Monthly Sales for January 2023

Japan Business

Sales Growth, Number of Customers and Sales per Customer Year-on-Year

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store					
Sales (%)	96.7	111.9					
Number of Customers (%)	96.5	111.0					
Sales per Customer (%)	100.2	100.8					

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel(%)	86.7	99.0
Household (%)	100.3	113.9
Foods (%)	105.5	130.6

Number of Stores

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	351	531
Number of New-opening Stores	-	0
Number of Closed Stores	-	1

Store openings

None

Sales trends and conditions

In January 2023, monthly sales resulted in LFL stores + online store were 96.7% and the sales resulted in all stores + online stores were 111.9% of the same month of the last year. By product category in LFL basis, Apparel sales stayed at low level mainly affected by the sluggish sales of female apparel. On the other hand, Household and Food recorded higher sales compared to last year while there were both the last-minute demand increase and reactionary decline by the price revision from January 13, 2023. There is no impact on this month by the number of weekends and holidays.

Businesses Outside Japan

Sales Growth, Number of Customers 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 (%)	110.4	112.6	121.3	122.9					
Number of Cusotomers (%)	111.1	-	121.6	-					
Sales per Customer (%)	99.3	-	99.7	-					

[Asia East / South & Oceania Business]

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	123.4	134.6
Number of Customer (%)	-	145.9
Sales per Customer (%)	-	92.2

[Europe & Americas Business]

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	140.5	140.4
Number of Customers (%)	-	136.4
Sales per Customer (%)	-	102.9

Number of Stores by Business Segment [East Asia Business]

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	463
Number of New-opening Stores	-	4
Number of Closed Stores	-	0

[Asia East / South & Oceania Business]

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

[Europe & Americas Business]

	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 Daxi gouXinguang Tiandi (Mainland China, Directly Managed)
MUJI Zhejiang Sheng AEON Mall (Mainland China, Directly Managed)
MUJI Guangdong Hai Ya Mega Mall (Mainland China, Directly Managed)
MUJI Mitsui Shopping Park Lalaport Taichung (Taiwan, Directly Managed)

国内事業 2023年8月期 月別売上・客数・客単価昨比(速報値)

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

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	9月 Sep.	10月 Oct.	11月 Nov.	第1Q	12月 Dec.	1月	2月 Feb.	第2Q 2Q	上期 1H	3月 Mar.	4月 Apr.	5月 Mav	第3Q 3Q	9ヶ月 9M	6月 Jun.	7月 Jul.	8月 Aug.	第4Q 4Q	下期 2H	年間 Full Year
LFL = Like for Like	Sep.	Oct.	NOV.	1Q	Dec.	Jan.	FeD.	20	IH	Mar.	Apr.	Iviay	୍ୟୁ	9101	Jun.	Jui.	Aug.	40	28	Full Year
衣服 Apparel	95.4	108.0	96.2	100.5	98.2	86.7														97.5
生活 Household	83.2	91.9	86.8	87.8	92.5	100.3														91.2
食品 Food	81.5	88.5	98.6	89.6	108.1	105.5														96.3
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	96.7														94.1
衣服 Apparel	105.2	119.7	107.5	111.5	112.6	99.0														109.6
生活 Household	91.1	101.8	96.5	96.7	105.3	113.9														101.9
食品 Food	98.1	108.3	120.6	109.0	135.4	130.6														118.5
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	111.9														107.2
直営既存店+オンラインストア LFL Directly managed sto	ores (MUJI)+	- Online sto	re																	
客数 Number of Customers	93.3	96.7	95.8	94.7	100.0	96.5														96.2
客単価 Sales per Customer	92.2	100.3	96.1	97.5	96.7	100.2														97.9
直営合計+オンラインストア Directly managed stores tota	I (MUJI) + O	nline store																		
客数 Number of Customers	103.5	108.9	108.2	106.4	115.2	111.0														109.2
客単価 Sales per Customer	92.9	100.2	96.4	97.4	97.4	100.8														98.1
月末店舗数(LS含む) Number of Stores at the Er	nd of Month	n (Include	LS Stores)																
店舗数 Number of Stores	506	517	525	525	532	531														531
今月出店数 Number of New-opening Stores	13	12	8	33	7	0														40
今月退店数 Number of Closed Stores	0	1	0	1	0	1														3

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)

Oversea: 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
LFL = Like for Like	Sep.	Oct.	Nov.	1Q	Dec.	Jan.	Feb.	2Q	<u>1H</u>	Mar.	Apr.	May	3Q	9M	Jun.	Jul.	Aug.	4Q	2H	Full Yea
東アジア事業 / East Asia	1								81 185888888888888888888888888888888888	8					1	1			*****	881
直営既存店+オンラインストア LFL Directly managed stores (MUJI) + Online store	91.3	84.7	83.4	86.0	97.2	110.4														92.
中国大陸 Mainland China	83.8	77.0	77.5	79.0	73.7	112.6														84.
直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	99.8	90.6	86.3	91.4	99.7	121.3														98.
中国大陸 Mainland China	93.5	84.2	80.7	85.4	76.8	122.9														90.
直営既存店+オンラインストア LFL Directly managed st	ores (MUJI)-	+ Online sto	ore																	
客数 Number of Customers	92.0	84.4	83.9	86.5	89.9	111.1														92.
客単価 Sales per Customer	99.2	100.4	99.4	99.4	108.1	99.3														100.
Number of Cusotomers (%) 直営合計+オンラインストア Directly managed stores tota	MU.II) + O	Inline store																		
客数 Number of Customers	100.0	90.1	87.0	92.0	91.6	121.6														97.
客単価 Sales per Customer	99.8	100.6	99.2	99.4	108.9	99.7														101.
月末店舗数(LS含む) Number of Stores at the E	nd of Montl	h (Include	LS Stores))																4
店舗数 Number of Stores	446	452	453	453	459	463														459
今月出店数 Number of New-opening Stores	6	6	3	15	7	4														2
今月退店数 Number of Closed Stores	2	0	2	4	1	0														
東南アジア・オセアニア事業 / Asia East/South	& Oceania	а																		
直営既存店+オンラインストア LFL Directly managed stores (MUJI) + Online store	138.0	126.8	120.9	127.9	124.3	123.4														126.
直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	191.8	154.5	128.7	152.6	136.0	134.6														144.
直営合計+オンラインストア Directly managed stores tota	MU.II) + O	Inline store								3										3
客数 Number of Customers	191.4	159.3	139.4	159.7	141.1	145.9														151.
客単価 Sales per Customer	100.2	97.0	92.3	95.5	96.3	92.2														95.
月末店舗数(LS含む) Number of Stores at the E	nd of Montl	h (Include	LS Stores																	
店舗数 Number of Stores	80	82	83	83	85	85														8
今月出店数 Number of New-opening Stores	0	2	1	3	2	0											1			
今月退店数 Number of Closed Stores	0	0	0	0	0	0														
欧米事業 / Europe & Americas																				

直営既存店+オンラインストア	122.9	107.2	115.4	114.8	130.9	140.5						122.6	
LEL Directly managed stores (MULU) + Opling store	122.5	107.2	110.4	114.0	100.0	140.0						122.0	

Li L Directly managed stores (MOSI) + Online store										
直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	122.6	106.4	115.2	114.4	130.6	140.4				122.2

直営合計+オンラインストア Directly managed stores total (MUJI) + Online store

客数 Number of Customers	124.2	110.5	111.6	115.2	122.6	136.4		120.6
客単価 Sales per Customer	98.7	96.4	103.2	99.3	106.5	102.9		101.3

月末店舗数(LS含む) Number of Stores at the End of Month (Include LS Stores)

店舗数 Number of Stores	57	57	57	57	57	57			57
今月出店数 Number of New-opening Stores	0	0	0	0	0	0			0
今月退店数 Number of Closed Stores	0	0	0	0	0	0			0

月末店舗数(国内外合計) Grand Total

店舗数 Number of Stores	1,089	1,108	1,118	1,118	1,133	1,136			1,133
今月出店数 Number of New-opening Stores	19	20	12	51	16	4			71
今月退店数 Number of Closed Stores	2	1	2	5	1	1			7