



11/10/2022

Fuji Corporation

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

①Store sales			Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Total
Existing Stores	Sales (M)	(1M yen)	2,351	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,123	2,646	26,555
	Y/Y (%)	(%)	5	5	2	10	11	14	3	-1	4	9	34	26	10	9
All Stores	Sales(M)	(1M yen)	2,413	3,656	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,168	2,702	26,655
	Mail order only	(1M yen)	555	632	917	471	319	505	372	221	276	317	338	599	669	5,641
	Y/Y (%)	(%)	5	5	2	10	11	14	3	-1	4	9	34	28	12	9
②Head office and online sales																
Total	Sales (M)	(1M yen)	2,003	2,527	1,985	996	779	1,757	1,591	1,000	863	905	1,050	1,242	2,225	16,926
	Y/Y (%)	(%)	13	13	14	11	10	41	19	17	13	2	40	19	11	17
③Total Company Revenues																
Total	Sales (M)	(1M yen)	4,416	6,184	5,765	2,707	2,122	4,248	4,062	2,552	2,372	2,534	2,690	3,411	4,927	43,581
	Y/Y (%)	(%)	9	8	6	10	11	24	9	5	7	7	36	25	12	12
	Effect of applying the revenue recognition standard	(1M yen)	-	-45	-55	-38	-25	-59	-36	-24	-26	-28	-32	-41	-66	-485
	Sales after applying of revenue recognition standard	(1M yen)	-	6,139	5,714	2,668	2,097	4,182	4,025	2,528	2,346	2,506	2,656	3,369	4,860	43,095
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	9	5	-1	1	5	23	-2	-5	-9	-8	21	9	-11	2
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	0	3	7	9	6	3	12	11	18	17	15	16	27	11
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	9	8	6	11	11	26	10	5	7	7	40	26	13	13
Parts and accessories	Y/Y (%)	(%)	11	17	16	16	6	9	6	18	14	6	7	14	6	11
Service labor	Y/Y (%)	(%)	-2	-2	-3	2	8	17	-1	-6	-5	-1	33	21	-3	3

☆Sales Summary☆

①October sales result of existing 47stores increased by 10%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 12% from the same month of previous fiscal year,  
 ②Total sales for both head office increased by 11%.  
 ③Total company revenues in October increased by 12%.  
 ④⑤⑥Numbers of tires and wheels sold in October decreased by 11%, the average unit price was increased by 27% and total sales increased by 13%.  
 Sales results for parts and accessories increased by 6% and service labor fee decreased by 3%.  
 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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