Monthly Sales Trend for December 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	91.0	98.2
Number of Customers	87.9	93.4
Sales per Customer	103.6	105.1

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

, , , , , , , , , , , , , , , , , , , ,		
%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	80.4	87.0
Household	95.6	102.6
Foods	103.0	111.3

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	379	591
Number of New-opening Stores	-	4
Number of Closed Stores	-	0

Store openings

MUJI 500 Akihabara Station Platform MUJI Inageya Oizumigakuen MUJI AEON STYLE SASAOKA

MUJI FRESSAY Numatasakaemachi

Sales trends

In December 2023, on a year-on-year sales basis, monthly sales were 91.0% at LFL directly managed stores and online stores, and 98.2% at all directly managed stores and online stores. As for apparel, there was an impact of inventory shortages of mainstay winter items. In terms of household goods, there was an effect of the rebound of the MUJI week held in November, mainly in furniture and fabrics. 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	Stores + Online Store	All Directly Managed	Stores + Online Store
		Mainland China		Mainland China
Sales	109.0	133.6	123.9	147.0
Number of Cusotomers	122.5	-	139.6	-
Sales per Customer	89.0	-	88.7	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	100.3	116.9
Number of Customers	-	117.5
Sales per Customer	-	99.4

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	96.0	93.8
Number of Customers	-	92.9
Sales per Customer	-	100.9

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	500
Number of New-opening Stores	-	7
Number of Closed Stores	-	1

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	96
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	-	55
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

Store openings

MUJI Nanjing Chengbei MIXC One (Mainland China, DM)

MUJI Shanghai Wujiaochang wanda plaza (Mainland China, DM)

MUJI Kunming Mixc (Mainland China, DM)

MUJI Chongqing Mixc (Mainland China, DM) MUJI Shanghai Mosaic (Mainland China, DM)

MUJI NINA MALL (Hong Kong, DM)

MUJI TALEES (Taiwan,DM)

 $\hbox{MUJI CENTRAL CHAING MAI AIRPORT (Thailand, DM)}\\$

MUJI SORA GARDENS (Vietnam, 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 f	for Like	Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9М	Jun	Jul	Aug	4Q	2H	Full Year
 衣服	Apparel	104.6	110.9	108.4	108.6	80.4															99.9
生活	Household	98.3	115.1	138.0	117.7	95.6															111.2
食品	Food	94.5	111.2	114.0	107.3	103.0															106.1
		54.5	111.2	114.0	107.5	103.0															100.1
	naged stores (MUJI) + Online store	99.3	112.9	122.6	112.7	91.0															106.3
衣服	Apparel	116.0	123.2	119.4	120.2	87.0															109.7
生活	Household	108.0	126.2	149.0	128.4	102.6															120.7
食品	Food	109.6	125.0	125.0	120.4	111.3															117.8
宮合計+オンラ																			anamamamam		
irectly manage	ed stores total (MUJI) + Online store	110.5	124.9	133.5	124.1	98.2															116.2
				133.5	124.1	98.2															116.2
直営既存店+オ	オンラインストア LFL directly managed stores (I	MUJI)+ Online	store																		
直営既存店 + オ 京数				99.0 123.9	96.3 117.0	87.9															94.0
・	トラインストア LFL directly managed stores (I Number of Customers	MUJI)+ Online 91.3 108.8	store 98.2 115.0	99.0	96.3																94.0
・	tンラインストア LFL directly managed stores (I Number of Customers Sales per Customer	MUJI)+ Online 91.3 108.8	store 98.2 115.0	99.0	96.3 117.0	87.9															94.0 113.1
道営既存店 + オ 受数 野単価 道営合計+オンラ	†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 91.3 108.8 JJI) + Online st	store 98.2 115.0	99.0 123.9	96.3	87.9 103.6															94.0 113.1 101.6 114.4
電営既存店 + オ 系数 野単価 電営合計+オンラ 系数 野単価	t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	MUJI)+ Online 91.3 108.8 JJI) + Online st 100.9 109.5	98.2 115.0 tore 106.5 117.3	99.0 123.9	96.3 117.0	87.9 103.6															94.0 113.1
電営既存店 + オ 系数 野単価 電営合計+オンラ 系数 野単価	トプラインストア 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 91.3 108.8 JJI) + Online st 100.9 109.5	98.2 115.0 tore 106.5 117.3	99.0 123.9	96.3 117.0	87.9 103.6															94.0 113.1 101.6 114.4
京登既存店+オ 京数 写単価 寛営合計+オンラ 家数 写単価 引末店舗数(LS	トプラインストア 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 91.3 108.8 JJI) + Online st 100.9 109.5	98.2 115.0 tore 106.5 117.3 S Stores)	99.0 123.9 106.7 125.1	96.3 117.0 104.9 118.3	87.9 103.6 93.4 105.1															94.0 113.1

海外事業 セグメント別

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

	0.0	108	440		108		20	95.00	Len				95.00	۵. ۵				**		左即
LFL = Like for Like	9月 Son	10月	11月 Nov	第1Q 1Q	12月	1月	2月 Feb	第2Q 2Q	上期 1H	3月 Mar	4月	5月 May	第3Q 3Q	9ヶ月 9M	6月	7月 Jul	8月	第4Q 4Q	下期 2H	年間 Full Year
	Sep	Oct	Nov	IQ	Dec	Jan	Feb	2Q	TH	Iviar	Apr	May	3 U	9M	Jun	Jui	Aug	4Q	2H	Full Year
東アジア事業 / East Asia 直営既存店+オンラインストア										1		1					1			
LFL Directly managed stores (MUJI) + Online store	101.8	97.1	113.1	104.3	109.0															105.5
中国大陸 Mainland China	101.0	97.1	115.4	104.8	133.6															111.1
直営合計+オンラインストア																				
Directly managed stores total (MUJI) + Online store	114.3	109.7	126.4	117.0	123.9															118.9
中国大陸 Mainland China	115.6	110.2	128.4	118.3	147.0															124.7
直営既存店+オンラインストア LFL Directly managed stores (MUJI)+ Online	store																		
客数 Number of Customers	102.9	98.7	115.0	105.4	122.5															109.5
客単価 Sales per Customer	98.9	98.4	98.4	98.9	89.0															96.3
										1				<u> </u>						
直営合計+オンラインストア Directly managed stores total (M	UJI) + Online st	ore																		
客数 Number of Customers	117.1	112.7	129.4	119.5	139.6															124.6
客単価 Sales per Customer	97.6	97.4	97.6	97.9	88.7															95.4
			- 1				1			1				1			1			
月末店舗数(LS含む) Number of Stores at the End of Mo				_											5559					50
店舗数 Number of Stores	489	489	494	494	500															500
当月出店数 Number of New-opening Stores	7	1	5	13	7															20
当月退店数 Number of Closed Stores	0	1	0	1	1					I										2
東南アジア・オセアニア事業 / Asia East/South & Ocean	nia														15554					51
直営既存店+オンラインストア LFL Directly managed stores (MUJI) + Online store	102.8	93.9	105.1	100.6	100.3															100.7
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	116.9															113.3
直営合計+オンラインストア Directly managed stores total (M	IIII) i Online et																			
客数 Number of Customers	119.4	105.1	115.8	111.8	117.5					1										113.6
客単価 Sales per Customer	97.0	96.9	101.3	101.3	99.4															99.4
The second personal second sec					-				31 155555555555555555555555555555555555	8			1::::::::::::::::::::::::::::::::::::::	ssi Isssess	333				<u> </u>	
月末店舗数(LS含む) Number of Stores at the End of Mo	onth (Include L	Stores)																		
店舗数 Number of Stores	87	89	94	94	96															96
当月出店数 Number of New-opening Stores	0	2	5	7	2															9
当月退店数 Number of Closed Stores	0	0	0	0	0															0
55以市州 /																				
欧米事業 / Europe & Americas 直営既存店 + オンラインストア										1	T						I			
LFL Directly managed stores (MUJI) + Online store	111.1	109.2	106.7	108.9	96.0															104.7
直営合計+オンラインストア	400.2	407.0	1016	100.0	02.0															100.7
Directly managed stores total (MUJI) + Online store	109.2	107.2	104.6	106.9	93.8															102.7

直営合計+オンラインストア Directly managed stores total (M	T .				1		1					1					1			
客数 Number of Customers	93.8	93.1	94.2	93.7	92.9															93.5
客単価 Sales per Customer	116.5	115.2	111.0	114.1	100.9										_					109.8
月末店舗数(LS含む) Number of Stores at the End	of Month (In	clude LS Sto	ores)																	
店舗数 Number of Stores	55	55	55	55	55															55
当月出店数 Number of New-opening Stores	0	0		0	0															0
当月退店数 Number of Closed Stores	2			2																2
月末店舗数(国内外合計) Total MUJI Store as of the er	ud of month																			
店舗数 Number of Stores	1,202	1,207	1,230	1,230	1,242															1,242
当月出店数 Number of Stores 当月出店数 Number of New-opening Stores	1,202	1,207	23	48	1,242															61
当月退店数 Number of Closed Stores	3	3	0	6	13															7
		J			-		1	<u> </u>		1	1	1	<u> </u>		333		1	F	<u> </u>	,

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

^{0 3 0}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.

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

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