



2/14/2022

Fuji Monthly Sales Report(January 2022)

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

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

| ①Store sales | | | Jan-21 | Feb-21 | Mar-21 | Apr-21 | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Total |
|-------------------------------|--|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Existing Stores | Sales (M) | (1M yen) | 1,533 | 1,191 | 2,142 | 2,346 | 1,547 | 1,428 | 1,472 | 1,200 | 1,657 | 2,351 | 3,656 | 3,781 | 1,711 | 9,150 |
| | Y/Y (%) | (%) | 20 | 6 | 8 | 21 | 4 | -8 | -9 | -17 | 12 | 5 | 5 | 2 | 10 | 4 |
| All Stores | Sales(M) | (1M yen) | 1,557 | 1,210 | 2,177 | 2,392 | 1,568 | 1,449 | 1,492 | 1,225 | 1,689 | 2,413 | 3,656 | 3,781 | 1,711 | 9,150 |
| | Mail order only | (1M yen) | 378 | 254 | 394 | 364 | 232 | 245 | 267 | 227 | 486 | 555 | 632 | 917 | 471 | 2,021 |
| | Y/Y (%) | (%) | 22 | 7 | 10 | 22 | 4 | -8 | -9 | -17 | 13 | 5 | 5 | 2 | 10 | 4 |
| ②Head office and online sales | | | | | | | | | | | | | | | | |
| Total | Sales (M) | (1M yen) | 893 | 710 | 1,250 | 1,324 | 854 | 764 | 884 | 751 | 1,042 | 2,003 | 2,527 | 1,984 | 996 | 5,508 |
| | Y/Y (%) | (%) | 30 | 35 | 39 | 62 | 43 | 3 | 5 | 12 | 17 | 13 | 13 | 14 | 11 | 13 |
| ③Total Company Revenues | | | | | | | | | | | | | | | | |
| Total | Sales (M) | (1M yen) | 2,450 | 1,920 | 3,428 | 3,735 | 2,423 | 2,214 | 2,377 | 1,977 | 2,732 | 4,416 | 6,184 | 5,765 | 2,708 | 14,658 |
| | Y/Y (%) | (%) | 25 | 16 | 19 | 34 | 15 | -4 | -4 | -8 | 14 | 9 | 8 | 6 | 10 | 7 |
| | Effect of applying the revenue recognition standard | (1M yen) | - | - | - | - | - | - | - | - | - | - | -45 | -51 | -38 | -135 |
| | Sales after applying of revenue recognition standard | (1M yen) | - | - | - | - | - | - | - | - | - | - | 6,139 | 5,714 | 2,669 | 14,523 |
| ④Sales volume | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 27 | 17 | 25 | 42 | 14 | -4 | -2 | -5 | 16 | 9 | 5 | -1 | 1 | 2 |
| ⑤Unit price | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | -3 | -2 | -6 | -6 | 1 | -1 | -3 | -4 | -1 | 0 | 3 | 7 | 9 | 5 |
| ⑥Categories | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 24 | 14 | 18 | 33 | 15 | -5 | -5 | -9 | 15 | 9 | 8 | 6 | 11 | 8 |
| Parts and accessories | Y/Y (%) | (%) | 32 | 31 | 32 | 37 | 25 | 8 | 11 | 11 | 15 | 11 | 17 | 16 | 16 | 16 |
| Service labor | Y/Y (%) | (%) | 37 | 16 | 19 | 33 | 5 | -12 | -5 | -18 | 7 | -2 | -2 | -3 | 2 | -2 |

☆Sales Summary☆

①January sales result of existing 47stores increased by 10%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 10% from the same month of previous fiscal year,

②Total sales for both head office increased by 11%.

③Total company revenues in January increased by 10%.

④⑤⑥Numbers of tires and wheels sold in January increased by 1%, the average unit price was increased by 9% and total sales increased by 11%.

Sales results for parts and accessories increased by 16% and service labor fee increased by 2%.

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>