



12/12/2022

Fuji Corporation

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

| ①Store sales | | | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | Sep-22 | Oct-22 | Nov-22 | Total |
|-------------------------------|--|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Existing Stores | Sales (M) | (1M yen) | 3,656 | 3,781 | 1,711 | 1,342 | 2,491 | 2,471 | 1,552 | 1,509 | 1,628 | 1,640 | 2,123 | 2,646 | 3,650 | 3,650 |
| | Y/Y (%) | (%) | 5 | 2 | 10 | 11 | 14 | 3 | -1 | 4 | 9 | 34 | 26 | 10 | 0 | 0 |
| All Stores | Sales(M) | (1M yen) | 3,656 | 3,781 | 1,711 | 1,342 | 2,491 | 2,471 | 1,552 | 1,509 | 1,628 | 1,640 | 2,168 | 2,702 | 3,725 | 3,725 |
| | Mail order only | (1M yen) | 632 | 917 | 471 | 319 | 505 | 372 | 221 | 276 | 317 | 338 | 599 | 669 | 727 | 727 |
| | Y/Y (%) | (%) | 5 | 2 | 10 | 11 | 14 | 3 | -1 | 4 | 9 | 34 | 28 | 12 | 2 | 2 |
| ②Head office and online sales | | | | | | | | | | | | | | | | |
| Total | Sales (M) | (1M yen) | 2,527 | 1,985 | 996 | 779 | 1,757 | 1,591 | 1,000 | 863 | 905 | 1,050 | 1,242 | 2,225 | 2,620 | 2,620 |
| | Y/Y (%) | (%) | 13 | 14 | 11 | 10 | 41 | 19 | 17 | 13 | 2 | 40 | 19 | 11 | 4 | 4 |
| ③Total Company Revenues | | | | | | | | | | | | | | | | |
| Total | 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 | 4,845 | 6,276 | 6,276 |
| | Y/Y (%) | (%) | 8 | 5 | 10 | 10 | 24 | 9 | 5 | 7 | 6 | 35 | 25 | 11 | 2 | 2 |
| ④Sales volume | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 5 | -1 | 1 | 5 | 23 | -2 | -5 | -9 | -8 | 21 | 9 | -11 | -16 | -16 |
| ⑤Unit price | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 3 | 7 | 9 | 6 | 3 | 12 | 11 | 18 | 17 | 15 | 16 | 27 | 24 | 24 |
| ⑥Categories | | | | | | | | | | | | | | | | |
| Tires and wheels | Y/Y (%) | (%) | 8 | 6 | 11 | 11 | 26 | 10 | 5 | 7 | 7 | 40 | 26 | 13 | 4 | 4 |
| Parts and accessories | Y/Y (%) | (%) | 17 | 16 | 16 | 6 | 9 | 6 | 18 | 14 | 6 | 7 | 14 | 6 | -5 | -5 |
| Service labor | Y/Y (%) | (%) | -2 | -3 | 2 | 8 | 17 | -1 | -6 | -5 | -1 | 33 | 21 | -3 | -6 | -6 |

☆Sales Summary☆

- ①November sales result of existing 47stores ±0%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year.
 ②Total sales for both head office increased by 4%.
 ③Total company revenues in November increased by 2% after adopted the "Accounting Standard for Revenue Recognition"
 ④⑤⑥Numbers of tires and wheels sold in November decreased by 16%, the average unit price was increased by 24% and total sales increased by 4%.
 Sales results for parts and accessories decreased by 5% and service labor fee decreased by 6%.
 As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ①②④⑤⑥are given before Standard.

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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