### Monthly Sales Trend for March 2023

### Japan Business

### Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	114.6	132.2
Number of Customers	100.8	115.2
Sales per Customer	113.7	114.7

#### Sales by Product Category (year-on-year change)

, , , , ,		
%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	133.2	152.4
Household	107.1	121.7
Foods	111.0	136.6

### **Number of Stores**

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	347	545
Number of New-opening Stores	-	11
Number of Closed Stores	-	1

## Store openings

MUJI Iwate Co-op Morioka Mukainakano(Iwate, DM)

MUJI 500 Wakayama Mio (Wakayama, DM)

MUJI Yorktown Koriyama Kuwano (Fukushima, DM)

MUJI Asahikawa Hanasaki (Hokkaido, DM)

MUJI Aeon Nakama (Fukuoka, DM)

MUJI Sunlive Orio (Fukuoka, DM)

MUJI Luvit town Toda (Aichi, DM)

MUJI Okayama Omote-town shopping street Nakanocho (Okayama, DM)

MUJI Vivit Minami Funabashi (Chiba, DM)

MUJI Meiji Jingu Shrine Mae Metropia (Tokyo, DM)

MUJI Okayama Omote-town shopping street Shitanocho (Okayama, DM)

## Sales trends

In March 2023, on a year-on-year basis, monthly sales of LFL directly managed stores and online store were 114.6%, and all directly managed stores and online store were 132.2%.

MUJI Week, a 10% discount on all items for MUJI passport members, was held from March 17 to March 27. Sales of directly managed stores in all business segments of apparel, household goods, and food increased over the previous year, and sales per customer also rose. In particular, in apparel, sales of innerwear and spring wear were strong for both men's and women's wear. There is no influence by the number of weekends and holidays.

# Businesses Outside Japan

## Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

# East Asia

	LFL Directly Managed	Stores + Online Store	All Directly Managed	Stores + Online Store
		Mainland China		Mainland China
Sales	125.0	135.3	141.2	158.1
Number of Cusotomers	128.3	-	146.4	-
Sales per Customer	97.5	-	96.4	-

## Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	125.1	145.6
Number of Customers	-	144.3
Sales per Customer	-	100.8

## Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	127.0	126.8
Number of Customers	-	115.3
Sales per Customer	-	110.0

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

## East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	468
Number of New-opening Stores	-	1
Number of Closed Stores	-	0

## Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	86
Number of New-opening Stores	-	1
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 ShaoXing KeQiao Wanda Plaza (Mainland China, DM)

MUJI Vincom Mega Mall Thao Dien (Vietnam, DM)

2023年8月期 Fiscal Year ending August 31, 2023 月次概況 Monthly sales trend 国内事業 Japan

		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	1H	Mar	Apr	May	3Q	9М	Jun	Jul	Aug	4Q	2H	Full Yea
 衣服	Apparel	95.4	108.0	96.2	100.5	98.2	86.7	103.9	95.9	98.2	133.2										102.
生活	Household	83.2	91.9	86.8	87.8	92.5	100.3	84.3	93.3	90.6	107.1										93.
食品	Food	81.5	88.5	98.6	89.6	108.1	105.5	96.1	103.3	96.3	111.0										98.
	オンラインストア																				
L Directly ma	naged stores (MUJI) + Online store	86.1	97.1	92.0	92.3	96.6	96.7	91.4	95.7	94.0	114.6										97.
衣服	Apparel	105.2	119.7	107.5	111.5	112.6	99.0	118.7	109.4	110.5	152.4										115.
生活	Household	91.1	101.8	96.5	96.7	105.3	113.9	95.8	105.7	101.2	121.7										104.
食品	Food	98.1	108.3	120.6	109.0	135.4	130.6	119.0	128.4	118.5	136.6										121.
営合計+オン	ラインストア			8																	
	ed stores total (MUJI) + Online store	96.2	109.1	104.3	103.7	112.2	111.9	106.4	110.7	107.2	132.2										110.
irectly manag	ed stores total (MOSI) + Offiline store	96.2	105.1	104.5	103.7	112.2															110.
三営既存店+2	オンラインストア LFL directly managed stores (	MUJI)+ Online	store							25.5	100.0										
直営既存店+2 客数	オンラインストア LFL directly managed stores (I Number of Customers	MUJI)+ Online 93.3	store 96.7	95.8	94.7	100.0	96.5	92.4	96.6	95.6	100.8										96.
直営既存店 + 2 3数	オンラインストア LFL directly managed stores (	MUJI)+ Online	store							95.6 98.3	100.8 113.7										96.
道営既存店+2 系数 5単価	オンラインストア LFL directly managed stores (I Number of Customers	MUJI)+ Online 93.3 92.2	96.7 90.3	95.8	94.7	100.0	96.5	92.4	96.6												96.
直営既存店+2 系数 系単価	オンラインストア LFL directly managed stores (i Number of Customers Sales per Customer	MUJI)+ Online 93.3 92.2	96.7 90.3	95.8	94.7	100.0	96.5	92.4	96.6												96. 100.
宣営既存店 + 元 系数 写単価 宣営合計+オン	オンラインストア LFL directly managed stores (i Number of Customers Sales per Customer ラインストア Directly managed stores total (ML	MUJI)+ Online 93.3 92.2 UJI) + Online st	store 96.7 100.3	95.8 96.1	94.7 97.5	100.0	96.5	92.4 99.0	96.6 99.1	98.3	113.7										96 100
重営既存店 + 2 変数 野単価 重営合計+オン 野数 野単価	オンラインストア LFL directly managed stores (i Number of Customers Sales per Customer ラインストア Directly managed stores total (MU Number of Customers	MUJI)+ Online 93.3 92.2 JJI) + Online st 103.5 92.9	96.7   100.3   108.9   100.2	95.8 96.1	94.7 97.5	100.0 96.7	96.5   100.2	92.4 99.0	96.6 99.1	98.3	113.7										96. 100.
重営既存店 + 2 変数 野単価 重営合計+オン 野数 野単価	オンラインストア LFL directly managed stores (i Number of Customers Sales per Customer ラインストア Directly managed stores total (MU Number of Customers Sales per Customer	MUJI)+ Online 93.3 92.2 JJI) + Online st 103.5 92.9	96.7   100.3   108.9   100.2	95.8 96.1	94.7 97.5	100.0 96.7	96.5   100.2	92.4 99.0	96.6 99.1	98.3	113.7										96. 100.
国営既存店+2 第数 野単価 国営合計+オン の 野単価 の 野単価 の の の の の の の の の の の の の	オンラインストア LFL directly managed stores (i Number of Customers Sales per Customer ラインストア Directly managed stores total (ML Number of Customers Sales per Customer	MUJI)+ Online 93.3 92.2 JJI) + Online st 103.5 92.9	96.7   100.3   100.9   100.2   100.2   100.5	95.8 96.1 108.2 96.4	94.7 97.5 106.4 97.4	100.0 96.7 115.2 97.4	96.5 100.2 111.0 100.8	92.4 99.0 106.4 100.0	96.6 99.1 111.3 99.5	98.3 108.8 98.5	113.7 115.2 114.7										96. 100. 109. 101.

チャネルについて
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

Definition of Sales Channel:

• 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)

Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

sales, Numbe	er of Customers and Sales per Customer (Year	r-on-year comp	arison basis	)										- I	o I				1	I	61
		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 = Lik	e for Like	Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9M	Jun	Jul	Aug	4Q	2H	Full Ye
	美 / East Asia																				
	トオンラインストア																				
中国大	nanaged stores (MUJI) + Online store 陸 Mainland China	91.3 83.8	84.7 77.0	83.4 77.5	86.0 79.0	97.2 73.7	110.4 112.6	112.8 117.4	106.0 99.2	95.3 88.0	125.0 135.3										9
	定 Maintand China ンラインストア	83.8	77.0	77.5	79.0	/3./	112.6	117.4	99.2	88.0	135.3										
	nged stores total (MUJI) + Online store	99.8	90.6	86.3	91.4	99.7	121.3	119.3	112.8	101.6	141.2										10
中国大		93.5	84.2	80.7	85.4	76.8	122.9	124.1	106.4	95.0	158.1										1
与党四方庁	トオンラインストア LFL Directly managed stores									10111111111111111111111111111111111111					a <b>l</b>				- Leater and the second	<u>Innonennonen</u>	81
数	Number of Customers	92.0	84.4	83.9	86.5	89.9	111.1	112.2	103.7	94.8	128.3										
字単価	Sales per Customer	99.2	100.4	99.4	99.4	108.1	99.3	100.5	102.2	100.5	97.5										
	·														<u> </u>	1				l	
	ンラインストア Directly managed stores total (M													1			T	1	1	1	81
字数	Number of Customers	100.0	90.1	87.0	92.0	91.6	121.6	119.6	110.4	101.1	146.4										1
学単価	Sales per Customer	99.8	100.6	99.2	99.4	108.9	99.7	99.8	102.2	100.5	96.4										
末店舗数	(LS含む) Number of Stores at the End of Mo	nth (Include LS	Stores)																		
舗数	Number of Stores	446	452	453	453	459	463	467	467	467	468										
月出店数	Number of New-opening Stores	6	6	3			4			30											
9月退店数	Number of Closed Stores	2	0	2	4	1	0	0	1	5	0										
東南アジア・	オセアニア事業 / Asia East/South & Ocea	nia																			
	トオンラインストア	138.0	126.8	120.9	127.9	124.3	123.4	134.2	126.4	127.1	125.1										
	nanaged stores (MUJI) + Online store ンラインストア																				
	ged stores total (MUJI) + Online store	191.8	154.5	128.7	152.6	136.0	134.6	137.9	135.9	143.4	145.6										1
直営合計+才	ンラインストア Directly managed stores total (M	UJI) + Online st	ore																		
字数	Number of Customers	191.4	159.3	139.4	159.7	141.1	145.9	146.8	144.2	151.1	144.3										1
字単価	Sales per Customer	100.2	97.0	92.3	95.5	96.3	92.2	94.0	94.3	94.9	100.8										
ま店舗数	(LS含む) Number of Stores at the End of Mo	onth (Include LS	Stores)																		
5舗数	Number of Stores	80	82	83	83	85	85	85	85	85	86										
9月出店数	Number of New-opening Stores	0	2	1						5											
月退店数	Number of Closed Stores	0	0	0	0	0	0	0	0	0	0										
海业事器 /	Europe & Americas																				
	Europe & Americas トオンラインストア																				
	nanaged stores (MUJI) + Online store	122.9	107.2	115.4	114.8	130.9	140.5	128.5	133.0	123.3	127.0										1
直営合計+オ	ンラインストア	122.6	106.4	115.2	114.4	130.6	140.4	128.4	132.8	123.0	126.8										1
Directly mana	ged stores total (MUJI) + Online store																				<u> </u>
直営合計+オ	ンラインストア Directly managed stores total (M	UJI) + Online st	ore																		
<b>字数</b>	Number of Customers	124.2	110.5	111.6	115.2	122.6	136.4	121.0	126.3	120.7	115.3										1
客単価	Sales per Customer	98.7	96.4	103.2	99.3	106.5	102.9	106.1	105.2	101.9	110.0										10
月末店舗数	(LS含む) Number of Stores at the End	of Month (In	clude LS Sto	ores)																	
<b>F舗数</b>	Number of Stores	57	57	57	57	57	57	57	57	57	57										
9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	0	0	0	0	0	0										
月末店舗数	(国内外合計) Total MUJI Store as of the er	nd of month																			
5舗数	Number of Stores	1,089	1,108	1,118	1,118	1,133	1,136	1,144	1,144	1,144	1,156										1
今月出店数	Number of New-opening Stores	19	20	12						79											
今月退店数	Number of Closed Stores	2	1	2	5	1	1	0	2	7	1				I						