#### **Monthly Sales for December 2022**

#### **Japan Business**

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

Sales Glowill, Gustollie	Trainic and Sales per Customer Tear-on-T	eai
Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	96.6	112.2
Customer Traffic ( % )	100.0	115.2
Sales per Customer ( % )	96.7	97.4

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel(%)	98.2	112.6
Household (%)	92.5	105.3
Foods (%)	108.1	135.4

#### **Number of Stores**

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Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	352	532
Number of New-opening Stores	-	7
Number of Closed Stores	-	0

#### **Store Openings**

YORK TOWN SHIOGAMAFUNAIRI (MIYAGI,DM) NAMBA SkyO (OSAKA,DM) HAKUSANKITAYASUDA (ISHIKAWA,DM) fujizengyou (KANAGAWA,DM) KIPPIY MALL SANDA (HYOGO,DM) YOUME TOWN TOKUYAMA (YAMAGUCHI,DM) sunshincityalpa (TOKYO,DM)

#### **Sales Comment**

In December, the sales resulted in LFL stores + online store decreased by 3.4% year-on-year and the number increased by 12.2% for all stores + online store. While sales of LFL stores did not reach last year's level, number of customers recovered to the similar level with last year. By product, sales of food showed a recovery trend due to the new items such as chocolates kept good sales. Sales of apparel resulted to fell short of last year level as sales of winter items did not go well due to high temperature. And as for Household goods, it continued to struggle in sales mainly in furniture. 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(%)	97.2	73.7	99.7	76.8			
Customer Traffic ( % )	89.9	-	91.6	-			
Sales per Customer ( % )	108.1	-	108.9	-			

[Asia East / South & Oceania Business]

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	124.3	136.0
Customer Traffic ( % )	-	141.1
Sales per Customer ( % )	-	96.3

[Europe & Americas Business]

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	130.9	130.6
Customer Traffic ( % )	-	122.6
Sales per Customer ( % )	-	106.5

### **Number of Stores by Business Segment**

[East Asia Business]

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	459
Number of New-opening Stores	-	7
Number of Closed Stores	-	1

[Asia East / South & Oceania Business]

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	LFL Directly Managed Stores	All Directly Managed Stores + Online Store							
Number of Stores	-	85							
Number of New-opening Stores	-	2							
Number of Closed Stores	-	0							

[Furone & Americas Business]

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	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 Zhengzhou Erqi Wanda plaza (Mainland China,DM)

MUJI Changshu incity (Mainland China, DM)

MUJI Dongguan One mall (Mainland China,DM)

MUJI FENGXIAN PARADISE WALK (Mainland China, DM)

MUJI Longfor Chongqing Gaoxing paradise walk (Mainland China,DM)

MUJI The Venetian Macao (Hong Kong, DM)

MUJI Shang Shun (Taiwan,DM)

MUJI central Chonburi (Thailand,DM)

MUJI Robinson Ratchapruek (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)

	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4Q 下期	年間
LEL - Like God ike	Sep.	Oct.	Nov.	1Q	Dec.	Jan.	Feb.	2Q	1H	Mar.	Apr.	May	3Q	9M	Jun.	Jul.	Aug.	4Q 2H	Full Yea
LFL = Like for Like 衣服 Apparel	95.4	108.0	96.2	100.5	98.2														99.8
生活 Household	83.2	91.9	86.8	87.8	92.5														89.1
食品 Food	81.5	88.5	98.6	89.6	108.1														94.2
直営既存店+オンラインストア LFL Directly managed stores (MUJI) + Online store	86.1	97.1	92.0	92.3	96.6														93.8
衣服 Apparel	105.2	119.7	107.5	111.5	112.6														111.9
生活 Household	91.1	101.8	96.5	96.7	105.3														99.1
食品 Food	98.1	108.3	120.6	109.0	135.4														115.7
直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	96.2	109.1	104.3	103.7	112.2														106.1
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	95.8	94.7	100.0														96.1
客単価 Sales per Customer	92.2	100.3	96.1	97.5	96.7														97.3
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	115.2														108.8
客単価 Sales per Customer	92.9	100.2	96.4	97.4	97.4														97.5
月末店舗数(LS含む) Number of Stores at th	e End of Mo	onth (Inclu	de LS Store	es)															
店舗数 Number of Stores	506	517	525	525	532														53:
今月出店数 Number of New-opening Stores	13	12	8	33	7														40
今月退店数 Number of Closed Stores	0	1	0	1	0														
チャネルについて	1			Definition	of Sales Ch	nannel:					1	<u> </u>			E(A)	<u> </u>	1		

• 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

● 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

前年比数値について

### 2023年8月期 月別売上·客数·客単価昨比(速報値)

9月 Sep. 91.3 83.8 99.8 93.5	10月 Oct. 84.7 77.0	11月 Nov. 83.4 77.5	第1Q 1Q 86.0 79.0	12月 Dec. 97.2	1月 Jan.	2月 第2Q 上期 3月 Feb. 2Q 1H Mar		5月 第3Q 9ヶ月 6月 May 3Q 9M Jun.	7月 8月 第4Q 下期 年月 Jul. Aug. 4Q 2H Full Y
99.8 93.5	77.0 90.6	77.5							
99.8 93.5	77.0 90.6	77.5							
99.8	90.6		79.0						
93.5		86.3		73.7					
	04.0		91.4	99.7					
ed stores (MU	84.2	80.7	85.4	76.8					
	JJI)+ Online :	store							
92.0	84.4	83.9	86.5	89.9					<b>1 1 1 1 1 1 1 1 1 1</b>
99.2	100.4	99.4	99.4	108.1					10
total (MLLII)	+ Online stor	re							
1 1			92.0	91.6					
99.8	100.6	99.2	99.4						10
				450					
				459					
			15	1					
	0		4	<u>' </u>					
ith & Ocea	ania								
138.0	126.8	120.9	127.9	124.3					12
191.8	154.5	128.7	152.6	136.0					14
total (MUJI)	+ Online stor	re							
191.4	159.3	139.4	159.7	141.1					15
100.2	97.0	92.3	95.5	96.3					
e End of Mo	onth (Includ	de LS Store	es)						
		83	83	85					
0	2	1	3	2					
0	0	0	0	0					
122.9	107.2	115.4	114.8	130.9					1
122.6	106.4	115.2	114.4	130.6					1
total (MUJI)	+ Online stor	re							
124.2	110.5	111.6	115.2	122.6					1.
98.7	96.4	103.2	99.3	106.5					10
e End of Mo	onth (Includ	de LS Store	es)						
				57					
		0	0	0					
		0	0	0					
1							<u> </u>		
1,089	1,108	1,118	1,118	1,133					1,
19	20	12	51	16					
	100.0 99.8  The End of Mode and a second sec	100.0 90.1 99.8 100.6 Pe End of Month (Included A46 A52 6 6 6 2 0 0 14th & Oceania 138.0 126.8 154.5 1	99.8   100.6   99.2    the End of Month (Include LS Store 446   452   453   6	100.0   90.1   87.0   92.0   99.8   100.6   99.2   99.4	100.0   90.1   87.0   92.0   91.6   99.8   100.6   99.2   99.4   108.9	100.0   90.1   87.0   92.0   91.6   99.8   100.6   99.2   99.4   108.9	100.0	100.0   90.1   87.0   92.0   91.6   99.8   100.6   99.2   99.4   108.9	100.0   90.1   87.0   92.0   91.6   91.6   91.6   91.6   92.0   91.6   93.0