



3/11/2024

Fuji Corporation

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

①Store sales			Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Total
Existing Stores	Sales (M)	(1M yen)	1,444	2,743	2,503	1,633	1,635	1,721	1,422	1,820	2,582	4,039	4,153	1,773	1,515	11,482
	Y/Y (%)	(%)	8	10	1	5	8	6	-13	-14	-2	8	4	2	3	5
All Stores	Sales(M)	(1M yen)	1,464	2,788	2,545	1,659	1,665	1,749	1,446	1,862	2,653	4,039	4,153	1,773	1,515	11,482
	Mail order only	(1M yen)	419	589	437	333	361	345	304	511	715	628	988	460	388	2,466
	Y/Y (%)	(%)	9	12	3	7	10	7	-12	-14	-2	8	4	2	3	5
②Head office and online sales																
Total	Sales (M)	(1M yen)	962	2,064	1,653	1,048	1,056	1,087	919	1,143	2,446	3,324	2,445	1,032	993	7,796
	Y/Y (%)	(%)	23	17	4	5	22	20	-12	-8	10	27	6	1	3	13
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,403	4,791	4,157	2,681	2,691	2,809	2,340	2,960	5,019	7,278	6,542	2,780	2,485	19,087
	Y/Y (%)	(%)	15	15	3	6	15	12	-12	-12	4	16	5	2	3	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	6	9	-4	-2	14	4	-19	-20	0	14	-4	-11	-6	1
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	9	6	8	9	3	9	7	8	2	2	9	14	9	7
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	16	15	4	7	17	13	-13	-13	3	16	5	1	2	8
Parts and accessories	Y/Y (%)	(%)	12	8	7	8	4	8	9	8	13	17	14	9	12	13
Service labor	Y/Y (%)	(%)	0	7	-5	-3	7	1	-21	-18	2	14	0	-2	4	5

☆Sales Summary☆

①February sales result of existing 48stores increased by 3%, and for total 48 shops, which include 36stores(Special Brand), 8stores(T&W) and 4stores(5days), increased by 3% from the same month of previous fiscal year.

②Total sales for both head office increased by 3%.

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

④⑤⑥Numbers of tires and wheels sold in February decreased by 6%, the average unit price was increased by 9% and total sales increased by 2%.

Sales results for parts and accessories increased by 12% and service labor fee increased by 4%.

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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