

## Monthly Sales Trend for Nov 2025

### 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	86.3	94.4
Number of Customers	95.3	102.4
Sales per Customer	90.5	92.1

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	89.7	97.8
Household	80.3	87.6
Foods	99.1	109.0

#### Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	501	701
Number of New-opening Stores	-	8
Number of Closed Stores	-	2

#### Store openings

MUJI MIYAKO  
MUJI AEONMALL SAGAYAMATO  
MUJI TSUKUBAMIRAI  
MUJI500 MARUHIRO AGEO  
MUJI UOZU  
MUJI AEONTOWN HIGASHINARASHINO  
MUJI KATATA  
MUJI CIINA CIINA OWARIASAH

#### Sales trends

In November 2025, LFL Directly Managed Stores + Online Store sales were 86.3% YoY and sales at All Directly Managed Stores + Online Store were 94.4% YoY. In addition to the suspension of MUJI Online Store resulted in 13% negative impact on monthly sales, LFL store sales slightly declined YoY. The number of MUJI Week date was 1 day fewer than November last year (2025: October 24–November 3/ 2024: October 25–November 4), which had approx. 3–4% negative impact. On the other hand, having 2 more weekends and holidays compared to last year contributed a positive impact of approx. 3–4%.

In Q1, LFL Directly Managed Stores + Online Store sales were 100.3% YoY. Excluding the negative impact of the suspension of MUJI Online Store (approx. 7%), sales at LFL Directly Managed Stores progressed strong to 107% YoY.

MUJI Online Store partially resumed operations on December 1, with full restoration scheduled for mid-December.

## Fiscal Year ending August 31, 2026

Monthly sales trend  
Japan

<p>チャネルについて</p> <ul style="list-style-type: none"> <li>●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</li> </ul> <p>前年比数値について</p> <ul style="list-style-type: none"> <li>●直営数値：店舗売上高（売価ベース）前年同月比</li> </ul>	<p>Definition of Sales Channel:</p> <ul style="list-style-type: none"> <li>● 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</li> </ul> <p>Definition of figures:</p> <ul style="list-style-type: none"> <li>● DM: Flash store sales as percentage of the same month prior fiscal year.</li> </ul>
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