



6/9/2022

Fuji Corporation

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

Monthly Sales Report(May 2022)

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

①Store sales			May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Total
Existing Stores	Sales (M)	(1M yen)	1,547	1,428	1,472	1,200	1,657	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,553	17,007
	Y/Y (%)	(%)	4	-8	-9	-17	12	5	5	2	10	11	14	3	-1	6
All Stores	Sales(M)	(1M yen)	1,568	1,449	1,492	1,225	1,689	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,553	17,007
	Mail order only	(1M yen)	232	245	267	227	486	555	632	917	471	319	505	372	221	3,440
	Y/Y (%)	(%)	4	-8	-9	-17	13	5	5	2	10	11	14	3	-1	6
②Head office and online sales																
Total	Sales (M)	(1M yen)	854	764	884	751	1,042	2,003	2,527	1,984	996	779	1,757	1,591	1,000	10,638
	Y/Y (%)	(%)	43	3	5	12	17	13	13	14	11	10	41	19	17	18
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,423	2,214	2,377	1,977	2,732	4,416	6,184	5,765	2,708	2,122	4,248	4,062	2,553	27,645
	Y/Y (%)	(%)	15	-4	-4	-8	14	9	8	6	10	11	24	9	5	10
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-	-	-	-	-45	-51	-38	-25	-59	-37	-24	-282
	Sales after applying of revenue recognition standard	(1M yen)	-	-	-	-	-	-	6,139	5,714	2,669	2,097	4,189	4,025	2,528	27,363
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	14	-4	-2	-5	16	9	5	-1	1	5	23	-2	-5	4
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	1	-1	-3	-4	-1	0	3	7	9	6	3	12	11	6
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	15	-5	-5	-9	15	9	8	6	11	11	26	10	5	11
Parts and accessories	Y/Y (%)	(%)	25	8	11	11	15	11	17	16	16	6	9	6	18	12
Service labor	Y/Y (%)	(%)	5	-12	-5	-18	7	-2	-2	-3	2	8	17	-1	-6	1

☆Sales Summary☆

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

②Total sales for both head office increased by 17%.

③Total company revenues in May increased by 5%.

④⑤⑥Numbers of tires and wheels sold in May decreased by 5%, the average unit price was increased by 11% and total sales increased by 5%.

Sales results for parts and accessories increased by 18% and service labor fee decreased by 6%.

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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