



10/11/2022

Fuji Corporation

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Fuji Monthly Sales Report(September 2022) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Total
Existing Stores	Sales (M)	(1M yen)	1,657	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,124	23,909
	Y/Y (%)	(%)	12	5	5	2	10	11	14	3	-1	4	9	34	26	9
All Stores	Sales(M)	(1M yen)	1,689	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,168	23,953
	Mail order only	(1M yen)	486	555	632	917	471	319	505	372	221	276	317	338	600	4,972
	Y/Y (%)	(%)	13	5	5	2	10	11	14	3	-1	4	9	34	28	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,042	2,003	2,527	1,984	996	779	1,757	1,591	1,000	863	905	1,050	1,242	14,700
	Y/Y (%)	(%)	17	13	13	14	11	10	41	19	17	13	2	40	19	18
③Total Company Revenues																
Total	Sales (M)	(1M yen)	2,732	4,416	6,184	5,765	2,708	2,122	4,248	4,062	2,552	2,372	2,534	2,690	3,411	38,654
	Y/Y (%)	(%)	14	9	8	6	10	11	24	9	5	7	7	36	25	12
	Effect of applying the revenue recognition standard	(1M yen)	-	-	-45	-51	-38	-25	-59	-37	-24	-26	-28	-32	-41	-419
	Sales after applying of revenue recognition standard	(1M yen)	-	-	6,139	5,714	2,669	2,097	4,189	4,025	2,528	2,346	2,506	2,656	3,370	38,235
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	16	9	5	-1	1	5	23	-2	-5	-9	-8	21	9	4
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	-1	0	3	7	9	6	3	12	11	18	17	15	16	9
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	15	9	8	6	11	11	26	10	5	7	7	40	26	13
Parts and accessories	Y/Y (%)	(%)	15	11	17	16	16	6	9	6	18	14	6	7	14	12
Service labor	Y/Y (%)	(%)	7	-2	-2	-3	2	8	17	-1	-6	-5	-1	33	21	4

☆Sales Summary☆

①September sales result of existing 47stores increased by 26%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 28% from the same month of previous fiscal year,
 ②Total sales for both head office increased by 19%.
 ③Total company revenues in September increased by 25%.
 ④⑤⑥Numbers of tires and wheels sold in September increased by 9%, the average unit price was increased by 16% and total sales increased by 26%.
 Sales results for parts and accessories increased by 14% and service labor fee increased by 21%.
 ●New Shop Opened● Special Shop Kitakami has opened in Kitakami-shi, Iwate on 2nd September, 2022.
 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 48 stores: 35 stores(Special Brand), 9 stores(T&W), 4stores(5days)

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