



4/11/2022

Fuji Monthly Sales Report(March 2022)

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

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①Store sales			Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Total
Existing Stores	Sales (M)	(1M yen)	2,142	2,346	1,547	1,428	1,472	1,200	1,657	2,351	3,656	3,781	1,711	1,342	2,491	12,983
	Y/Y (%)	(%)	8	21	4	-8	-9	-17	12	5	5	2	10	11	14	7
All Stores	Sales(M)	(1M yen)	2,177	2,392	1,568	1,449	1,492	1,225	1,689	2,413	3,656	3,781	1,711	1,342	2,491	12,983
	Mail order only	(1M yen)	394	364	232	245	267	227	486	555	632	917	471	319	505	2,845
	Y/Y (%)	(%)	10	22	4	-8	-9	-17	13	5	5	2	10	11	14	7
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,250	1,324	854	764	884	751	1,042	2,003	2,527	1,984	996	779	1,757	8,046
	Y/Y (%)	(%)	39	62	43	3	5	12	17	13	13	14	11	10	41	18
③Total Company Revenues																
Total	Sales (M)	(1M yen)	3,428	3,735	2,423	2,214	2,377	1,977	2,732	4,416	6,184	5,765	2,708	2,122	4,248	21,029
	Y/Y (%)	(%)	19	34	15	-4	-4	-8	14	9	8	6	10	11	24	11
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	-45	-51	-38	-25	-59	-220
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	-	-	-	-	6,139	5,714	2,669	2,097	4,189	20,808
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	25	42	14	-4	-2	-5	16	9	5	-1	1	5	2	6
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-6	-6	1	-1	-3	-4	-1	0	3	7	9	6	3	5
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	18	33	15	-5	-5	-9	15	9	8	6	11	11	26	11
Parts and accessories	Y/Y (%)	(%)	32	37	25	8	11	11	15	11	17	16	16	6	9	13
Service labor	Y/Y (%)	(%)	19	33	5	-12	-5	-18	7	-2	-2	-3	2	8	17	2

☆Sales Summary☆

- ①March sales result of existing 47stores increased by 14%, and for total 47 shops, which include 34stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 14% from the same month of previous fiscal year,
 - ②Total sales for both head office increased by 41%.
 - ③Total company revenues in March increased by 24%.
 - ④⑤⑥Numbers of tires and wheels sold in March increased by 23%, the average unit price was increased by 3% and total sales increased by 26%.
- Sales results for parts and accessories increased by 9% and service labor fee increased by 17%.
- 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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