# Monthly Sales Trend for April 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	84.1	94.6
Number of Customers	83.0	92.6
Sales per Customer	101.4	102.1

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	92.1	103.0
Household	81.1	90.2
Foods	77.1	90.8

#### **Number of Stores**

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	346	555
Number of New-opening Stores	-	1
Number of Closed Stores	-	0

## Store openings

MUJI Corp Sapporo Shizunai (Hokkaido, DM)

#### Sales trends

In May 2023, on a year-on-year basis, monthly sales of LFL directly managed stores and online store were 84.1%, and all directly managed stores and online store were 94.6%. Sales of LFL directly managed stores was lower than the previous year affected by the smaller scale of sales promotion during the Golden week (a series of four national holidays take place within one week at the end of April to the beginning of May each year). After the middle of the month, the seasonal products; cool contact feels apparels and fabrics, pushed up the sales but was not enough to maintain the same level of sales.

There is 2 points downward impact because the number of weekends and holiday is one day less than the previous year.

# 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	123.4	131.1	145.9	163.6			
Number of Cusotomers	121.2	-	146.0	-			
Sales per Customer	101.9	-	99.9	-			

# Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	102.3	113.2
Number of Customers	-	118.7
Sales per Customer	-	95.4

# Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	124.1	124.0
Number of Customers	-	106.4
Sales per Customer	-	116.5

# **Number of Stores by Business Segment**

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	473
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	-	87
Number of New-opening Stores	-	2
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 Breeze SONG GAO (Taiwan, DM)

MUJI RT-Mart Neihu Store (Taiwan, DM)

MUJI Lanzhou Wanda Mall plaza(Mainland China, DM)

MUJI Xi'an Joy city(Mainland China, DM)

MUJI Langfor Xichen paradise walk (Mainland China, DM)

MUJI Longfor Chongging Jinsha paradise walk(Mainland China, DM)

MUJI 100AM (Singapore, DM)

MUJI AEON MALL Ha Dong (Vietnam, DM)

2023年8月期	Fiscal Year ending August 31, 2023
月次概況	Monthly sales trend
国内重業	lanan

		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	9M	Jun	Jul	Aug	4Q	2H	Full Year
衣服	Apparel	95.4	108.0	96.2	100.5	98.2	86.7	103.9	95.9	98.2	133.2	95.6	92.1								100.4
生活	• •	83.2	91.9	86.8	87.8	92.5	100.3	84.3	93.3	90.6	107.1	81.8	81.1								90.5
生冶 食品	Household Food	81.5	88.5	98.6	89.6	108.1	105.5	96.1	103.3	96.3	111.0	79.0	77.1								93.6
	オンラインストア	81.3	88.5	96.0	89.0	108.1	103.3	90.1	103.3	90.3	111.0	75.0	//.1								93.0
	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	85.8	84.1								94.1
衣服	Apparel	105.2	119.7	107.5	111.5	112.6	99.0	118.7	109.4	110.5	152.4	106.8	103.0								112.9
生活	Household	91.1	101.8	96.5	96.7	105.3	113.9	95.8	105.7	101.2	121.7	91.0	90.2								101.2
食品	Food	98.1	108.3	120.6	109.0	135.4	130.6	119.0	128.4	118.5	136.6	94.9	90.8								114.1
				133				**												1 1555555555555555555555555555555555555	333
3呂合計+オン																					
	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	96.6	94.6								107.3
irectly manage 直営既存店+ス				95.8	103.7								94.6								
irectly manage 可営既存店+2 野数	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores (	MUJI)+ Online s	store			100.0 96.7	96.5 100.2	92.4 99.0	96.6 99.1	95.6 98.3	132.2 100.8 113.7	96.6 81.7 105.0									92.8
pirectly manage 直営既存店 + 2 客数 客単価	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( Number of Customers	MUJI)+ Online s 93.3 92.2	96.7 90.3	95.8	94.7	100.0	96.5	92.4	96.6	95.6	100.8	81.7	83.0								92.8
oirectly manage 直営既存店 + 2 客数 客単価 直営合計+オン記 客数	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( Number of Customers Sales per Customer	MUJI)+ Online s 93.3 92.2	96.7 100.3 pre 108.9	95.8 96.1	94.7	100.0	96.5	92.4	96.6	95.6 98.3	100.8 113.7	81.7	83.0 101.4								92.8 101.4 105.3
oirectly manage 直営既存店 + z 客数 客単価 直営合計+オン記 客数	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( Number of Customers Sales per Customer ラインストア Directly managed stores total (MU	MUJI)+ Online s 93.3 92.2	96.7   100.3	95.8 96.1	94.7 97.5	100.0 96.7	96.5 100.2	92.4 99.0	96.6 99.1	95.6 98.3	100.8 113.7	81.7 105.0	83.0 101.4								92.8 101.4 105.3
irectly manage 直営既存店 + 2 客数 客単価 直営合計+オンラ 客数 客単価	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( Number of Customers Sales per Customer ラインストア Directly managed stores total (MU Number of Customers	MUJI)+ Online s 93.3 92.2 UJI) + Online sto 103.5 92.9	96.7 100.3 ore 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 99.1 111.3	95.6 98.3	100.8 113.7	81.7 105.0	83.0 101.4								92.8 101.4
iricetly manage 恒営既存店 + z 客数 客単価 恒営合計+オン 客数 客単価 引送合計・オン の 客単価	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( 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 s 93.3 92.2 UJI) + Online sto 103.5 92.9	96.7 100.3 ore 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 99.1 111.3	95.6 98.3	100.8 113.7	81.7 105.0	83.0 101.4								92.8 101.4
直営既存店+2 客数 客単価 直営合計+オン3 客数 客単価	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores ( Number of Customers Sales per Customer ラインストア Directly managed stores total (MU Number of Customers Sales per Customer LS含む) Number of Stores at the End of Mo	MUJI)+ Online s 93.3 92.2 UJI) + Online sto 103.5 92.9	96.7 100.3 ore 108.9 100.2 Stores)	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	95.6 98.3 108.8 98.5	100.8 113.7 115.2 114.7	81.7 105.0 92.6 104.4	83.0 101.4 92.6 102.1								92.8 101.4 105.3 101.7

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)

		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	se for Like	Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9М	Jun	Jul	Aug	4Q	2H	Full Year
	美 / East Asia			E57									10								5331
	+ オンラインストア nanaged stores (MUJI) + Online store	91.3	84.7	83.4	86.0	97.2	110.4	112.8	106.0	95.3	125.0	138.3	123.4								104.
中国大		83.8	77.0	77.5	79.0	73.7	112.6	117.4	99.2	88.0	135.3	154.3	131.1								104.
直営合計+オン		03.0	77.0	77.5	75.0	75.7	112.0	11/.4	33.2	00.0	133.3	154.5	131.1								100.
	aged 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	165.5	145.9								114.
中国大	陸 Mainland China	93.5	84.2	80.7	85.4	76.8	122.9	124.1	106.4	95.0	158.1	198.6	163.6								112.
直営既存店+	トオンラインストア LFL Directly managed stores	(MIIII)+ Online	store								•										
客数	Number of Customers	92.0	84.4	83.9	86.5	89.9	111.1	112.2	103.7	94.8	128.3	138.1	121.2								104.
客単価	Sales per Customer	99.2	100.4	99.4	99.4	108.1	99.3	100.5	102.2	100.5	97.5	100.2	101.9								100.
- 本学△=1 -1×	)=0.71.76;			les				ES .	<u> </u>						I				_ Research	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
	ンラインストア Directly managed stores total (N			07.0	02.0	01.6	121.6	110.6	110.4	101.1	146.4	160.3	146.0								115
客数	Number of Customers	100.0	90.1	87.0	92.0	91.6	121.6	119.6	110.4	101.1	146.4	168.2	146.0								115.
客単価	Sales per Customer	99.8	100.6	99.2	99.4	108.9	99.7	99.8	102.2	100.5	96.4	98.4	99.9								99.
	(LS含む) Number of Stores at the End of M	Ionth (Include LS	Stores)																		
店舗数	Number of Stores	446	452	453	453	459	463	467	467	467	468	467	473								47
今月出店数	Number of New-opening Stores	6	6	3	15	7	4	4	15	30	1	3	6								4
今月退店数	Number of Closed Stores	2	0	2	4	1	0	0	1	5	0	4	0								
東南アジア・	オセアニア事業 / Asia East/South & Ocea	nia																			
直営既存店 +	+ 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	116.9	102.3								122.
LFL Directly m 直営合計+オン	nanaged stores (MUJI) + Online store	150.0	120.0	120.5	/.5	12-1.5	125.7	154.2	120.7		123.1	110.5	102.5								
	クソインストア aged 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	128.3	113.2								137.0
直営合計+オ`	ンラインストア Directly managed stores total (N	ALLII) + Online sto	ore																		
客数	Number of Customers	191.4	159.3	139.4	159.7	141.1	145.9	146.8	144.2	151.1	144.3	131.4	118.7								144.0
客単価	Sales per Customer	100.2	97.0	92.3	95.5	96.3	92.2	94.0	94.3	94.9	100.8	97.6	95.4								95.3
日本庁舗物	(LS含む) Number of Stores at the End of M	lenth (Include LC	Stores					***													
店舗数	Number of Stores	80	82	83	83	85	85	85	85	85	86	85	87								8
今月出店数	Number of Stores  Number of New-opening Stores	0	2	1	3	2	0	0	2	5	1	0	2								
今月退店数	Number of Closed Stores	0	0	0	0	0	0	0	0	0	0	1	0								
											'										
	Europe & Americas			188									18		I				1	1	881
	+ 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	130.1	124.1								124.5
直営合計+オン																					
	aged stores total (MUJI) + Online store	122.6	106.4	115.2	114.4	130.6	140.4	128.4	132.8	123.0	126.8	129.9	124.0								124.2
直営会計・オン	ンラインストア Directly managed stores total (N	4LUI) + Opline str	aro																		
客数	Number of Customers	124.2	110.5	111.6	115.2	122.6	136.4	121.0	126.3	120.7	115.3	113.4	106.4								117.8
					-																
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	114.6	116.5								105.4
	(LS含む) Number of Stores at the End																				
店舗数	Number of Stores	57	57	57	57	57	57	57	57	57	57	57	57								57
今月出店数	Number of New-opening Stores	0	0	0	0	0	0	0	0	0	0	0	0								
今月退店数	Number of Closed Stores	0	0	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 e	end of month																			
店舗数	Number of Stores	1,089	1,108	1,118	1,118	1,133	1,136	1,144	1,144	1,144	1,156	1,163	1,172								1,17
今月出店数	Number of New-opening Stores	19	20	12	51	16	4	8	28	79	13	12	9								11
今月退店数	Number of Closed Stores	2	1	2	5	1	1	0	2	7	1	5	0			1	1				