



10/5/2021

Fuji Corporation

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



Monthly Sales Report(September 2021) (Total revenues: Millions of Yen, Year on year:%)

① Store sales			Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Total
Existing Stores	Sales (M)	(1M yen)	1,474	2,246	3,437	3,663	1,533	1,191	2,142	2,346	1,547	1,428	1,472	1,200	1,656	21,620
	Y/Y (%)	(%)	-28	47	17	9	20	6	8	21	4	-8	-9	-17	12	7
All Stores	Sales(M)	(1M yen)	1,497	2,290	3,491	3,722	1,557	1,210	2,177	2,392	1,568	1,449	1,492	1,225	1,689	21,976
	Mail order only	(1M yen)	303	431	368	700	378	254	394	364	232	245	267	227	486	3,920
	Y/Y (%)	(%)	-27	50	19	11	22	7	10	22	4	-8	-9	-17	13	8
② Head office and online sales																
Total	Sales (M)	(1M yen)	892	1,780	2,244	1,734	893	710	1,250	1,324	854	764	874	751	1,036	12,469
	Y/Y (%)	(%)	-33	98	30	20	30	35	39	62	43	3	5	12	16	26
③ Total Company Revenues																
Total	Sales (M)	(1M yen)	2,389	4,070	5,736	5,456	2,450	1,920	3,428	3,735	2,423	2,214	2,377	1,977	2,725	34,446
	Y/Y (%)	(%)	-29	68	23	14	25	16	19	34	15	-4	-4	-8	14	14
④ Sales volume																
Tires and wheels	Y/Y (%)	(%)	-35	85	24	16	27	17	25	42	14	-4	-2	-5	16	17
⑤ Unit price																
Tires and wheels	Y/Y (%)	(%)	-1	-9	-1	-2	-3	-2	-6	-6	1	-1	-3	-4	-1	-3
⑥ Categories																
Tires and wheels	Y/Y (%)	(%)	-36	68	22	14	24	14	18	33	15	-5	-5	-9	15	14
Parts and accessories	Y/Y (%)	(%)	-5	61	27	18	32	31	32	37	25	8	11	11	12	21
Service labor	Y/Y (%)	(%)	-60	67	27	11	37	16	19	33	5	-12	-5	-18	7	12

☆ Sales Summary ☆

- ① Septemer sales result of existing 46stores increased by 12%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 13% from the same month of previous fiscal year.
- ② Total sales for both head office increased by 16%.
- ③ Total company revenues in September increased by 14%.
- ④⑤⑥ Numbers of tires and wheels sold in September increased by 16%, the average unit price was decreased by 1%, and total sales increased by 15%.
- Sales results for parts and accessories increased by 12% and service labor fee increased by 7%.
- The number of year-to-year comparison changes from July in 2021 monthly report, due to amendment of tabulation categories of performanc of flat-tire guarantee service .

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)

Visit our website: <http://www.fujicorporation.com/shop/shop/index.aspx>