



3/9/2022

Fuji Monthly Sales Report(February 2022)

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

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

①Store sales			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Existing Stores	Sales (M)	(1M yen)	1,191	2,142	2,346	1,547	1,428	1,472	1,200	1,657	2,351	3,656	3,781	1,711	1,343	10,492
	Y/Y (%)	(%)	6	8	21	4	-8	-9	-17	12	5	5	2	10	11	5
All Stores	Sales(M)	(1M yen)	1,210	2,177	2,392	1,568	1,449	1,492	1,225	1,689	2,413	3,656	3,781	1,711	1,343	10,492
	Mail order only	(1M yen)	254	394	364	232	245	267	227	486	555	632	917	471	319	2,340
	Y/Y (%)	(%)	7	10	22	4	-8	-9	-17	13	5	5	2	10	11	5
②Head office and online sales			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Total	Sales (M)	(1M yen)	710	1,250	1,324	854	764	884	751	1,042	2,003	2,527	1,984	996	779	6,288
	Y/Y (%)	(%)	35	39	62	43	3	5	12	17	13	13	14	11	10	13
③Total Company Revenues			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Total	Sales (M)	(1M yen)	1,920	3,428	3,735	2,423	2,214	2,377	1,977	2,732	4,416	6,184	5,765	2,708	2,123	16,781
	Y/Y (%)	(%)	16	19	34	15	-4	-4	-8	14	9	8	6	10	11	8
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	-	-45	-51	-38	-23	-158
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	-	6,139	5,714	2,669	2,099	16,622
④Sales volume			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Tires and wheels	Y/Y (%)	(%)	17	25	42	14	-4	-2	-5	16	9	5	-1	1	5	2
⑤Unit price			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Tires and wheels	Y/Y (%)	(%)	-2	-6	-6	1	-1	-3	-4	-1	0	3	7	9	6	6
⑥Categories			Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Total
Tires and wheels	Y/Y (%)	(%)	14	18	33	15	-5	-5	-9	15	9	8	6	11	11	8
Parts and accessories	Y/Y (%)	(%)	31	32	37	25	8	11	11	15	11	17	16	16	6	14
Service labor	Y/Y (%)	(%)	16	19	33	5	-12	-5	-18	7	-2	-2	-3	2	8	-1

☆Sales Summary☆

- ①February sales result of existing 47stores increased by 11%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 11% from the same month of previous fiscal year.
 - ②Total sales for both head office increased by 10%.
 - ③Total company revenues in February increased by 11%.
 - ④⑤⑥Numbers of tires and wheels sold in February increased by 5%, the average unit price was increased by 6% and total sales increased by 11%.
- Sales results for parts and accessories increased by 6% and service labor fee increased by 8%.
- 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)

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