Monthly Sales Trend for January 2024

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	92.7	100.1
Number of Customers	91.5	97.1
Sales per Customer	101.2	103.1

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	89.8	97.6
Household	93.0	100.0
Foods	96.7	105.3

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	370	585
Number of New-opening Stores	•	0
Number of Closed Stores	-	6

Store openings

None

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	86.1	85.5	93.1	91.5
Number of Cusotomers	89.1	-	97.2	-
Sales per Customer	96.6	-	95.9	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	96.7	113.6
Number of Customers	-	113.7
Sales per Customer	-	100.0

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	99.3	97.2
Number of Customers	-	94.0
Sales per Customer	-	103.4

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores		502
Number of New-opening Stores		2
Number of Closed Stores	•	0

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	•	98
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 GUIYANG MIXCONE (Mainland China, DM)
MUJI STARFIELD SUWON (South Korea, DM)
MUJI THE MALL BANGKAE (Thailand, DM)
MUJI CENTRAL NAKORNSAWAN (Thailand, DM)

Fiscal Year ending August 31, 2024

2024年8月期 月別売上・客数・客単価昨比(速報値) 月次概況 Monthly sales trend 国内事業 Japan

		9月	10月	11月	第10	12月	1月	2月	第2Q	上期	3月	4月	5月	第30	9ヶ月	6月	7月	8月	第40 下	HB	年間
LFL = Like 1		Sep		Nov		Dec		Feb	20	1H	Mar				9M		Jul		40 2	222222222	ull Year
LFL = LIKE	of like	Sep	Oct	NOV	1Q	Dec	Jan	reb	ZQ	111	Iviar	Apr	May	3Q	SIVI	Jun	Jui	Aug	4Q 2	н г	uii Year
衣服	Apparel	104.6	110.9	108.4	108.6	80.4	89.8														98.5
生活	Household	98.3	115.1	138.0	117.7	95.6	93.0														107.5
食品	Food	94.5	111.2	114.0	107.3	103.0	96.7														104.4
直営既存店+2		54.5	111.1	114.0	207.5	103.0	30.7														10-11
	aged stores (MUJI) + Online store	99.3	112.9	122.6	112.7	91.0	92.7														103.9
衣服	Apparel	116.0	123.2	119.4	120.2	87.0	97.6														107.7
生活	Household	108.0	126.2	149.0	128.4	102.6	100.0														116.3
食品	Food	109.6	125.0	125.0	120.4	111.3	105.3														115.2
直営合計+オン																					
	d stores total (MUJI) + Online store	110.5	124.9	133.5	124.1	98.2	100.1														113.1
杏学服方c	トンラインストア LFL directly managed stores (
客数	Number of Customers	91.3	98.2	99.0	96.3	87.9	91.5				1	_		1							93.5
客単価	Sales per Customer	108.8	115.0	123.9	117.0	103.6	101.2														111.1
LJ 1844	suics per customer	100.0	113.0	123.3	117.0	103.0	101.2		100000000000000000000000000000000000000					<u> </u>					I I I I I I I I I I I I I I I I I I I		111.1
直営合計+オン	インストア Directly managed stores total (MU	JJI) + Online s	tore																		
客数	Number of Customers	100.9	106.5	106.7	104.9	93.4	97.1														100.7
客単価	Sales per Customer	109.5	117.3	125.1	118.3	105.1	103.1														112.3
	S含む) Number of Stores at the End of Mo										9			E					P		
店舗数	Number of Stores	571	574	587	587		585														585
当月出店数	Number of New-opening Stores	10	5	13	28		0														32
当月退店数	Number of Closed Stores	1	2	0	3	0	6														9

当月退店数 Number of Closed Stores チャネルについた ・直営既存店:前年用首から開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 前年北鉄幅について ・直営数値:店舗売上高(売価ペース)前年同月比

| 3| 0| 6|
| 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.

									P					E	***************************************						
LFL = Like		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
		Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9M	Jun	Jul	Aug	4Q	2H	Full Yea
レアジア事業 3 宮既仔店 +	! / East Asia オンフインストア							I	100000000000000000000000000000000000000				T	E					100000000000000000000000000000000000000		8881
	anaged stores (MUJI) + Online store	101.8	97.1	113.1	104.3	109.0	86.1														101
中国大阳		101.0	97.1	115.4	104.8	133.6	85.5														104
「営合計+オン																					
	ged stores total (MUJI) + Online store	114.3	109.7	126.4	117.0	123.9	93.1														112
中国大阳	垄 Mainland China	115.6	110.2	128.4	118.3	147.0	91.5														115
営既存店+	オンラインストア LFL Directly managed stores	(MUJI)+ Online	store																		
字数	Number of Customers	102.9	98.7	115.0	105.4	122.5	89.1														104
9単価	Sales per Customer	98.9	98.4	98.4	98.9	89.0	96.6														96
					333333333333333333				I	1			1	B:::::::::::::::::::::::::::::::::::::	8::::::::::::			l	I		3333
	ラインストア Directly managed stores total (M								-1												
数	Number of Customers	117.1	112.7	129.4	119.5	139.6	97.2	<u></u>										<u></u>			117
単価	Sales per Customer	97.6	97.4	97.6	97.9	88.7	95.9														95
末店舗数((LS含む) Number of Stores at the End of M	onth (Include L	S Stores)																		
舗数	Number of Stores	489	489	494	494	500	502														5
月出店数	Number of New-opening Stores	7	1	5	13	7	2														
月退店数	Number of Closed Stores	0	1	0	1	1	0														
南アジア・ス	セアニア事業 / Asia East/South & Ocea	nia							-												
	オンラインストア anaged stores (MUJI) + Online store	102.8	93.9	105.1	100.6	100.3	96.7														100
	ged stores total (MUJI) + Online store	115.8	101.8	117.3	111.7	116.9	113.6														113
当ロ	・ラインストア Directly managed stores total (N Number of Customers	119.4	105.1	115.8	111.8	117.5	113.7	I				_	T					I			113
· 単価	Sales per Customer	97.0	96.9	101.3	101.3	99.4	100.0												-		100
	•								100000000000000000000000000000000000000	.1				B 111111111111111111111111111111111111	<u> </u>				100000000000000000000000000000000000000		
	LS含む) Number of Stores at the End of M																				
5舗数 5月出店数	Number of Stores	87	89	94	94 7	96	98		-										-		
3月山冶数 5月退店数	Number of New-opening Stores Number of Closed Stores	0	0	5	0	2	0														
1/ JAE/HISA	Number of closed stores			0					Feeeeeeeeeee	4				<u> </u>	<u> </u>				I		33334
次米事業 / E	urope & Americas																				
	オンラインストア	111.1	109.2	106.7	108.9	96.0	99.3														103
	anaged stores (MUJI) + Online store																				
宣営合計+オン irectly manag	/フインストア ged stores total (MUJI) + Online store	109.2	107.2	104.6	106.9	93.8	97.2														101
	ラインストア Directly managed stores total (N																				
数	Number of Customers	93.8	93.1	94.2	93.7	92.9	94.0														93
単価	Sales per Customer	116.5	115.2	111.0	114.1	100.9	103.4														108
士中铁学	(LS含む) Number of Stores at the End	-6 84																			
3 木占舗数 5舗数	(LS書む) Number of Stores at the End Number of Stores	of Month (Inc	Slude LS Sto	res) 55	55	55	55	1	100000000000000000000000000000000000000			1	1	E					1000000		
1000 4月出店数	Number of New-opening Stores	0	0	0	0		0		1												
月退店数	Number of Closed Stores	2	0	0	2	0	0														
末店舗数(国内外合計) Total MUJI Store as of the e	nd of month																			
舗数	Number of Stores	1.202	1,207	1,230	1,230	1,242	1,240					T	I								1,2
月出店数	Number of New-opening Stores	1,202	8	23	48	13	4		1	1				1					1		1,2