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Fuji Corporation

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# Fuji

## Monthly Sales Report(May 2025) (Total revenues : Millions of Yen, Year on year:%)

①Store sales			May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Total
Existing Stores	Sales (M)	(1M yen)	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	2,684	1,777	19,072
	Y/Y (%)	(%)	1	2	2	7	7	9	9	6	7	0	1	0	6	5
All Stores	Sales(M)	(1M yen)	1,676	1,693	1,777	1,542	1,993	2,903	4,420	4,402	1,899	1,514	2,374	2,684	1,777	19,072
	Online sales only	(1M yen)	304	352	374	328	573	771	742	858	498	378	446	450	328	3,703
	Y/Y (%)	(%)	1	2	2	7	7	9	9	6	7	0	1	0	6	5
②Head office and online sales																
Total	Sales (M)	(1M yen)	1,106	1,008	1,100	903	1,303	2,124	3,601	2,973	1,192	1,032	1,790	1,808	1,372	13,771
	Y/Y (%)	(%)	6	-5	1	-2	14	-13	8	22	15	4	12	11	24	13
③Total Company Revenues																
Total	Sales after applying of revenue recognition standard	(1M yen)	2,754	2,672	2,847	2,418	3,231	4,958	7,936	7,313	3,060	2,521	4,125	4,456	3,116	32,530
	Y/Y (%)	(%)	3	-1	1	3	9	-1	9	12	10	2	6	4	13	8
④Sales volume																
Tires and wheels	Y/Y (%)	(%)	3	-5	1	-2	14	-8	4	10	12	3	6	4	18	8
⑤Unit price																
Tires and wheels	Y/Y (%)	(%)	0	4	1	6	-3	8	5	2	-1	-1	1	1	-3	1
⑥Categories																
Tires and wheels	Y/Y (%)	(%)	3	-2	1	4	10	-1	9	12	11	2	7	5	15	9
Parts and accessories	Y/Y (%)	(%)	-3	3	3	-2	3	-4	3	-2	3	0	-11	-7	-8	-3
Service labor	Y/Y (%)	(%)	9	7	4	10	10	-2	9	18	10	-1	9	-2	16	9

### ☆Sales Summary☆

①May sales result of existing 48stores increased by 6% , and for total 48 shops, which include 37stores(Special Brand), 7stores(T&W) and 4stores(5days) is increased by 6% compared to the same month last year.

②Total sales for head office increased by 24%.

③Total company revenues in May after applying Standard for Revenue Recognition increased by 13%.

④⑤⑥Numbers of tires and wheels sold in May increased by 18%, the average unit price decreased by 3% and total sales increased by 15%.

Sales results for parts and accessories decreased by 8% compared to the same month last year and service labor fee increased by 16%.

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: 37 stores(Special Brand), 7 stores(T&W), 4stores(5days)

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