



9/12/2023

Fuji Corporation

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# Fuji Monthly Sales Report(August 2023) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Total
Existing Stores	Sales (M)	(1M yen)	1,640	2,123	2,646	3,650	3,924	1,713	1,444	2,743	2,503	1,633	1,635	1,721	1,422	22,392
	Y/Y (%)	(%)	34	26	10	0	4	0	8	10	1	5	8	6	-13	3
All Stores	Sales(M)	(1M yen)	1,640	2,168	2,702	3,725	3,981	1,738	1,464	2,788	2,545	1,659	1,665	1,749	1,446	22,765
	Mail order only	(1M yen)	338	599	669	727	1,011	480	419	589	437	333	361	345	304	5,009
	Y/Y (%)	(%)	34	28	12	2	5	2	9	12	3	7	10	7	-12	5
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,050	1,242	2,225	2,620	2,308	1,027	962	2,064	1,653	1,048	1,056	1,087	920	14,749
	Y/Y (%)	(%)	40	19	11	4	16	3	23	17	4	5	22	20	-12	10
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,656	3,370	4,845	6,275	6,228	2,734	2,404	4,793	4,158	2,681	2,691	2,809	2,340	37,111
	Y/Y (%)	(%)	35	25	11	2	9	2	15	15	3	6	15	12	-12	6
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	21	9	-11	-16	-7	-9	6	9	-4	-2	14	4	-19	-4
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	15	16	27	24	18	12	9	6	8	9	3	9	7	12
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	40	26	13	4	10	2	16	15	4	7	17	13	-13	7
Parts and accessories	Y/Y (%)	(%)	7	14	6	-5	4	6	12	8	7	8	4	8	9	6
Service labor	Y/Y (%)	(%)	33	21	-3	-6	1	-5	0	7	-5	-3	7	1	-21	-2

☆Sales Summary☆

①Because of a surge in last-minute demand before the major tire brands had increased the price of tires in August 2022, AUGUST sales result of existing 47stores decreased by 13%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), decreased by 12% from the same month of previous fiscal year,  
 ②Total sales for both head office decreased by 12%.  
 ③Total company revenues in August after applying Standard for Revenue Recognition decreased by 12%.  
 ④⑤⑥Numbers of tires and wheels sold in August decreased by 19%, the average unit price was increased by 7% and total sales decreased by 13%.  
 Sales results for parts and accessories increased by 9% and service labor fee decreased by 21%.  
 As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ①②③④⑤⑥are 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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