



1/10/2023

Fuji Corporation

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

①Store sales			Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Total
Existing Stores	Sales (M)	(1M yen)	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,123	2,646	3,650	3,924	7,574
	Y/Y (%)	(%)	2	10	11	14	3	-1	4	9	34	26	10	0	4	2
All Stores	Sales(M)	(1M yen)	3,781	1,711	1,342	2,491	2,471	1,552	1,509	1,628	1,640	2,168	2,702	3,725	3,981	7,707
	Mail order only	(1M yen)	917	471	319	505	372	221	276	317	338	599	669	727	1,011	1,738
	Y/Y (%)	(%)	2	10	11	14	3	-1	4	9	34	28	12	2	5	4
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,985	996	779	1,757	1,591	1,000	863	905	1,050	1,242	2,225	2,620	2,309	4,929
	Y/Y (%)	(%)	14	11	10	41	19	17	13	2	40	19	11	4	16	9
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	5,714	2,668	2,097	4,182	4,025	2,528	2,346	2,506	2,656	3,370	4,845	6,275	6,228	12,501
	Y/Y (%)	(%)	5	10	10	24	9	5	7	6	35	25	11	2	9	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	-1	1	5	23	-2	-5	-9	-8	21	9	-11	-16	-7	-12
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	7	9	6	3	12	11	18	17	15	16	27	24	18	21
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	6	11	11	26	10	5	7	7	40	26	13	4	10	7
Parts and accessories	Y/Y (%)	(%)	16	16	6	9	6	18	14	6	7	14	6	-5	4	0
Service labor	Y/Y (%)	(%)	-3	2	8	17	-1	-6	-5	-1	33	21	-3	-6	1	-2

☆Sales Summary☆

- ①December sales result of existing 47stores increased by 4%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), increased by 5% from the same month of previous fiscal year,
 - ②Total sales for both head office increased by 16%.
 - ③Total company revenues in December increased by 9%.
 - ④⑤⑥Numbers of tires and wheels sold in December decreased by 7%, the average unit price was increased by 18% and total sales increased by 10%. Sales results for parts and accessories increased by 4% and service labor fee increased by 1%.
- 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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