### **Monthly Sales for September 2022**

#### Japan Business

Sales Growth, Customer Traffic and Sales per Customer Year-on-Year

Sales Growth, Customer Trainc and Sales per Customer Tear-on-Tear												
Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store										
Sales (%)	86.1	96.2										
Customer Traffic ( % )	93.3	103.5										
Sales per Customer ( % )	92.2	92.9										

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel(%)	95.4	105.2
Household (%)	83.2	91.1
Foods (%)	81.5	98.1

**Number of Stores** 

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	357	506
Number of New-opening Stores	-	13
Number of Closed Stores	-	0

#### **Store Openings**

EVERY OKANAKA TSUDAKA (OKAYAMA,DM) DAIMARU FUKUOKA TENJIN (FUKUOKA,DM)

LIVIT PARK OGLICHI (AICHI DM)

LUVIT PARK OGUCHI (AICHI,DM)

FORTE YOKOHAMA KAWAWA (KANAGAWA,DM)

YOUME TOWN CITY MALL (KUMAMOTO, DM)

MINOH QSMALL (OSAKA,DM)

AEONMALL SHIMOTSUMA (IBARAKI,DM)

AEON ICHIKAWAMYODEN (CHIBA,DM)

AI Plaza NAGAHAMA (SHIGA,DM)

HANKYU NISHINOMIYA GARDENS (HYOGO,DM)

AEON TOWN ISE LALAPARK (MIE,DM)

Al Plaza OMIHACHIMAN (SHIGA,DM)

MUJIcom CIAL PLAT HIGASHIKANAGAWA (KANAGAWA,DM)

#### **Sales Comment**

In September, the sales resulted in LFL stores + online store decreased by 13.9% year-on-year, and for all stores + online store, the number decreased by 3.8%. By product, even sales of apparel at existing stores were below the previous year's level, it slightly showed a recovery trend in inner wear and mens and ladies wear. As of Household and Food, it continuously struggled.

There is no influence of the difference in the number of weekends and holidays.

### **Businesses Outside Japan**

## Sales Growth, Customer Traffic and Sales per Customer Year-on-Year by Business Segment

Last Asia Dusiliess										
	LFL Directly Managed	l Stores + Online Store	All Directly Managed Stores + Online Store							
		Mainland China		Mainland China						
Sales (%)	91.3	83.8	99.8	93.5						
Customer Traffic ( % )	92.0	-	100.0	-						
Sales per Customer ( % )	99.2	-	99.8	-						

[Asia East / South & Oceania Business]

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	138.0	191.8
Customer Traffic (%)	-	191.4
Sales per Customer ( % )	_	100.2

[Europe & Americas Business]

Leurope & Americas bu	Leurope & Americas Business													
	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store												
Sales (%)	122.9	122.6												
Customer Traffic ( % )	-	124.2												
Sales per Customer ( % )	-	98.7												

## Number of Stores by Business Segment

[East Asia Business]

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store						
Number of Stores	-	446						
Number of New-opening Stores	-	6						
Number of Closed Stores	-	2						

[Asia East / South & Oceania Business]

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	80
Number of New-opening Stores	-	0
Number of Closed Stores	_	Λ

[Europe & Americas Business]

LEGIOPE & Americas Bas		
	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	57
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

## **Store Openings**

MUJI Wuhan Aeonmall jinyintan (Mainland China,DM)
MUJI Huaian Huaxin mall (Mainland China,DM)
MUJI Beijing yizhuang Longfor (Mainland China,DM)
MUJI Shanghai Jiu guang center (Mainland China,DM)
MUJI Shanghai Uni-city (Mainland China,DM)
MUJI Taian Wanda Plaza (Mainland China,DM)

# 国内事業

# 2023年8月期 月別売上·客数·客単価昨比(速報値)

Monthly YOY Change in Sales, Number of Customers and Sales per Customer / the year ending August 31, 2023 (preliminary)

	9月	10月	11月	第1Q	12月	1月	2月	第2Q	上期	3月	4月	5月	第3Q	9ヶ月	6月	7月	8月	第40	Q   下	期	年間
	Sep.	Oct.	Nov.	1Q	Dec.	Jan.	Feb.	2Q	1H	Mar.	Apr.	May	3Q	9M	Jun.	Jul.	Aug.	4Q	2	Н	Full Year
LFL = Like for Like			T			I					1 1						I				
衣服 Apparel	95.4																				
生活 Household	83.2																				
食品 Food	81.5																				
恒営既存店+オンラインストア FL Directly managed stores (MUJI) + Online tore	86.1																				
衣服 Apparel	105.2																				
生活 Household	91.1																				
食品 Food	98.1																				
恒営合計+オンラインストア Directly managed stores total (MUJI) + Online tore	96.2																				
直営既存店+オンラインストア LFL Directly manage	ed stores (MU	JJI)+ Online	estore					F1121111111111111111111111111111111111						***	2011		I	500000000000000000000000000000000000000		01010101010101010101	
客数 Number of Customers	93.3																				
客単価 Sales per Customer	92.2																				
直営合計+オンラインストア Directly managed stores	total (MUJI)	+ Online sto	ore																		
客数 Number of Customers	103.5																				
客単価 Sales per Customer	92.9																				
月末店舗数(LS含む) Number of Stores at th	e End of Mo	onth (Inclu	ıde LS Sto	res)																	
店舗数 Number of Stores	506																				
今月出店数 Number of New-opening Stores	13																				
今月退店数 Number of Closed Stores	0																				
チャネルについて	た店舗			Definition			ully oper	ated during t	he prior fis	cal period											

- 直営既存店:前年期首から期末まで通年で稼働した店舗 ※同期間に30日以上継続して休業した店舗を除く
- ※同類間に30日以上極視して作業Uに自由では、
- 前年比数値について
- 直営数値:店舗売上高(売価ベース)前年同月比
- LFL (Like-for-Like): Stores fully operated during the prior fiscal period ※excluding stores that were closed for 30 days or more in the previous term.
- Definition of figures:
- DM: Flash store sales as percentage of the same month prior fiscal year.

# 海外事業 セグメント別

今月出店数 Number of New-opening Stores

今月退店数 Number of Closed Stores

# 2023年8月期 月別売上·客数·客単価昨比(速報値)

Monthly YOY Change in Sales, Number of Customers and Sales per Customer / the year ending August 31, 2023 (preliminary)

	9月	10月	11月	第10	12月	1月	2月	第2Q 上期	3月	4月	5月	第3Q 9ヶ月	6月	7月	8月	第4Q 下期 年間
LFL = Like for Like	Sep.	Oct.	Nov.	1Q	Dec.	Jan.	Feb.	2Q 1H	Mar.	Apr.	May	3Q 9M	Jun.	Jul.	Aug.	4Q 2H Full Yea
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直営既存店+オンラインストア	91.3															
LFL Directly managed stores (MUJI) + Online store	91.5															
中国大陸 Mainland China	83.8															
回日日 マイングインストラ Directly managed stores total (MUJI) + Online	99.8															
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中国大陸 Mainland China	93.5															
i営既存店+オンラインストア LFL Directly manage	ed stores (MU	IJI)+ Online	e store													
客数 Number of Customers	92.0															
F単価 Sales per Customer	99.2															
『営合計+オンラインストア Directly managed stores	total (MUJI)	+ Online sto	ore													
S数 Number of Customers	100.0															
客単価 Sales per Customer	99.8															
月末店舗数(LS含む) Number of Stores at th	ne End of Mo	onth (Inclu	ıde I S Store	es)				100 100 100 100 100 100 100 100 100 100				150,000,000,000,000,000,000,000,000,000,				#300000 1505 1505 1505 1505 1505 1505 150
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⇒月出店数 Number of New-opening Stores	6															
⇒月退店数 Number of Closed Stores	2															
	_		1888						ı	I	I				I	
東南アジア・オセアニア事業 / Asia East/Sou	ith & Ocea	ania														
『営既存店+オンラインストア FL Directly managed stores (MUJI) + Online	138.0															
tore	100.0															
 直営合計+オンラインストア																
Pirectly managed stores total (MUJI) + Online	191.8															
store																
恒営合計+オンラインストア Directly managed stores	total (MUJI)	+ Online sto	ore													
客数 Number of Customers	191.4															
学单価 Sales per Customer	100.2															
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与舗数 Number of Stores	80															
今月出店数 Number of New-opening Stores	0															
今月退店数 Number of Closed Stores	0															
饮米事業 / Europe & Americas			1												I	
直営既存店+オンラインストア	400.0															
FL Directly managed stores (MUJI) + Online tore	122.9															
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直営合計+オンラインストア Directly managed stores total (MUJI) + Online	122.6															
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『営合計+オンラインストア Directly managed stores	total (MUJI)	+ Online sto	ore													
字数 Number of Customers	124.2															
B単価 Sales per Customer	98.7															
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語数 Number of Stores	57	(211010		,												
为用出店数 Number of New-opening Stores	0															
今月退店数 Number of Closed Stores	0															
			. \$33		I							**************************************	I			
月末店舗数(国内外合計) Grand Total					1	,					I	688888888888888888888888888888888888888			I	
s舗数 Number of Stores	1,089															
今日出走数 Number of New opening Stores	10		i 18		1			<ul> <li></li></ul>					I			and the control of th