



1/6/2021

Fuji Corporation

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

①Store sales			Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Total
Existing Stores	Sales (M)	(1M yen)	3,353	1,275	1,128	1,975	1,938	1,495	1,548	1,613	1,445	1,474	2,246	3,437	3,664	7,101
	Y/Y (%)	(%)	-11	-10	0	-7	-12	6	19	5	5	-28	47	17	9	13
All Stores	Sales(M)	(1M yen)	3,353	1,275	1,128	1,975	1,967	1,511	1,572	1,632	1,467	1,497	2,290	3,491	3,722	7,214
	Mail order only	(1M yen)	612	241	242	339	259	229	273	283	218	303	431	368	700	1,068
	Y/Y (%)	(%)	-11	-10	0	-7	-11	7	21	6	6	-27	50	19	11	15
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,443	686	527	901	829	598	740	842	673	892	1,780	2,244	1,734	3,978
	Y/Y (%)	(%)	-17	-4	-7	-6	-8	-7	30	6	-1	-33	98	30	20	25
③Total Company Revenues																
Total	Sales (M)	(1M yen)	4,797	1,961	1,656	2,876	2,797	2,110	2,313	2,474	2,141	2,389	4,070	5,736	5,456	11,193
	Y/Y (%)	(%)	-13	-8	-3	-6	-10	3	24	6	4	-29	68	23	14	18
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-16	-10	-5	-5	-7	7	35	10	6	-35	85	24	17	20
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	2	2	-2	-3	-4	-7	-3	-1	-1	-9	-1	-2	-2
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	-14	-9	-3	-6	-10	3	25	6	4	-36	68	22	14	18
Parts and accessories	Y/Y (%)	(%)	23	45	28	12	8	17	31	27	36	-5	61	27	18	22
Service labor	Y/Y (%)	(%)	-19	-34	-31	-22	-27	-13	2	-20	-29	-60	67	25	7	16

☆Sales Summary☆

- ①December sales result of existing 46stores increased by 9%, and for total 47 shops, which include 33stores(Special Brand), 10stores(T&W) and 4stores(5days), increased by 11% from the same month of previous fiscal year.
- ②Total sales for both head office increased by 20%.
- ③Total company revenues in December increased by 14%.
- ④⑤⑥Numbers of tires and wheels sold in December increased by 17%, the average unit price decreased by 2%, and total sales increased by 14%.
- Sales results for parts and accessories increased by 18% and service labor fee increased by 7%.

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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