



2/9/2024

Fuji Corporation

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## Monthly Sales Report(JANUARY 2024) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Existing Stores	Sales (M)	(1M yen)	1,713	1,444	2,743	2,503	1,633	1,635	1,721	1,422	1,820	2,582	4,039	4,153	1,774	9,967
	Y/Y (%)	(%)	0	8	10	1	5	8	6	-13	-14	-2	8	4	2	6
All Stores	Sales(M)	(1M yen)	1,738	1,464	2,788	2,545	1,659	1,665	1,749	1,446	1,862	2,653	4,039	4,153	1,774	9,967
	Mail order only	(1M yen)	480	419	589	437	333	361	345	304	511	715	628	988	460	2,077
	Y/Y (%)	(%)	2	9	12	3	7	10	7	-12	-14	-2	8	4	2	6
②Head office and online sales			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Total	Sales (M)	(1M yen)	1,027	962	2,064	1,653	1,048	1,056	1,087	919	1,143	2,446	3,324	2,445	1,033	6,803
	Y/Y (%)	(%)	3	23	17	4	5	22	20	-12	-8	10	27	6	1	14
③Total Company Revenues			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Total	Sales after applying of revenue recognition standard	(1M yen)	2,734	2,403	4,791	4,157	2,681	2,691	2,809	2,340	2,960	5,019	7,278	6,542	2,779	16,601
	Y/Y (%)	(%)	2	15	15	3	6	15	12	-12	-12	4	16	5	2	9
④Sales volume			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Tires and wheels	Y/Y (%)	(%)	-9	6	9	-4	-2	14	4	-19	-20	0	14	-4	-11	2
⑤Unit price			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Tires and wheels	Y/Y (%)	(%)	12	9	6	8	9	3	9	7	8	2	2	9	14	7
⑥Categories			Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Total
Tires and wheels	Y/Y (%)	(%)	2	16	15	4	7	17	13	-13	-13	3	16	5	1	9
Parts and accessories	Y/Y (%)	(%)	6	12	8	7	8	4	8	9	8	13	17	14	9	14
Service labor	Y/Y (%)	(%)	-5	0	7	-5	-3	7	1	-21	-18	2	14	0	-2	5

### ☆Sales Summary☆

①January sales result of existing 48stores increased by 2%, and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days), increased by 2% from the same month of previous fiscal year.

②Total sales for both head office increased by 1%.

③Total company revenues in January after applying Standard for Revenue Recognition increased by 2%.

④⑤⑥Numbers of tires and wheels sold in January decreased by 11%, the average unit price was increased by 14% and total sales increased by 1%.

Sales results for parts and accessories increased by 9% and service labor fee decreased by 2%.

As it is difficult to apply Accounting Standard for Revenue Recognition by variety, figures for ①②③④⑤⑥ are 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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