



10/11/2023

Fuji Corporation

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Monthly Sales Report(September 2023)

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

①Store sales			Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Total
Existing Stores	Sales (M)	(1M yen)	2,123	2,646	3,650	3,924	1,713	1,444	2,743	2,503	1,633	1,635	1,721	1,422	1,821	24,213
	Y/Y (%)	(%)	26	10	0	4	0	8	10	1	5	8	6	-13	-14	1
All Stores	Sales(M)	(1M yen)	2,168	2,702	3,725	3,981	1,738	1,464	2,788	2,545	1,659	1,665	1,749	1,446	1,862	24,627
	Mail order only	(1M yen)	599	669	727	1,011	480	419	589	437	333	361	345	304	511	5,521
	Y/Y (%)	(%)	28	12	2	5	2	9	12	3	7	10	7	-12	-14	3
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,242	2,225	2,620	2,308	1,027	962	2,064	1,653	1,048	1,056	1,087	920	1,143	15,893
	Y/Y (%)	(%)	19	11	4	16	3	23	17	4	5	22	20	-12	-8	8
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	3,370	4,845	6,275	6,228	2,734	2,404	4,793	4,158	2,681	2,691	2,809	2,340	2,960	40,072
	Y/Y (%)	(%)	25	11	2	9	2	15	15	3	6	15	12	-12	-12	5
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	9	-11	-16	-7	-9	6	9	-4	-2	14	4	-19	-20	-6
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	16	27	24	18	12	9	6	8	9	3	9	7	8	12
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	26	13	4	10	2	16	15	4	7	17	13	-13	-13	5
Parts and accessories	Y/Y (%)	(%)	14	6	-5	4	6	12	8	7	8	4	8	9	8	6
Service labor	Y/Y (%)	(%)	21	-3	-6	1	-5	0	7	-5	-3	7	1	-21	-18	-3

☆Sales Summary☆

①Because of a surge I last-minute demand before the major tire brands had increased the price of tires in September 2022, AUGUST sales result of existing 47stores decreased by 14%, and for total 48 shops, which include 35stores(Special Brand), 9stores(T&W) and 4stores(5days), decreased by 14% from the same month of previous fiscal year.
 ②Total sales for both head office decreased by 8%.
 ③Total company revenues in August after applying Standard for Revenue Recognition decreased by 12%.
 ④⑤⑥Numbers of tires and wheels sold in September decreased by 20%, the average unit price was increased by 8% and total sales decreased by 13%.
 Sales results for parts and accessories increased by 8% and service labor fee decreased by 18%.
 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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