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Fuji Corporation

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

① Store sales			Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Total
Existing Stores	Sales (M)	(1M yen)	2,743	2,503	1,633	1,635	1,721	1,422	1,820	2,582	4,039	4,153	1,773	1,515	2,349	13,832
	Y/Y (%)	(%)	10	1	5	8	6	-13	-14	-2	8	4	2	3	-16	1
All Stores	Sales(M)	(1M yen)	2,788	2,545	1,659	1,665	1,749	1,446	1,862	2,653	4,039	4,153	1,773	1,515	2,349	13,832
	Mail order only	(1M yen)	589	437	333	361	345	304	511	715	628	988	460	388	520	2,986
	Y/Y (%)	(%)	12	3	7	10	7	-12	-14	-2	8	4	2	3	-16	1
② Head office and online sales																
Total	Sales (M)	(1M yen)	2,064	1,653	1,048	1,056	1,087	919	1,143	2,446	3,324	2,445	1,032	993	1,603	9,400
	Y/Y (%)	(%)	17	4	5	22	20	-12	-8	10	27	6	1	3	-22	5
③ Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	4,791	4,157	2,681	2,691	2,809	2,340	2,960	5,019	7,278	6,542	2,780	2,485	3,902	22,986
	Y/Y (%)	(%)	15	3	6	15	12	-12	-12	4	16	5	2	3	-19	2
④ Sales volume																
Tires and wheels	Y/Y (%)	(%)	9	-4	-2	14	4	-19	-20	0	14	-4	-11	-6	-28	-6
⑤ Unit price																
Tires and wheels	Y/Y (%)	(%)	6	8	9	3	9	7	8	2	2	9	14	9	12	8
⑥ Categories																
Tires and wheels	Y/Y (%)	(%)	15	4	7	17	13	-13	-13	3	16	5	1	2	-19	2
Parts and accessories	Y/Y (%)	(%)	8	7	8	4	8	9	8	13	17	14	9	12	0	10
Service labor	Y/Y (%)	(%)	7	-5	-3	7	1	-21	-18	2	14	0	-2	4	-28	-2

### ☆ Sales Summary ☆

① March sales result of existing 48 stores decreased by 16%, and for total 48 shops, which include 36 stores (Special Brand), 8 stores (T&W) and 4 stores (5days), decreased by 16% from the same month of previous fiscal year,

because of a surge in last-minute demand just before the price hike in April 2023 and snow weather in March 2024.

② Total sales for both head office decreased by 22%.

③ Total company revenues in March after applying Standard for Revenue Recognition decreased by 19%.

④⑤⑥ Numbers of tires and wheels sold in March decreased by 28%, the average unit price was increased by 12% and total sales decreased by 19%.

Sales results for parts and accessories was even and service labor fee decreased by 28%.

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), 4 stores (5days)

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