



1/11/2022

Fuji Corporation

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



Monthly Sales Report(December 2021)

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

①Store sales			Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
Existing Stores	Sales (M)	(1M yen)	3,663	1,533	1,191	2,142	2,346	1,547	1,428	1,472	1,200	1,657	2,351	3,656	3,781	7,438
	Y/Y (%)	(%)	9	20	6	8	21	4	-8	-9	-17	12	5	5	2	3
All Stores	Sales(M)	(1M yen)	3,721	1,557	1,210	2,177	2,392	1,568	1,449	1,492	1,225	1,689	2,413	3,656	3,781	7,438
	Mail order only	(1M yen)	700	378	254	394	364	232	245	267	227	486	555	632	918	1,550
	Y/Y (%)	(%)	11	22	7	10	22	4	-8	-9	-17	13	5	5	2	3
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,735	893	710	1,250	1,324	854	764	884	751	1,042	2,003	2,527	1,985	4,513
	Y/Y (%)	(%)	20	30	35	39	62	43	3	5	12	17	13	13	14	13
③Total Company Revenues																
Total	Sales (M)	(1M yen)	5,456	2,450	1,920	3,428	3,735	2,423	2,214	2,377	1,977	2,732	4,416	6,184	5,767	11,951
	Y/Y (%)	(%)	14	25	16	19	34	15	-4	-4	-8	14	9	8	6	7
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	-	-	-	-45	-55	-100
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	-	-	-	6,139	5,711	11,851
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	16	27	17	25	42	14	-4	-2	-5	16	9	5	-1	2
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-2	-3	-2	-6	-6	1	-1	-3	-4	-1	0	3	7	5
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	14	24	14	18	33	15	-5	-5	-9	15	9	8	6	7
Parts and accessories	Y/Y (%)	(%)	18	32	31	32	37	25	8	11	11	15	11	17	16	17
Service labor	Y/Y (%)	(%)	11	37	16	19	33	5	-12	-5	-18	7	-2	-2	-3	-3

☆Sales Summary☆

①December sales result of existing 47stores increased by 2%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year,

②Total sales for both head office increased by 14%.

③Total company revenues in December increased by 6%.

④⑤⑥Numbers of tires and wheels sold in December decreased by 1%, the average unit price was increased by 7% and total sales increased by 6%.

Sales results for parts and accessories increased by 16% and service labor fee decreased by 3%.

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 .

From the beginning of the financial year 2022 (November 2022), the Group has adopted the "Accounting Standard for Revenue Recognition"

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>