Monthly Sales Trend for November 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	122.6	133.5
Number of Customers	99.0	106.7
Sales per Customer	123.9	125.1

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

		g ₁	
-1	%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
	Apparel	108.4	119.4
	Household	138.0	149.0
-[Foods	114.0	125.0

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	379	587
Number of New-opening Stores	-	13
Number of Closed Stores	-	0

Store openings

MUJI Youme terrace gion

MUJI AEON Komaki

MUJI Hapio Kino

MUJI Frespo Miyoshi

MUJI500 East Osaka Fusse

MUJI Barro Nakaotai

MUJI Yorkbenimaru Taiwayoshioka

MUJI Forest mall Shinmaebashi

MUJI Yoshizuya Kani

MUJI COOP Nijo station

MUJI COOP Sapporo Fujino

MUJI500 ASTY Shizuoka

MUJI Marunakasupercenter Utazu

Sales trends

In November 2023, on a year-on-year sales basis, monthly sales were 122.6% at LFL directly managed stores and online stores and 133.5% all directly managed stores and online stores, thanks to the "MUJI Week" sale for members that was held until November 6. In the household goods, daily consumables such as skincare and kitchenware continued to contribute to sales. After the sales promotion, sales of stores declined. There was no impact of the number of days on weekends and holidays.

Businesses Outside Japan

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

East Asia

	LFL Directly Managed	l Stores + Online Store	All Directly Managed	Stores + Online Store
		Mainland China		Mainland China
Sales	113.1	115.4	126.4	128.4
Number of Cusotomers	115.0	-	129.4	-
Sales per Customer	98.4	-	97.6	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	105.1	117.3
Number of Customers	-	115.8
Sales per Customer	-	101.3

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	106.7	104.6
Number of Customers		94.2
Sales per Customer	-	111.0

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	•	494
Number of New-opening Stores	•	5
Number of Closed Stores	•	0

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	94
Number of New-opening Stores	-	5
Number of Closed Stores	-	0

Europe & Americas Business

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	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	55
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

Store openings

MUJI Dongguan Chang'an Wanda Plaza (Mainland China, DM)

MUJI GLCC Mall (Mainland China, DM)

MUJI The Mixc Wenzhou (Mainland China, DM)

MUJI Aeon Mall Wuhan Jiangxia (Mainland China, DM)

MUJI Windsor House (Hong Kong, DM)

MUJI JIO WORLD PLAZA (India, DM)

MUJI Pavilion_Bukit_Jalil (Malaysia, DM)

MUJI TRX (Malaysia, DM)

MUJI THE MALL BANGKAPI (Thailand, DM)

MUJI CENTRAL WESTVILLE (Thailand, DM)

2024年8月期 月別売上・客数・客単価昨比(速報値)

Fiscal Year ending August 31, 2024

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 fo	or 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	104.6	110.9	108.4	108.6																108.6
生活	Household	98.3	115.1	138.0	117.7																117.7
食品	Food	94.5	111.2	114.0	107.3																107.3
営既存店+オ		00																			
L Directly man	aged stores (MUJI) + Online store	99.3	112.9	122.6	112.7																112.7
衣服	Apparel	116.0	123.2	119.4	120.2																120.2
生活	Household	108.0	126.2	149.0	128.4																128.4
食品	Food	109.6	125.0	125.0	120.4																120.4
営合計+オンラ																					
	d stores total (MUJI) + Online store	110.5	124.9	133.5	124.1																124.1
道営既存店 + オ 3数 3単価	ンラインストア LFL directly managed stores (Number of Customers Sales per Customer	MUJI)+ Online : 91.3 108.8	98.2 115.0	99.0 123.9	96.3 117.0																96.3 117.0
営合計+オンラ	・ インストア Directly managed stores total (MI	JJI) + Online sto	ore		······································																
数	Number of Customers	100.9	106.5	106.7	104.9																104.9
詳価	Sales per Customer	109.5	117.3	125.1	118.3																118.3
末店舗数(LS	含む) Number of Stores at the End of Mo	nth (Include LS	Stores)																		
全市米石	Number of Stores	571	574	587	587																58
胡安义																					
舗数 月出店数	Number of New-opening Stores	10	5	13	28																2

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.

• DM: Flash store sales as percentage of the same month prior fiscal year.

海外事業 セグメント別

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

	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 Yea
東アジア事業 / East Asia																				
直営既存店+オンラインストア	101.0	07.4																		
LFL Directly managed stores (MUJI) + Online store	101.8	97.1	113.1	104.3																104
中国大陸 Mainland China 直営合計+オンラインストア	101.0	97.1	115.4	104.8																104
旦呂口司+イノブ1ノストア Directly managed stores total (MUJI) + Online store	114.3	109.7	126.4	117.0																117
中国大陸 Mainland China	115.6	110.2	128.4	118.3																117
中国八座 Mailland Chilla	115.0	110.2	120.4	110.5																110
直営既存店+オンラインストア LFL Directly managed sto	res (MUJI)+ Online	store																		
客数 Number of Customers	102.9	98.7	115.0	105.4																105
客単価 Sales per Customer	98.9	98.4	98.4	98.9																98
	50.5	551.1																		
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	117.1	112.7	129.4	119.5																119
	97.6	97.4	97.6	97.9																97
客単価 Sales per Customer	97.6	97.4	97.6	97.9																97
月末店舗数(LS含む) Number of Stores at the End of	Month (Include LS	Stores)																		
占舗数 Number of Stores	489	489	494	494																4
当月出店数 Number of New-opening Stores	7	1	5	13																
当月退店数 Number of Closed Stores	0	1	0	1																
東南アジア・オセアニア事業 / Asia East/South & Oo	eania																			
直営既存店+オンラインストア	102.8	93.9	105.1	100.6																10
.FL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア											+									
Directly managed stores total (MUJI) + Online store	115.8	101.8	117.3	111.7																11
								B1111111111111111111111111111111111111										h		
直営合計+オンラインストア Directly managed stores total	, ,							1 000000000000000000000000000000000000					1	100000000000000000000000000000000000000				100000000000000000000000000000000000000		01
客数 Number of Customers	119.4	105.1	115.8	111.8																11
客単価 Sales per Customer	97.0	96.9	101.3	101.3																101
月末店舗数(LS含む) Number of Stores at the End of	Month (Include LS	Stores)																		
		89	94	94																
占計画会対 Number of Stores																				8
	87			7																
当月出店数 Number of New-opening Stores	0	2	5 0	7																
当月出店数 Number of New-opening Stores	0	2	5																	
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores	0	2	5																	
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas	0	0	5	O																
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア	0	2	5																	10
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア LFL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア	111.1	109.2	106.7	108.9																108
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア LFL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア	0	0	5	O																108
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア LFL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	111.1	109.2	106.7	108.9																
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア Directly managed stores (MUJI) + Online store 直営合計・オンラインストア Directly managed stores total (MUJI) + Online store	111.1	109.2	106.7	108.9																
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 次米事業 / Europe & Americas 直営既存店 + オンラインストア Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	111.1	109.2	106.7	108.9																103
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア LFL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	111.1 109.2 (MUJI) + Online str	109.2 107.2	106.7 104.6	108.9 106.9																106
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 次米事業 / Europe & Americas 直営既存店 + オンラインストア FL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store 直営合計+オンラインストア 直営合計+オンラインストア Directly managed stores total S Number of Customers	0 0 1111.1 109.2 (MUJI) + Online sto 93.8	109.2 107.2	106.7 104.6	108.9 106.9 93.7																108
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 欧米事業 / Europe & Americas 直営既存店 + オンラインストア FL Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store	0 0 111.1 109.2 (MUJI) + Online sto 93.8 116.5	109.2 107.2 107.2 115.2	106.7 104.6 94.2 111.0	108.9 106.9 93.7																108
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 大米事業 / Europe & Americas 宣営既存店 + オンラインストア FL Directly managed stores (MUJI) + Online store 宣営合計+オンラインストア pirectly managed stores total (MUJI) + Online store 宣営合計+オンラインストア Directly managed stores total を表数 Number of Customers Sales per Customer 末店舗数 (LS含む) Number of Stores at the El	111.1 109.2 (MUJI) + Online str 93.8 116.5	2 0 109.2 107.2 ore 93.1 115.2	106.7 104.6 94.2 111.0	108.9 106.9 93.7 114.1																10
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当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores 次米事業 / Europe & Americas 直営既存店 + オンラインストア Directly managed stores (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store 直営合計+オンラインストア Directly managed stores total (MUJI) + Online store 事業 Number of Customers Sales per Customer 「末店舗数 (LS含む) Number of Stores at the Esia数 Number of Stores Number of New-opening Stores Number of Closed Stores Number of Closed Stores 「末店舗数 (国内外合計) Total MUJI Store as of the	111.1 109.2 (MUJI) + Online std 93.8 116.5	2 0 109.2 107.2 ore 93.1 115.2 lude LS Stor 55 0 0	94.2 111.0 105.7	93.7 114.1 55 0																9 11
当月出店数 Number of New-opening Stores 当月退店数 Number of Closed Stores Number of Closed Stores	111.1 109.2 (MUJI) + Online ste 93.8 116.5	2 0 109.2 107.2 ore 93.1 115.2 lude LS Stor 55	106.7 104.6 94.2 111.0	108.9 106.9 93.7 114.1																10