Monthly Sales Trend for March 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	116.1	125.3
Number of Customers	108.1	114.7
Sales per Customer	107.4	109.2

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	101.7	110.2
Household	122.1	131.4
Foods	123.6	133.9

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	367	597
Number of New-opening Stores	=	12
Number of Closed Stores	=	1

Store openings

MUJI Shin-Ōmura Ekimae

MUJI Sanribu BUONO Hagiwara

MUJI COOP Iwamizawaminami

MUJI Niigata Shirone

MUJI Tsushima

MUJI AEON Town Tomiominami

MUJI AEON Town Hamamatsunippashi

MUJI Iwaki Paix Paix

MUJI Shapo Koiwa

MUJI500 CoCoLo Niigata

MUJI500 Shintsunashima

MUJI500 TAKAMATSU ORNE

Sales trends

In March 2024, on a year-on-year sales basis, monthly sales were 116.1% at LFL directly managed stores and online stores, and 125.3% at all stores and online stores. While the number of days of the "MUJI Week" sales event for members (from March 15 to March 25) was the same as the previous year, sales mainly in the Household goods and Food categories exceeded the previous year's results due to the effect of new products and the inventory accumulation before the event. There were positive impacts of 4 points due to having two more days on weekends and holidays.

The monthly overseas sales flash for March 2024 will be disclosed on Friday, April 12.

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		М					
97.5	97.3	106.5	104.7					
99.9	-	109.5	-	119.9				
97.6	-	97.3	- 100.5					
	97.5 99.9	97.5 97.3 99.9 -	Mainland China 97.5 97.3 106.5 99.9 - 109.5	Mainland China M 97.5 97.3 106.5 99.9 - 109.5				

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	102.1	120.6
Number of Customers	-	119.9
Sales per Customer	-	100.5

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	112.5	107.0
Number of Customers	-	101.4
Sales per Customer	=	105.5

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	505
Number of New-opening Stores	=	4
Number of Closed Stores	-	1

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	99
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	-	53
Number of New-opening Stores	-	0
Number of Closed Stores	-	2

Store openings

MUJI Beijing Hops On (Mainland China, DM)
MUJI Cixi Aegean Place (Mainland China, DM)
MUJI LOTTEMART BUPYEONGSTATION (Korea, DM)
MUJI Taoyuan(a mart) (Taiwan, DM)
MUJI Sunway Carnival (Malaysia, 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 国内事業 Monthly sales trend Japan

																	-0		1000		4-99
		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30	9ヶ月	6月	7月	8月	第4Q	下期	年間
LFL = Like fo	r 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	80.4	89.8	105.3	88.7	99.2	101.7										99.6
生活	Household	98.3	115.1	138.0	117.7	95.6	93.0	112.0	99.1	108.2	122.1										110.8
食品	Food	94.5	111.2	114.0	107.3	103.0	96.7	101.0	100.4	103.8	123.6										107.1
直営既存店+オ																					
LFL Directly mana	aged stores (MUJI) + Online store	99.3	112.9	122.6	112.7	91.0	92.7	107.7	95.9	104.4	116.1										106.5
衣服	Apparel	116.0	123.2	119.4	120.2	87.0	97.6	113.1	95.7	108.3	110.2										108.6
生活	Household	108.0	126.2	149.0	128.4	102.6	100.0	119.6	106.2	116.7	131.4										119.6
食品	Food	109.6	125.0	125.0	120.4	111.3	105.3	109.3	108.8	114.3	133.9										117.6
直営合計+オンラ		200.0									200.0										
	d stores total (MUJI) + Online store	110.5	124.9	133.5	124.1	98.2	100.1	115.0	103.1	113.4	125.3										115.5
	ンラインストア LFL directly managed stores (E0000000000000000000000000000000000000							
	Number of Customers	91.3	98.2	99.0	96.3	87.9	91.5	101.2	92.8	94.6	108.1										96.6
客単価	Sales per Customer	108.8	115.0	123.9	117.0	103.6	101.2	106.4	103.4	110.4	107.4										110.2
直営合計+オンラ	インストア Directly managed stores total (MI	JJI) + Online st	tore																		
	Number of Customers	100.9	106.5	106.7	104.9	93.4	97.1	106.7	98.3	101.5	114.7										103.6
客単価	Sales per Customer	109.5	117.3	125.1	118.3	105.1	103.1	107.8	104.9	111.6	109.2										111.5
	含む) Number of Stores at the End of Mo																				
	Number of Stores	571	574	587	587	591	585	586	586	586	597										597
	Number of New-opening Stores	10	5	13	28	4	0	2	6	34	12										46
当月退店数	Number of Closed Stores	1	2	0	3	0	6	1	7	10	1										11

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

0 | 3 | 0 | 5 | 1 | 1 | 10 |

Definition of Sales Channel:

• IFL (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

Sales, Number	r of Customers and Sales per Customer (Yes	ar-on-year comp	parison basis	i)																
		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40 下期	年間
LFL = Like	e for Like	Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9M	Jun	Jul	Aug	4Q 2H	Full Year
東アジア事業																				
	インフインストア anaged stores (MUJI) + Online store	404.0	07.4	442.4		400.0	05.4	05.0			07.5									4004
中国大阪		101.8 101.0	97.1 97.1	113.1 115.4	104.3 104.8	109.0 133.6	86.1 85.5	96.8 90.3	97.1 100.1	100.5 102.4	97.5 97.3							_		100.1 101.7
直営合計+オン		101.0	97.1	115.4	104.8	155.0	85.5	90.5	100.1	102.4	97.3							_		101.7
	ged stores total (MUJI) + Online store	114.3	109.7	126.4	117.0	123.9	93.1	107.3	107.2	111.7	106.5									111.0
中国大阪		115.6	110.2	128.4	118.3	147.0	91.5	99.4	108.6	113.1	104.7									111.5
-1-m1>(h	± Walliand Clinia	113.0	110.2	120.4	110.5	147.0	31.3	33.4	200.0	113.1	104.7					81				
	オンラインストア LFL Directly managed store	s (MUJI)+ Online	e store																	
客数	Number of Customers	102.9	98.7	115.0	105.4	122.5	89.1	97.6	102.0	103.5	99.9									103.0
客単価	Sales per Customer	98.9	98.4	98.4	98.9	89.0	96.6	99.2	95.3	97.1	97.6									97.3
有堂合計+オン	ラインストア Directly managed stores total (I	MIIII) + Online s	tore	,			'				•							-		
客数	Number of Customers	117.1	112.7	129.4	119.5	139.6	97.2	108.3	113.2	116.1	109.5									115.:
																		+		222
客単価	Sales per Customer	97.6	97.4	97.6	97.9	88.7	95.9	99.1	94.8	96.3	97.3									96.
月末店舗数((LS含む) Number of Stores at the End of N	Aonth (Include I	S Stores)																	
店舗数	Number of Stores	489	489	494	494	500	502	502	502	502	505									50
当月出店数	Number of New-opening Stores	7	1	5	13	7	2	0			4									2
当月退店数	Number of Closed Stores	0	1		1	1	0	0			1									
東南アジア・ス	オセアニア事業 / Asia East/South & Ocea	ania								***************************************										2223
	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	104.8	99.3	101.0	102.1									101.:
if it birectly ma 直営合計+オン																		_		
	ged stores total (MUJI) + Online store	115.8	101.8	117.3	111.7	116.9	113.6	127.4	118.7	115.4	120.6									116.1
古世合計. +>	・ラインストア Directly managed stores total (I																			
但呂ロil+//ノ 客数	Number of Customers	119.4	105.1	115.8	111.8	117.5	113.7	122.8	117.8	115.0	119.9						T		1	115.7
各数 客単価	Sales per Customer	97.0	96.9	101.3	101.3	99.4	100.0	103.7	100.8	100.3	100.5							+		100.4
T-1M	Sales per customer	37.0	30.3	101.5	101.5	33.4	100.0	103.7	200.0	100.3	100.5				:::::::::::::::::::::::::::::::::::::::	81				100.4
月末店舗数((LS含む) Number of Stores at the End of N	Month (Include L	S Stores)																	
店舗数	Number of Stores	87	89	94	94	96	98	98	98	98	99									9
当月出店数	Number of New-opening Stores	0	2	5	7	2	2	1			1									1
当月退店数	Number of Closed Stores	0	0	0	0	0	0	1	1	1	0									
	urope & Americas オンラインストア															81				555
	anaged stores (MUJI) + Online store	111.1	109.2	106.7	108.9	96.0	99.3	109.5	100.6	104.8	112.5									105.7
直営合計+オン																		_		
	ged stores total (MUJI) + Online store	109.2	107.2	104.6	106.9	93.8	97.2	105.4	97.7	102.2	107.0									102.7
吉世合計 土	=0.7178			-																
	・ラインストア Directly managed stores total (I				22											81				
客数	Number of Customers	93.8	93.1	94.2	93.7	92.9	94.0	99.6	95.0	94.4	101.4									95.2
客単価	Sales per Customer	116.5	115.2	111.0	114.1	100.9	103.4	105.8	102.8	108.3	105.5									107.8
月末店舗数	(LS含む) Number of Stores at the En	d of Month (In	clude LS Sto	ores)																
店舗数	Number of Stores	55	55	55	55	55	55	55	55	55	53							T		5
当月出店数	Number of New-opening Stores	0	0	0	0	0	0	0			0									
当月退店数	Number of Closed Stores	2	0		2	0	0	0												
日本庄舗物(
	(国内外合計) Total MUJI Store as of the		1 207	1 220	1 220	1 2/12	1 2/0	1 2/11	1 2/11	1 2//1	1 254							_		1 75
月末店舗数(店舗数 当月出店数	(国内外合計) Total MUJI Store as of the on Number of Stores Number of New-opening Stores	1,202	1,207	1,230	1,230 48	1,242	1,240	1,241	1,241 20	1,241 68	1,254 17									1,25