



1/10/2024

Fuji Corporation

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

①Store sales			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Existing Stores	Sales (M)	(1M yen)	3,924	1,713	1,444	2,743	2,503	1,633	1,635	1,721	1,422	1,820	2,582	4,039	4,154	8,194
	Y/Y (%)	(%)	4	0	8	10	1	5	8	6	-13	-14	-2	8	4	6
All Stores	Sales(M)	(1M yen)	3,981	1,738	1,464	2,788	2,545	1,659	1,665	1,749	1,446	1,862	2,653	4,039	4,154	8,194
	Mail order only	(1M yen)	1,011	480	419	589	437	333	361	345	304	511	715	628	988	1,617
	Y/Y (%)	(%)	5	2	9	12	3	7	10	7	-12	-14	-2	8	4	6
②Head office and online sales			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Total	Sales (M)	(1M yen)	2,308	1,027	962	2,064	1,653	1,048	1,056	1,087	920	1,143	2,446	3,324	2,445	5,770
	Y/Y (%)	(%)	16	3	23	17	4	5	22	20	-12	-8	10	27	6	17
③Total Company Revenues			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Total	Sales after applying of revenue recognition standard	(1M yen)	6,228	2,734	2,404	4,793	4,158	2,681	2,691	2,809	2,340	2,960	5,100	7,364	6,538	13,817
	Y/Y (%)	(%)	9	2	15	15	3	6	15	12	-12	-12	3	16	5	11
④Sales volume			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Tires and wheels	Y/Y (%)	(%)	-7	-9	6	9	-4	-2	14	4	-19	-20	0	14	-4	5
⑤Unit price			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Tires and wheels	Y/Y (%)	(%)	18	12	9	6	8	9	3	9	7	8	2	2	9	5
⑥Categories			Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Total
Tires and wheels	Y/Y (%)	(%)	10	2	16	15	4	7	17	13	-13	-13	3	16	5	11
Parts and accessories	Y/Y (%)	(%)	4	6	12	8	7	8	4	8	9	8	13	17	14	16
Service labor	Y/Y (%)	(%)	1	-5	0	7	-5	-3	7	1	-21	-18	2	14	0	7

☆Sales Summary☆

①December sales result of existing 48stores increased by 4%, and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days), increased by 4% from the same month of previous fiscal year.
 ②Total sales for both head office increased by 6%.
 ③Total company revenues in December after applying Standard for Revenue Recognition increased by 5%.
 ④⑤⑥Numbers of tires and wheels sold in December decreased by 4%, the average unit price was increased by 9% and total sales increased by 5%.
 Sales results for parts and accessories increased by 14% and service labor fee ±0%.
 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: 36 stores(Special Brand), 8 stores(T&W), 4stores(5days)

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