3	2	2	-2	-3	-4	-7	-3	-1	-1	-9	-1	-1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-13	-14	-9	-3	-6	-10	3	25	6	4	-36	68	22	22
Parts and accessories	Y/Y (%)	(%)	24	23	45	28	12	8	17	31	27	36	-5	61	22	22
Service labor	Y/Y (%)	(%)	-22	-19	-34	-31	-22	-27	-13	2	-20	-29	-60	67	25	25

☆Sales Summary☆

- ①November sales result of existing 46stores increased by 17%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 19% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 29%.
- ③Total company revenues in November increased by 23%.
- ④⑤⑥Numbers of tires and wheels sold in November increased by 24%, the average unit price decreased by 1%, and total sales increased by 22%.
Sales results for parts and accessories increased by 22% and service labor fee increased by 25%.

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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