### **Monthly Sales for November 2022**

#### **Japan Business**

Sales Growth Customer Traffic and Sales per Customer Vear-on-Vear

| 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 (%)   | 92.0                                       | 104.3                                      |  |  |  |  |  |  |  |  |
| Customer Traffic (%)  | 95.8                                       | 108.2                                      |  |  |  |  |  |  |  |  |
| Sales per Customer ( % )  | 96.1                                       | 96.4                                       |  |  |  |  |  |  |  |  |

Sales Growth Year-on-Year by Product Category

| Japan         | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |  |  |  |
|---------------|--|--|--|--|--|
| Apparel(%)    | 96.2                                       | 107.5                                      |  |  |  |
| Household (%) | 86.8                                       | 96.5                                       |  |  |  |
| Foods (%)     | 98.6                                       | 120.6                                      |  |  |  |

#### **Number of Stores**

| Japan                        | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |
|------------------------------|-----------------------------|--|
| Number of Stores             | 355                         | 525  |
| Number of New-opening Stores | -                           | 8  |
| Number of Closed Stores      | -                           | 0  |

#### **Store Openings**

ITABASHI MINAMICHO22 (TOKYO,DM) TSURUYA AZUMINO HOTAKA (NAGANO,DM) Al Plaza Tsuruga (FUKUI,DM) HAKUIHODATSUSHIMIZU (ISHIKAWA,DM) EASTMALL DAISEN (AKITA,DM) TENMAYA HAPPYTOWN KOHOKU (OKAYAMA,DM) York benimaru higashine (YAMAGATA,DM)

#### **Sales Comment**

MATSUIYAMATE (KYOTO,DM)

In November, the sales resulted in LFL stores + online store decreased by 8.0% year-on-year and the number increased by 4.3% for all stores + online store. By product, sales of food showed a recovery trend due to the launch of new items such as chocolates. Sales of apparel resulted to decrease by 3.8% year-on-year as sales of accessories such as socks and bags did not go well. And as for Household goods, it continued to struggle in sales. 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

[East Asia Business]

|                          | LFL Directly Managed | Stores + Online Store | All Directly Managed | Stores + Online Store |
|--------------------------|----------------------|-----------------------|----------------------|-----------------------|
|                          |                      | Mainland China        |                      | Mainland China        |
| Sales ( % )              | 83.4                 | 77.5                  | 86.3                 | 80.7                  |
| Customer Traffic ( % )   | 83.9                 | -                     | 87.0                 | -                     |
| Sales per Customer ( % ) | 99.4                 | -                     | 99.2                 | -                     |

[Asia East / South & Oceania Business]

|                          | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
|--------------------------|--|--|
| Sales ( % )              | 120.9                                      | 128.7                                      |
| Customer Traffic (%)     | -  | 139.4                                      |
| Sales per Customer ( % ) | -  | 92.3                                       |

[Europe & Americas Business]

|                        | LFL Directly Managed Stores + Online Store | All Directly Managed Stores + Online Store |
|------------------------|--|--|
| Sales (%)              | 115.4                                      | 115.2                                      |
| Customer Traffic ( % ) | -  | 111.6                                      |
| Sales per Customer(%)  | -  | 103.2                                      |

# **Number of Stores by Business Segment**

[East Asia Business]

|                              | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |
|------------------------------|-----------------------------|--|
| Number of Stores             | -                           | 453  |
| Number of New-opening Stores | -                           | 3  |
| Number of Closed Stores      | -                           | 2  |

[Asia East / South & Oceania Business]

|                              | LFL Directly Managed Stores | All Directly Managed Stores + Online Store |  |  |  |
|------------------------------|-----------------------------|--|--|--|--|
| Number of Stores             |                             | 83   |  |  |  |
| Number of New-opening Stores | -                           | 1  |  |  |  |
| Number of Closed Stores      | -                           | O  |  |  |  |

[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 Dream Plaza (Mainland China, DM) MUJI Guangzhou Panyu Wanda plaza (Mainland China, DM) MUJI Shenzhen Maxland (Mainland China, DM) MUJI Crescent mall (Vietnam, 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  |      | ヶ月 6月 |         | 8月   | 第4Q 下期 | 年間        |
|---|--------------|--------------|------------|------------|------------|------|------|---------|------|------|-----|------|-------|---------|------|--------|-----------|
|   | Sep.         | Oct.         | Nov.       | 1Q         | Dec.       | Jan. | Feb. | 2Q   1H | Mar. | Apr. | May | 3Q § | 9M Ju | n. Jul. | Aug. | 4Q 2H  | Full Year |
| LFL = Like for Like   |              |              |            |            |            |      |      |         | :    |      |     |      |       |         |      |        |           |
| 衣服 Apparel  | 95.4         | 108.0        | 96.2       |            |            |      |      |         |      |      |     |      |       |         |      |        | 100.4     |
| 生活 Household  | 83.2         | 91.9         | 86.8       |            |            |      |      |         |      |      |     |      |       |         |      |        | 87.5      |
| 食品 Food   | 81.5         | 88.5         | 98.6       |            |            |      |      |         |      |      |     |      |       |         |      |        | 89.7      |
| 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       |            |            |      |      |         |      |      |     |      |       |         |      |        | 92.1      |
| 衣服 Apparel  | 105.2        | 119.7        | 107.5      |            |            |      |      |         |      |      |     |      |       |         |      |        | 111.4     |
| 生活 Household  | 91.1         | 101.8        | 96.5       |            |            |      |      |         |      |      |     |      |       |         |      |        | 96.5      |
| 食品 Food   | 98.1         | 108.3        | 120.6      |            |            |      |      |         |      |      |     |      |       |         |      |        | 109.1     |
| 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        | 104.3      |            |            |      |      |         |      |      |     |      |       |         |      |        | 103.6     |
| 直営既存店+オンラインストア LFL Directly manage                                      | d stores (MU | JI)+ Online  | store      |            |            |      |      |         |      |      |     |      |       |         |      |        |           |
| 客数 Number of Customers  | 93.3         | 96.7         | 95.8       |            |            |      |      |         |      |      |     |      |       |         |      |        | 94.8      |
| 客単価 Sales per Customer  | 92.2         | 100.3        | 96.1       |            |            |      |      |         |      |      |     |      |       |         |      |        | 97.2      |
| 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        | 108.9        | 108.2      |            |            |      |      |         |      |      |     |      |       |         |      |        | 106.4     |
| 客単価 Sales per Customer  | 92.9         | 100.2        | 96.4       |            |            |      |      |         |      |      |     |      |       |         |      |        | 97.4      |
| 月末店舗数(LS含む) Number of Stores at the                                     | e End of Mo  | onth (Inclu  | de LS Stor | res)       |            |      |      |         |      |      |     |      |       |         |      |        |           |
| 店舗数 Number of Stores  | 506          | 517          | 525        |            |            |      |      |         |      |      |     |      |       |         |      |        | 525       |
| 今月出店数 Number of New-opening Stores                                      | 13           | 12           | 8          |            |            |      |      |         |      |      |     |      |       |         |      |        | 33        |
| 今月退店数 Number of Closed Stores   | 0            | 1            | 0          |            |            |      |      |         |      |      |     |      |       |         |      |        | 1         |
| チャネルについて  | +            |              |            | Definition | of Sales C |      |      |         |      |      |     |      |       |         |      |        |           |

- 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

## 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)

|  |                |               | ESSESSIONAL CONTROL CON |           |                 | EBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBBB |                           |
|--|----------------|---------------|---|-----------|-----------------|---|---------------------------|
|  | 9月             | 10月           |   | 12月 1月    | 2月 第20 上期 3月    | 4月 5月 第3Q 95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 Year |
|  |                |               |   |           |                 |   |                           |
| 直営既存店+オンラインストア<br>LFL Directly managed stores (MUJI) + Online<br>store   | 91.3           | 84.7          | 83.4  |           |                 |   | 86.0                      |
| 中国大陸 Mainland China  | 83.8           | 77.0          | 77.5  |           |                 |   | 79.0                      |
| 直営合計+オンラインストア<br>Directly managed stores total (MUJI) + Online<br>store  | 99.8           | 90.6          | 86.3  |           |                 |   | 91.4                      |
| 中国大陸 Mainland China  | 93.5           | 84.2          | 80.7  |           |                 |   | 85.4                      |
| 直営既存店+オンラインストア LFL Directly manage                                       | d stores (MLI  | JI)+ Online   | store   |           |                 |   |                           |
| 客数 Number of Customers   | 92.0           | 84.4          | 83.9  |           |                 |   | 86.5                      |
| 客単価 Sales per Customer   | 99.2           | 100.4         | 99.4  |           |                 |   | 99.4                      |
| <b>本学</b> 会記 よこ クラレフロ  |                | . 0 " 1       |   |           |                 |   |                           |
| 直営合計+オンラインストア Directly managed stores<br>客数 Number of Customers          | 100.0          | + Online stor | <sup>-</sup> e<br>87.0 87.0 87.0 87.0 87.0 87.0 87.0 87.0   |           |                 |   | 92.0                      |
| 客単価 Sales per Customer   | 99.8           | 100.6         | 99.2  |           |                 |   | 99.4                      |
|  |                |               |   |           |                 |   | <u> </u>                  |
| 月末店舗数(LS含む) Number of Stores at the                                      |                |               | 000000000000000000000000000000000000000   |           |                 |   |                           |
| 店舗数 Number of Stores   | 446            | 452<br>6      | 3   |           |                 |   | 453<br>15                 |
| 今月出店数 Number of New-opening Stores<br>今月退店数 Number of Closed Stores      | 6 2            | 0             | 2   |           |                 |   | 15                        |
| ラ月返店数 Number of Closed Stores  | 2              | 0             | 2   |           |                 |   |                           |
| 東南アジア・オセアニア事業 / Asia East/Sou  | th & Ocea      | nia           |   |           |                 |   |                           |
| 直営既存店+オンラインストア<br>LFL Directly managed stores (MUJI) + Online<br>store   | 138.0          | 126.8         | 120.9   |           |                 |   | 127.9                     |
| 直営合計+オンラインストア<br>Directly managed stores total (MUJI) + Online<br>store  | 191.8          | 154.5         | 128.7   |           |                 |   | 152.6                     |
| 直営合計+オンラインストア Directly managed stores                                    | total (MUJI) - | + Online sto  | е   |           |                 |   |                           |
| 客数 Number of Customers   | 191.4          | 159.3         | 139.4   |           |                 |   | 159.7                     |
| 客単価 Sales per Customer   | 100.2          | 97.0          | 92.3  |           |                 |   | 95.5                      |
| 月末店舗数(LS含む) Number of Stores at the                                      | e End of Mo    | onth (Includ  | le LS Stores)   |           |                 |   |                           |
| 店舗数 Number of Stores   | 80             | 82            | 83  |           |                 |   | 83                        |
| 今月出店数 Number of New-opening Stores                                       | 0              | 2             | 1   |           |                 |   | 3                         |
| 今月退店数 Number of Closed Stores  | 0              | 0             | 0   |           |                 |   | 0                         |
|  |                |               |   |           |                 |   |                           |
| 欧米事業 / Europe & Americas   |                |               | <b>\$</b> 100.0000000000000000000000000000000000  |           |                 |   |                           |
| 直営既存店+オンラインストア<br>LFL Directly managed stores (MUJI) + Online<br>store   | 122.9          | 107.2         | 115.4   |           |                 |   | 114.8                     |
| 直営合計+オンラインストア  |                |               |   |           |                 |   |                           |
| 回宮ロョー・カンプインストア<br>Directly managed stores total (MUJI) + Online<br>store | 122.6          | 106.4         | 115.2   |           |                 |   | 114.4                     |
| 直営合計+オンラインストア Directly managed stores                                    | total (MUJI) - | + Online sto  | re  |           |                 |   |                           |
| 客数 Number of Customers   | 124.2          | 110.5         | 111.6   |           |                 |   | 115.2                     |
| 客単価 Sales per Customer   | 98.7           | 96.4          | 103.2   |           |                 |   | 99.3                      |
| 月末店舗数(LS含む) Number of Stores at the                                      | e End of Mo    | onth (Includ  | le LS Stores)   |           |                 |   |                           |
| 店舗数 Number of Stores   | 57             | 57            | 57  |           |                 |   | 57                        |
| 今月出店数 Number of New-opening Stores                                       | 0              | 0             | 0   |           |                 |   | 0                         |
| 今月退店数 Number of Closed Stores  | 0              | 0             | 0   |           |                 |   | 0                         |
|  |                |               |   |           |                 | *************************************** |                           |
| 月末店舗数(国内外合計) Grand Total   | 1              | ı             | pannanananan  | I         |                 |   |                           |
| 店舗数 Number of Stores   | 1,089          | 1,108         | 1,118   |           |                 |   | 1,118                     |
| 今月出店数 Number of New-opening Stores                                       | 19             | 20            | 12  |           |                 |   | 51                        |
| 今月退店数 Number of Closed Stores  | 2              | 1             | 2   |           |                 |   | 5                         |