6/7/2021

Fuji Corporation
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Monthly Sales Report(April 2021)

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

①Store sales			May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Total
Existing Stores	Sales (M)	(1M yen)	1,495	1,548	1,613	1,445	1,474	2,246	3,437	3,663	1,533	1,191	2,142	2,346	1,547	15,862
	Y/Y (%)	(%)	6	19	5	5	-28	47	17	9	20	6	8	21	4	12
All Stores	Sales(M)	(1M yen)	1,511	1,572	1,632	1,467	1,497	2,290	3,491	3,722	1,557	1,210	2,177	2,392	1,568	16,119
	Mail order only	(1M yen)	229	273	283	218	303	431	368	700	378	254	394	364	233	2,692
	Y/Y (%)	(%)	7	21	6	6	-27	50	19	11	22	7	10	22	4	14
②Head office and online sales																
Total	Sales (M)	(1M yen)	598	740	842	673	892	1,780	2,244	1,734	893	710	1,250	1,324	854	9,032
	Y/Y (%)	(%)	-7	30	6	-1	-33	98	30	20	30	35	39	62	43	34
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,110	2,313	2,474	2,141	2,389	4,070	5,736	5,456	2,450	1,920	3,428	3,735	2,423	25,151
	Y/Y (%)	(%)	3	24	6	4	-29	68	23	14	25	16	19	34	15	21
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	7	35	10	6	-35	85	24	17	28	17	26	42	14	24
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-4	-7	-3	-1	-1	-9	-1	-2	-2	-2	-5	-6	1	-3
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	3	25	6	4	-36	68	22	14	24	15	19	33	16	20
Parts and accessories	Y/Y (%)	(%)	17	31	27	36	-5	61	27	18	32	31	32	37	25	28
Service labor	Y/Y (%)	(%)	-13	2	-20	-29	-60	67	25	7	25	5	10	33	-7	15

☆Sales Summary☆

①May sales result of existing 46stores increased by 4%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 4% from the same month of previous fiscal year.

②Total sales for both head office increased by 43%.

③Total company revenues in May increased by 15%.

④⑤⑥Numbers of tires and wheels sold in May increased by 14%, the average unit price increased by 1%, and total sales increased by 16%.
Sales results for parts and accessories increased by 25% and service labor fee decreased by 7%.

This figures are non-consolidated financial results. The results are subject to revision due to preliminary results.

★Retail stores★ Total 47 stores: 34 stores(Special Brand), 9 stores(T&W), 4stores(5days)

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