



4/10/2023

Fuji Corporation

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Monthly Sales Report(March 2023)

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

①Store sales			Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Total
Existing Stores	Sales (M)	(1M yen)	2,491	2,471	1,552	1,509	1,628	1,640	2,123	2,646	3,650	3,924	1,713	1,444	2,743	13,476
	Y/Y (%)	(%)	14	3	-1	4	9	34	26	10	0	4	0	8	10	4
All Stores	Sales(M)	(1M yen)	2,491	2,471	1,552	1,509	1,628	1,640	2,168	2,702	3,725	3,981	1,738	1,464	2,788	13,698
	Mail order only	(1M yen)	505	372	221	276	317	338	599	669	727	1,011	480	419	589	3,227
	Y/Y (%)	(%)	14	3	-1	4	9	34	28	12	2	5	2	9	12	6
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,757	1,591	1,000	863	905	1,050	1,242	2,225	2,620	2,308	1,027	962	2,064	8,983
	Y/Y (%)	(%)	41	19	17	13	2	40	19	11	4	16	3	23	17	12
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	4,182	4,025	2,528	2,346	2,506	2,656	3,370	4,845	6,275	6,228	2,734	2,404	4,792	22,431
	Y/Y (%)	(%)	24	9	5	7	6	35	25	11	2	9	2	15	15	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	23	-2	-5	-9	-8	21	9	-11	-16	-7	-9	6	9	-6
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	3	12	11	18	17	15	16	27	24	18	12	9	6	15
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	26	10	5	7	7	40	26	13	4	10	2	16	15	9
Parts and accessories	Y/Y (%)	(%)	9	6	18	14	6	7	14	6	-5	4	6	12	8	4
Service labor	Y/Y (%)	(%)	17	-1	-6	-5	-1	33	21	-3	-6	1	-5	0	7	-1

☆Sales Summary☆

- ①March 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 17%.
- ③Total company revenues in March after applying Standard for Revenue Recognition increased by 15%.
- ④⑤⑥Numbers of tires and wheels sold in March increased by 9%, the average unit price was increased by 6% and total sales increased by 15%.
- Sales results for parts and accessories increased by 8% and service labor fee increased by 7%.
- As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ④⑤⑥are 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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