### **Monthly Sales for October 2022**

#### **Japan Business**

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

|                          | <u> </u>                                   | <b>5</b> 4.                                |
|--------------------------|--|--|
| Japan                    | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
| Sales ( % )              | 97.1                                       | 109.1                                      |
| Customer Traffic (%)     | 96.7                                       | 108.9                                      |
| Sales per Customer ( % ) | 100.3                                      | 100.2                                      |

Sales Growth Year-on-Year by Product Category

| Japan         | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
|---------------|--|--|
| Apparel(%)    | 108.0                                      | 119.7                                      |
| Household (%) | 91.9                                       | 101.8                                      |
| Foods (%)     | 88.5                                       | 108.3                                      |

**Number of Stores** 

| Japan                        | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |
|------------------------------|-----------------------------|--|
| Number of Stores             | 357                         | 517  |
| Number of New-opening Stores | -                           | 12   |
| Number of Closed Stores      | -                           | 1  |

#### **Store Openings**

HOSHIGAOKA MITSUKOSHI (AICHI,LS)
KOBE HANKYU (HYOGO,DM)
WAKABA WALK (SAITAMA,DM)
MUJIRUSHIRYOHIN 500 ROSAVIA IBARAKI (OSAKA,DM)
AEON TENNOCHO (KANAGAWA,DM)
COOP SAPPORO SOEN (HOKKAIDO,DM)
KAMISHIN PLAZA (OSAKA,DM)
OAK VILLAGE KAMISU (IBARAKI,DM)
FORESTMALL IWADE (WAKAYAMA,DM)
ECOLL-LILAS OKABA (HYOGO,DM)
TAKARAZUKA HANKYU (HYOGO,DM)

### **Sales Comment**

AL PLAZA YOKAICHI (SHIGA,DM)

In October, the sales resulted in LFL stores + online store decreased by 2.9% year-on-year, and for all stores + online store, the number increased by 9.1%. By product, sales of apparel showed a recovery trend and resulted year-on-year rate at existing stores increased by 8.0%. As for Household goods and Food, it continuously struggled in sales.

There is an influence of +2 points due to +1 day 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

【East Asia Business】

|                          | LFL Directly Managed | Stores + Online Store | All Directly Managed Stores + Online Store |                |  |  |
|--------------------------|----------------------|-----------------------|--|----------------|--|--|
|                          |                      | Mainland China        |  | Mainland China |  |  |
| Sales ( % )              | 84.7                 | 77.0                  | 90.6                                       | 84.2           |  |  |
| Customer Traffic ( % )   | 84.4                 | -                     | 90.1                                       | -              |  |  |
| Sales per Customer ( % ) | 100.4                | -                     | 100.6                                      | -              |  |  |

[Asia East / South & Oceania Business]

|                          | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
|--------------------------|--|--|
| Sales ( % )              | 126.8                                      | 154.5                                      |
| Customer Traffic (%)     | -  | 159.3                                      |
| Sales per Customer ( % ) | -  | 97.0                                       |

[Europe & Americas Business]

|                          | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
|--------------------------|--|--|
| Sales ( % )              | 107.2                                      | 106.4                                      |
| Customer Traffic ( % )   | -  | 110.5                                      |
| Sales per Customer ( % ) | -  | 96.4                                       |

# Number of Stores by Business Segment

[East Asia Business]

|                              | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |
|------------------------------|-----------------------------|--|
| Number of Stores             | -                           | 452  |
| Number of New-opening Stores | -                           | 6  |
| Number of Closed Stores      | -                           | 0  |

[Asia East / South & Oceania Business]

|                              | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |  |  |  |  |
|------------------------------|-----------------------------|--|--|--|--|--|
| Number of Stores             | -                           | 82   |  |  |  |  |
| Number of New-opening Stores | -                           | 2  |  |  |  |  |
| Number of Closed Stores      | -                           | 0  |  |  |  |  |

[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 Nanchang MixC (Mainland China,DM)
MUJI Shanghai Hongkou Plaza (Mainland China,DM)
MUJI Shanghai Tianan 1000trees (Mainland China,DM)
MUJI Wuhan Aeonmall jingkai (Mainland China,DM)
MUJI Tianjin Hedong Wanda plaza (Mainland China,DM)
MUJI Changsha Sky square (Mainland China,DM)
MUJI TERMINAL RAMA 3 (Thailand,DM)
MUJI EMQAUTIER (Thailand,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)

|   | 0.0           | 40.7         |             |            | 40.        |           | 6.0        |                        |              | 1         |           | ***==     |   |                    | 0.0       |      |      |                 | A-00            |
|---|---------------|--------------|-------------|------------|------------|-----------|------------|------------------------|--------------|-----------|-----------|-----------|---|--------------------|-----------|------|------|-----------------|-----------------|
|   | 9月<br>San     | 10月<br>Oct.  | 11月<br>Nov. | 第1Q<br>1Q  | 12月<br>Doo | 1月<br>Ian | 2月<br>Feb. | 第2Q 上期<br>2Q 1H        | 3月<br>Mar    | 4月<br>Apr | 5月<br>May | 第3Q<br>3Q |   | 300000000000000000 | 6月<br>lun | 7月   | 8月   | 第4Q 下期<br>4Q 2H | 年間<br>Full Year |
| LFL = Like for Like   | Sep.          | Oct.         | INOV.       | IQ         | Dec.       | Jan.      | reb.       | 29                     | Mar.         | Apr.      | May       | ુ ૩ૡ      | y | IIVI               | Jun.      | Jul. | Aug. | 4Q 2H           | Full feal       |
| 衣服 Apparel  | 95.4          | 108.0        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 103.1           |
| 生活 Household  | 83.2          | 91.9         |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 87.7            |
| 食品 Food   | 81.5          | 88.5         |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 85.0            |
| 直営既存店+オンラインストア<br>LFL Directly managed stores (MUJI) + Online<br>store  | 86.1          | 97.1         |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 92.0            |
| 衣服 Apparel  | 105.2         | 119.7        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 114.1           |
| 生活 Household  | 91.1          | 101.8        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 96.6            |
| 食品 Food   | 98.1          | 108.3        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 103.2           |
| 直営合計+オンラインストア<br>Directly managed stores total (MUJI) + Online<br>store | 96.2          | 109.1        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 103.2           |
| 直営既存店+オンラインストア LFL Directly manage                                      | ed stores (MU | JJI)+ Online | store       |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 |                 |
| 客数 Number of Customers  | 93.3          | 96.7         |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 94.1            |
| 客単価 Sales per Customer  | 92.2          | 100.3        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 97.7            |
| 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         | 108.9        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 105.4           |
| 客単価 Sales per Customer  | 92.9          | 100.2        |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 97.9            |
| 月末店舗数(LS含む) Number of Stores at th                                      | ne End of Mo  | onth (Inclu  | de LS Sto   | ores)      |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 |                 |
| 店舗数 Number of Stores  | 506           | 517          |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 517             |
| 今月出店数 Number of New-opening Stores                                      | 13            | 12           |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 25              |
| 今月退店数 Number of Closed Stores   | 0             | 1            |             |            |            |           |            |                        |              |           |           |           |   |                    |           |      |      |                 | 1               |
| チャネルについて <ul><li> 直営既存店:前年期首から期末まで通年で稼働し</li></ul>                      | た広舗           |              |             | Definition |            |           | ully oper  | rated during the prior | fiscal nerio | d         |           |           |   |                    |           |      |      |                 |                 |

- 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
- 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   | 444444                                       | 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<br>東アジア事業 / East Asia  | Sep.          | Oct.            | Nov. 1Q   | Dec.   | Jan. | Feb. | 2Q 1H Mar.  | Apr. | May 3Q 9M Jun. | Jul. Aug. | 4Q 2H Full Yo                           |
|  |               |                 |   |  |      |      |   |      |                |           |   |
| 直営既存店+オンラインストア<br>.FL Directly managed stores (MUJI) + Online  | 91.3          | 84.7            |   |  |      |      |   |      |                |           | 8                                       |
| store  |               | -               |   |  |      |      |   |      |                |           |   |
| 中国大陸 Mainland China  | 83.8          | 77.0            |   |  |      |      |   |      |                |           | 7                                       |
| <br>恒営合計+オンラインストア  |               |                 |   |  |      |      |   |      |                |           |   |
| Directly managed stores total (MUJI) + Online  | 99.8          | 90.6            |   |  |      |      |   |      |                |           | 9                                       |
| store  |               |                 |   |  |      |      |   |      |                |           |   |
| 中国大陸 Mainland China  | 93.5          | 84.2            |   |  |      |      |   |      |                |           | 8                                       |
| 直営既存店+オンラインストア LFL Directly manage   | d stores (MU  | IJI)+ Online st | ore   |  |      |      |   |      |                |           |   |
| 码数 Number of Customers   | 92.0          | 84.4            |   |  |      |      |   |      |                |           | 8                                       |
| 写单価 Sales per Customer   | 99.2          | 100.4           |   |  |      |      |   |      |                |           | 9                                       |
| 『営合計+オンラインストア Directly managed stores  | total (MUJI)  | + Online store  |   |  |      |      |   |      |                |           |   |
| 字数 Number of Customers   | 100.0         | 90.1            |   |  |      |      |   |      |                |           | 9                                       |
| 客単価 Sales per Customer   | 99.8          | 100.6           |   |  |      |      |   |      |                |           | 9                                       |
|  |               |                 | J C Ctarac'   | :(x(t) = ( = ( = ( = ( = ( = ( = ( = ( = ( = |      |      |   |      |                |           |   |
| 目末店舗数(LS含む) Number of Stores at th<br>E舗数 Number of Stores   | e End of Mo   |                 | : LO SIOTES)  |  |      |      |   |      |                |           |   |
| 当論数 Number of Stores<br>今月出店数 Number of New-opening Stores   | 6             | 6               |   |  |      |      |   |      |                |           |   |
| ラ月山店数 Number of New-opening Stores<br>ラ月退店数 Number of Closed Stores  | 2             |                 |   |  |      |      |   |      |                |           |   |
| A SEMBER HAMBOI OF OROUGH OLOFOG   |               | <u> </u>        |   |  |      |      |   |      |                |           |   |
| 東南アジア・オセアニア事業 / Asia East/Sou  | th & Ocea     | nnia            | # 19 to 10 to   |  |      |      |   |      |                |           | *************************************** |
| 直営既存店+オンラインストア   |               |                 |   |  |      |      |   |      |                |           |   |
| FL Directly managed stores (MUJI) + Online ore   | 138.0         | 126.8           |   |  |      |      |   |      |                |           | 13                                      |
| OI C   |               |                 |   |  |      |      |   |      |                |           |   |
| 直営合計+オンラインストア  | 191.8         | 1515            |   |  |      |      |   |      |                |           | 16                                      |
| Directly managed stores total (MUJI) + Online tore   | 191.0         | 154.5           |   |  |      |      |   |      |                |           | 16                                      |
|  |               |                 |   |  |      |      |   |      |                |           |   |
| 正営合計+オンラインストア Directly managed stores  |               |                 |   |  |      |      |   |      |                |           | 4-7                                     |
| 客数 Number of Customers   | 191.4         | 159.3           |   |  |      |      |   |      |                |           | 17                                      |
| 客単価 Sales per Customer   | 100.2         | 97.0            |   |  |      |      |   |      |                |           | 9                                       |
| 月末店舗数(LS含む) Number of Stores at th   | e End of Mo   | onth (Include   | LS Stores)  |  |      |      |   |      |                |           |   |
| 与舗数 Number of Stores   | 80            | 82              |   |  |      |      |   |      |                |           |   |
| 今月出店数 Number of New-opening Stores   | 0             | 2               |   |  |      |      |   |      |                |           |   |
| 今月退店数 Number of Closed Stores  | 0             | 0               |   |  |      |      |   |      |                |           |   |
|  |               |                 |   |  |      |      |   |      |                |           |   |
| 饮米事業 / Europe & Americas   |               |                 |   |  |      |      |   |      |                |           |   |
| 直営既存店+オンラインストア   | 400.0         | 407.0           |   |  |      |      |   |      |                |           |   |
| .FL Directly managed stores (MUJI) + Online store  | 122.9         | 107.2           |   |  |      |      |   |      |                |           | 11                                      |
|  |               |                 |   |  |      |      |   |      |                |           |   |
| 直営合計+オンラインストア<br>Directly managed stores total (MUJI) + Online   | 122.6         | 106.4           |   |  |      |      |   |      |                |           | 11                                      |
| store  |               |                 |   |  |      |      |   |      |                |           |   |
| 「<br>「<br>国営合計+オンラインストア Directly managed stores  | total (MITII) | + Online store  | pace 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.00 |  |      |      | p.co.decessores (1995) |      |                |           |   |
| 型台 ロー・ファー・ファー Directly managed stores<br>数 Number of Customers   | 124.2         | 110.5           |   |  |      |      |   |      |                |           | 11                                      |
| 学年価 Sales per Customer   | 98.7          | 96.4            |   |  |      |      |   |      |                |           | 9                                       |
|  |               |                 | . I. C. Cha   |  |      |      |   |      |                |           |   |
| 月末店舗数(LS含む) Number of Stores at th   |               |                 | LS Stores)  |  |      |      |   |      |                |           |   |
| E舗数 Number of Stores<br>⇒月出店数 Number of New-opening Stores   | 57            | 57              |   |  |      |      |   |      |                |           |   |
| ラ月出店数 Number of New-opening Stores<br>ラ月退店数 Number of Closed Stores  | 0             |                 |   |  |      |      |   |      |                |           |   |
| / / J 区/D 女 INUITING! OF CIOSEU SIGNES   | U             | U               |   |  |      |      |   |      |                |           |   |
| 月末店舗数(国内外合計) Grand Total   |               |                 |   |  |      |      |   |      |                |           |   |
| Stand Total Stand Stand Total Stand Total Stand Total Stand Total Stand Stan | 1,089         | 1,108           |   |  |      |      |   |      |                |           | 1,1                                     |
| 今月出店数 Number of New-opening Stores   | 19            | 20              |   |  |      |      |   |      |                |           | ,,,                                     |
| ショニュース・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・   |               |                 |   |  |      |      |   |      |                |           |   |