

2017年度月別売上・客数・客単価昨比

2017 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

|   | 3月    | 4月    | 5月    | 第1Q   | 6月    | 7月    | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 9ヶ月 | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|---|-------|-------|-------|-------|-------|-------|------|-----|----|------|------|------|-----|-----|------|------|------|-----|----|-----------|
|   | Mar.  | Apr.  | May   | 1Q    | Jun.  | Jul.  | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | 9M  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |
| 衣服 Apparel  | 98.2  | 107.1 | 107.5 | 104.5 | 110.1 | 116.0 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 生活 Household  | 103.5 | 110.9 | 102.2 | 105.3 | 108.0 | 110.3 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 食品 Food   | 106.4 | 104.0 | 102.7 | 104.5 | 107.5 | 107.9 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 102.1 | 108.9 | 104.4 | 105.0 | 108.8 | 112.4 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 109.1 | 113.0 | 109.8 | 110.6 | 112.2 | 115.3 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 104.5 | 107.1 | 104.4 | 105.8 | 108.1 | 108.3 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 103.1 | 104.4 | 100.7 | 102.7 | 104.9 | 107.3 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| ショップ既存店<br>Like for Like stores                             | 102.4 | 108.6 | 104.4 | 105.1 | 108.7 | 111.8 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| ショップ合計<br>Stores total                                      | 108.1 | 111.6 | 108.3 | 109.3 | 111.0 | 114.1 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 全社<br>Company Total   | 114.4 | 110.2 | 108.3 | 111.5 | 113.9 | 116.7 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 全社（海外供給除く）<br>Company total excluding intra-group           | 109.9 | 109.8 | 108.8 | 109.5 | 112.4 | 115.1 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 直営既存店 Like for Like Directly managed stores (MUJI)          |       |       |       |       |       |       |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 衣服 Apparel  | 101.9 | 109.5 | 108.7 | 106.8 | 113.0 | 114.8 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 生活 Household  | 108.6 | 107.4 | 103.8 | 106.7 | 109.0 | 110.0 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 食品 Food   | 105.3 | 103.6 | 99.9  | 103.0 | 106.0 | 106.1 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 客数<br>Number of Customers                                   | 104.7 | 105.4 | 103.0 | 104.4 | 107.4 | 109.1 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 衣服 Apparel  | 96.4  | 97.8  | 98.9  | 97.8  | 97.4  | 101.1 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 生活 Household  | 95.3  | 103.2 | 98.4  | 98.7  | 99.1  | 100.3 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 食品 Food   | 101.0 | 100.4 | 102.9 | 101.5 | 101.4 | 101.7 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |
| 客単価<br>Sales per Customer                                   | 97.5  | 103.3 | 101.3 | 100.6 | 101.3 | 103.0 |      |     |    |      |      |      |     |     |      |      |      |     |    |           |

チャネルについて

- 既存店：前々年度までにオープンした店舗（年度：毎年3月から翌年2月まで）
- LS：ファミリーマートグループ以外の商品卸売先の店舗

Definition of Sales Channel:

- Like-for-Like (LFL): Stores opened during the last two fiscal years are excluded.
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前年比数値について

- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高（LS、西友、ファミリーマート）の前年同月比

Definition of figures:

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|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | Mar.  | Apr.  | May   | 1Q    | Jun.  | Jul.  | Aug.  | 2Q    | 1H    | Sep.  | Oct.  | Nov.  | 3Q    | 9M    | Dec.  | Jan.  | Feb.  | 4Q    | 2H    | Full Year |
| 衣服 Apparel  | 105.6 | 103.6 | 97.5  | 101.9 | 97.9  | 96.7  | 87.8  | 94.4  | 98.5  | 91.1  | 101.6 | 102.8 | 99.1  | 98.7  | 97.0  | 98.9  | 96.8  | 97.5  | 98.3  | 98.4      |
| 生活 Household  | 109.6 | 110.0 | 114.5 | 111.2 | 108.3 | 98.3  | 96.2  | 101.0 | 106.6 | 104.7 | 107.1 | 102.9 | 104.8 | 105.9 | 104.4 | 101.0 | 96.5  | 100.4 | 102.2 | 104.2     |
| 食品 Food   | 106.3 | 108.0 | 106.1 | 106.9 | 106.0 | 102.1 | 95.7  | 101.2 | 104.2 | 111.1 | 114.4 | 111.1 | 111.9 | 106.9 | 105.6 | 100.3 | 92.1  | 99.0  | 105.0 | 104.8     |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 108.1 | 107.3 | 106.4 | 107.3 | 104.0 | 98.0  | 93.1  | 98.4  | 103.3 | 100.0 | 105.5 | 103.4 | 103.1 | 103.2 | 101.7 | 100.2 | 96.1  | 99.3  | 101.0 | 102.1     |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 113.8 | 113.2 | 111.9 | 113.0 | 110.5 | 104.1 | 99.4  | 104.9 | 109.3 | 105.1 | 112.9 | 109.3 | 109.4 | 109.3 | 105.7 | 104.9 | 103.6 | 104.9 | 107.2 | 108.2     |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 105.0 | 104.3 | 106.9 | 105.5 | 104.6 | 102.8 | 93.7  | 100.8 | 103.9 | 101.2 | 107.4 | 107.1 | 105.6 | 104.5 | 97.1  | 99.7  | 97.8  | 98.4  | 102.5 | 103.3     |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 97.1  | 96.4  | 102.1 | 98.5  | 97.9  | 95.2  | 86.4  | 93.4  | 96.2  | 95.6  | 101.0 | 101.0 | 99.5  | 97.4  | 92.7  | 95.1  | 93.4  | 93.7  | 96.8  | 96.5      |
| ショップ既存店<br>Like for Like stores                             | 107.6 | 106.7 | 106.5 | 107.0 | 104.1 | 98.8  | 93.2  | 98.8  | 103.4 | 100.2 | 105.8 | 104.0 | 103.5 | 103.4 | 100.9 | 100.1 | 96.4  | 99.1  | 101.2 | 102.3     |
| ショップ合計<br>Stores total                                      | 110.7 | 110.1 | 110.2 | 110.3 | 108.3 | 102.6 | 97.1  | 102.8 | 106.9 | 103.5 | 110.8 | 107.9 | 107.7 | 107.2 | 103.5 | 103.3 | 102.0 | 103.0 | 105.5 | 106.2     |
| 全社<br>Company Total   | 113.2 | 114.1 | 112.3 | 113.6 | 109.1 | 106.5 | 103.2 | 107.0 | 110.5 | 109.8 | 110.9 | 113.0 | 111.8 | 110.9 | 103.1 | 108.9 | 107.9 | 107.6 | 109.8 | 110.1     |

|  |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 全社（海外供給除く） Company total excluding intra-group | 112.7 | 112.2 | 112.2 | 112.4 | 108.5 | 104.2 | 101.2 | 104.9 | 109.0 | 110.2 | 109.8 | 112.4 | 110.9 | 109.7 | 104.5 | 106.6 | 104.6 | 105.3 | 108.2 | 108.6 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |       |       |       |       |       |       |      |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel                | 95.4  | 96.6  | 92.0  | 94.5  | 92.0  | 89.7  | 80.3 | 87.3  | 90.9  | 94.2  | 104.4 | 106.1 | 101.6 | 94.0  | 100.7 | 99.7  | 103.4 | 101.0 | 101.3 | 95.5  |
| 生活 Household              | 105.7 | 106.8 | 106.4 | 106.3 | 105.9 | 104.6 | 98.3 | 102.8 | 104.7 | 107.4 | 108.8 | 105.8 | 107.2 | 105.5 | 104.0 | 101.9 | 99.6  | 101.9 | 104.5 | 104.6 |
| 食品 Food                   | 97.0  | 100.5 | 100.6 | 99.3  | 99.2  | 99.3  | 93.8 | 97.3  | 98.4  | 105.2 | 107.6 | 104.9 | 105.7 | 100.8 | 101.3 | 97.5  | 93.1  | 97.3  | 101.4 | 100.0 |
| 客数<br>Number of Customers | 100.2 | 101.8 | 99.7  | 100.6 | 99.9  | 98.5  | 92.0 | 96.7  | 98.7  | 102.2 | 105.9 | 104.2 | 104.0 | 100.4 | 101.9 | 99.8  | 97.3  | 99.7  | 101.9 | 100.3 |

|                           |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |      |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|
| 衣服 Apparel                | 110.7 | 107.2 | 106.0 | 107.9 | 106.4 | 107.8 | 109.3 | 108.1 | 108.4 | 96.8  | 97.4  | 96.9  | 97.5  | 104.9 | 96.3  | 99.1  | 93.7 | 96.6  | 97.0  | 103.0 |
| 生活 Household              | 103.7 | 102.9 | 107.6 | 104.6 | 102.3 | 94.0  | 97.8  | 98.2  | 101.9 | 97.5  | 98.4  | 97.2  | 97.7  | 100.4 | 100.4 | 99.1  | 96.8 | 98.6  | 97.7  | 99.7  |
| 食品 Food                   | 109.6 | 107.4 | 105.5 | 107.6 | 106.9 | 102.9 | 102.1 | 104.0 | 106.0 | 105.6 | 106.3 | 105.9 | 105.9 | 106.0 | 104.3 | 102.9 | 98.9 | 101.8 | 103.6 | 104.8 |
| 客単価<br>Sales per Customer | 107.9 | 105.4 | 106.7 | 106.7 | 104.0 | 99.5  | 101.2 | 101.8 | 104.7 | 97.9  | 99.6  | 99.3  | 99.1  | 102.8 | 99.8  | 100.4 | 98.8 | 99.6  | 99.1  | 101.8 |

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2015年度月別売上・客数・客単価昨比

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|---|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----------|
|   | Mar. | Apr.  | May   | 1Q    | Jun.  | Jul.  | Aug.  | 2Q    | 1H    | Sep.  | Oct.  | Nov.  | 3Q    | 9M    | Dec.  | Jan.  | Feb.  | 4Q    | 2H    | Full Year |
| 衣服 Apparel  | 97.2 | 113.1 | 108.2 | 106.2 | 98.6  | 106.5 | 114.1 | 105.5 | 105.9 | 108.0 | 101.9 | 90.8  | 99.0  | 103.2 | 94.9  | 102.3 | 99.3  | 97.7  | 98.5  | 102.1     |
| 生活 Household  | 85.9 | 117.4 | 110.9 | 100.8 | 104.4 | 109.1 | 110.3 | 107.8 | 103.9 | 111.5 | 120.7 | 112.2 | 114.8 | 107.2 | 110.4 | 112.2 | 106.4 | 109.6 | 112.4 | 108.1     |
| 食品 Food   | 92.4 | 95.8  | 95.4  | 94.4  | 95.4  | 90.5  | 98.6  | 94.6  | 94.5  | 105.2 | 101.9 | 100.7 | 102.3 | 96.8  | 100.3 | 99.4  | 94.7  | 97.9  | 100.0 | 97.3      |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 89.7 | 113.8 | 108.5 | 102.3 | 101.3 | 106.4 | 110.6 | 105.8 | 103.9 | 109.8 | 111.5 | 102.3 | 107.4 | 104.9 | 103.2 | 107.4 | 102.6 | 104.1 | 106.0 | 104.9     |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 93.2 | 120.6 | 114.6 | 107.6 | 107.2 | 111.6 | 116.7 | 111.5 | 109.4 | 116.1 | 115.4 | 108.0 | 112.9 | 110.6 | 110.8 | 116.0 | 111.8 | 112.8 | 112.8 | 111.1     |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 85.3 | 109.5 | 105.5 | 98.4  | 98.6  | 103.4 | 111.2 | 103.8 | 100.9 | 107.4 | 109.7 | 99.5  | 105.3 | 102.7 | 102.6 | 105.5 | 102.9 | 104.0 | 104.4 | 102.9     |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 87.1 | 111.8 | 106.5 | 100.1 | 101.4 | 104.9 | 112.4 | 105.8 | 102.6 | 114.6 | 113.8 | 97.8  | 107.7 | 104.3 | 101.1 | 101.2 | 95.7  | 99.6  | 103.8 | 103.2     |
| ショップ既存店<br>Like for Like stores                             | 88.9 | 112.9 | 107.9 | 101.6 | 100.8 | 105.8 | 110.7 | 105.4 | 103.4 | 109.3 | 111.2 | 101.7 | 107.0 | 104.4 | 103.1 | 107.1 | 102.7 | 104.0 | 105.7 | 104.6     |
| ショップ合計<br>Stores total                                      | 92.0 | 118.9 | 113.1 | 106.2 | 106.1 | 110.4 | 115.9 | 110.5 | 108.1 | 115.8 | 115.1 | 106.1 | 111.9 | 109.4 | 109.0 | 113.4 | 108.9 | 110.4 | 111.2 | 109.7     |
| 全社<br>Company Total   | 97.5 | 110.8 | 114.1 | 107.4 | 117.7 | 110.4 | 115.2 | 115.2 | 111.0 | 112.1 | 116.4 | 105.6 | 111.7 | 111.2 | 115.9 | 112.0 | 111.6 | 114.4 | 113.0 | 112.0     |

|  |      |       |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|--|------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 全社（海外供給除く） Company total excluding intra-group | 93.4 | 112.5 | 94.6 | 104.3 | 108.9 | 110.8 | 117.6 | 112.1 | 107.7 | 114.3 | 115.3 | 105.5 | 111.4 | 109.0 | 113.3 | 112.3 | 109.7 | 112.3 | 111.8 | 109.8 |
|--|------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |       |       |       |      |       |       |      |      |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|------|-------|-------|-------|------|-------|-------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel                | 95.2 | 102.7 | 101.8 | 100.1 | 94.0 | 100.2 | 105.9 | 99.6 | 99.8 | 98.7  | 92.7  | 82.8  | 90.4  | 96.6  | 86.9  | 94.4  | 89.8  | 89.3  | 89.9  | 95.3  |
| 生活 Household              | 93.8 | 102.6 | 102.2 | 99.2  | 98.7 | 97.3  | 100.7 | 98.8 | 99.0 | 102.3 | 108.5 | 102.3 | 104.1 | 100.5 | 102.0 | 101.2 | 100.8 | 101.0 | 102.6 | 100.8 |
| 食品 Food                   | 90.7 | 90.2  | 91.4  | 90.8  | 90.5 | 87.3  | 95.3  | 90.9 | 90.9 | 96.3  | 97.7  | 95.1  | 96.2  | 92.4  | 95.6  | 95.5  | 94.7  | 95.2  | 95.8  | 93.3  |
| 客数<br>Number of Customers | 93.0 | 98.8  | 99.2  | 96.9  | 94.9 | 95.8  | 100.5 | 97.0 | 97.0 | 99.8  | 101.5 | 95.3  | 98.6  | 97.3  | 96.5  | 98.1  | 97.2  | 97.0  | 97.9  | 97.4  |

|                           |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel                | 102.1 | 110.1 | 106.3 | 106.1 | 104.9 | 106.3 | 107.7 | 105.9 | 106.1 | 110.4 | 109.9 | 109.7 | 109.5 | 106.7 | 109.1 | 108.5 | 110.6 | 109.4 | 109.6 | 107.2 |
| 生活 Household              | 91.6  | 114.4 | 108.5 | 101.7 | 105.8 | 112.1 | 109.6 | 109.1 | 104.9 | 109.2 | 111.3 | 109.7 | 110.3 | 106.7 | 108.2 | 111.0 | 105.6 | 108.5 | 109.5 | 107.2 |
| 食品 Food                   | 101.9 | 106.2 | 104.4 | 104.0 | 105.5 | 103.6 | 103.5 | 104.1 | 104.0 | 109.5 | 104.2 | 105.9 | 106.3 | 104.8 | 104.9 | 104.1 | 100.1 | 102.8 | 104.4 | 104.3 |
| 客単価<br>Sales per Customer | 96.5  | 115.2 | 109.3 | 105.6 | 106.7 | 111.1 | 110.1 | 109.1 | 107.2 | 110.0 | 109.9 | 107.3 | 108.9 | 107.8 | 107.0 | 109.5 | 105.6 | 107.3 | 108.3 | 107.7 |

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|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 111.4 | 106.8 | 105.0 | 107.5 | 106.5 | 105.9 | 100.6 | 104.6 | 106.2 | 109.5 | 99.8  | 102.6 | 103.2 | 103.4 | 102.9 | 110.8 | 104.4 | 103.8 | 105.0 |
| 生活 Household  | 131.8 | 91.3  | 98.1  | 109.2 | 103.2 | 102.8 | 99.4  | 101.8 | 105.9 | 98.7  | 99.0  | 102.2 | 100.1 | 96.1  | 102.9 | 104.3 | 100.4 | 100.3 | 103.1 |
| 食品 Food   | 102.8 | 101.9 | 106.5 | 103.7 | 108.3 | 83.9  | 93.0  | 93.9  | 98.9  | 90.6  | 82.1  | 83.4  | 84.9  | 83.3  | 89.2  | 97.1  | 89.9  | 87.6  | 92.7  |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 122.2 | 97.7  | 101.6 | 107.8 | 104.9 | 101.9 | 99.2  | 102.1 | 105.2 | 101.8 | 97.8  | 100.7 | 100.0 | 97.8  | 101.5 | 105.3 | 100.7 | 100.4 | 102.7 |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 128.4 | 102.1 | 105.6 | 112.6 | 108.2 | 106.6 | 103.9 | 106.3 | 109.7 | 107.0 | 104.7 | 107.5 | 106.4 | 102.3 | 105.9 | 110.9 | 105.8 | 106.1 | 107.9 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 120.5 | 97.8  | 100.7 | 107.0 | 105.0 | 98.7  | 98.5  | 100.9 | 104.2 | 101.1 | 97.0  | 98.4  | 98.6  | 93.0  | 95.2  | 99.0  | 95.3  | 97.0  | 100.4 |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 121.7 | 98.1  | 102.0 | 107.9 | 103.8 | 100.0 | 101.3 | 101.8 | 105.2 | 100.4 | 96.9  | 102.1 | 99.8  | 95.8  | 97.8  | 100.7 | 97.8  | 98.8  | 101.9 |
| ショップ既存店<br>Like for Like stores                             | 121.9 | 97.8  | 101.4 | 107.7 | 105.0 | 101.2 | 99.1  | 101.9 | 105.0 | 101.7 | 97.6  | 100.3 | 99.7  | 96.8  | 100.2 | 104.0 | 99.6  | 99.7  | 102.2 |
| ショップ合計<br>Stores total                                      | 127.0 | 101.3 | 104.9 | 111.7 | 107.3 | 105.3 | 103.4 | 105.5 | 108.8 | 105.8 | 103.2 | 106.5 | 105.1 | 101.1 | 104.4 | 108.9 | 104.2 | 104.7 | 106.7 |
| 全社<br>Company Total   | 130.6 | 112.0 | 111.0 | 118.2 | 113.6 | 122.7 | 113.2 | 116.9 | 117.6 | 118.1 | 109.1 | 112.2 | 113.2 | 106.4 | 113.9 | 110.5 | 110.8 | 112.0 | 114.7 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |       |      |       |       |       |       |       |       |       |      |      |      |      |      |      |       |      |      |      |
|---------------------------|-------|------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|------|------|-------|------|------|------|
| 客数<br>Number of Customers | 103.0 | 99.7 | 103.6 | 102.2 | 103.2 | 100.9 | 100.0 | 101.3 | 101.8 | 97.8 | 93.7 | 96.3 | 95.9 | 94.7 | 96.6 | 101.8 | 97.3 | 96.6 | 99.1 |
|---------------------------|-------|------|-------|-------|-------|-------|-------|-------|-------|------|------|------|------|------|------|-------|------|------|------|

|                           |       |      |      |       |       |       |      |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|------|------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 客単価<br>Sales per Customer | 118.7 | 98.1 | 98.0 | 105.6 | 101.7 | 100.9 | 99.2 | 100.8 | 103.4 | 104.1 | 104.3 | 104.6 | 104.3 | 103.2 | 105.0 | 103.4 | 103.5 | 103.9 | 103.6 |
|---------------------------|-------|------|------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

チャネルについて

- 既存店：前々年度までにオープンした店舗（年度：毎年3月から翌年2月まで）
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- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高（LS、西友、ファミリーマート）の前年同月比

Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.

2013年度月別売上・客数・客単価昨比

2013 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 123.1 | 96.3  | 103.8 | 106.3 | 104.9 | 92.0  | 101.2 | 98.8  | 102.7 | 101.8 | 105.8 | 106.0 | 104.9 | 105.1 | 105.7 | 101.2 | 104.1 | 104.5 | 103.6 |
| 生活 Household  | 102.5 | 95.2  | 100.2 | 99.4  | 103.5 | 95.5  | 105.7 | 101.3 | 100.3 | 97.4  | 106.1 | 107.4 | 103.9 | 105.9 | 107.7 | 104.1 | 105.8 | 104.9 | 102.5 |
| 食品 Food   | 111.8 | 97.5  | 97.6  | 102.6 | 95.1  | 141.0 | 117.7 | 117.2 | 109.5 | 106.0 | 139.0 | 130.4 | 125.3 | 125.0 | 119.1 | 105.9 | 115.9 | 120.0 | 114.9 |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 109.2 | 95.8  | 101.4 | 102.1 | 103.0 | 97.2  | 104.7 | 101.3 | 101.8 | 99.4  | 108.0 | 108.2 | 105.7 | 106.8 | 107.7 | 103.1 | 105.9 | 105.8 | 103.8 |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 111.0 | 97.9  | 105.8 | 104.9 | 108.1 | 100.8 | 107.7 | 105.4 | 105.1 | 102.7 | 111.2 | 109.9 | 108.3 | 110.1 | 109.7 | 103.4 | 108.1 | 108.2 | 106.7 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 107.2 | 92.5  | 98.3  | 99.4  | 100.9 | 98.9  | 106.6 | 101.7 | 100.5 | 99.4  | 109.2 | 108.2 | 106.2 | 108.2 | 109.6 | 106.3 | 108.2 | 107.2 | 103.8 |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 107.6 | 93.6  | 99.1  | 100.1 | 101.8 | 98.6  | 105.4 | 101.7 | 100.8 | 95.2  | 106.1 | 106.6 | 103.3 | 106.7 | 108.1 | 109.9 | 108.0 | 105.6 | 103.2 |
| ショップ既存店<br>Like for Like stores                             | 108.8 | 95.2  | 100.8 | 101.6 | 102.6 | 97.5  | 105.1 | 101.4 | 101.6 | 99.4  | 108.2 | 108.2 | 105.8 | 107.1 | 108.1 | 103.7 | 106.3 | 106.1 | 103.8 |
| ショップ合計<br>Stores total                                      | 110.3 | 97.0  | 104.4 | 103.9 | 106.8 | 100.4 | 107.3 | 104.7 | 104.3 | 101.2 | 110.1 | 109.2 | 107.3 | 109.4 | 109.4 | 104.6 | 108.1 | 107.7 | 106.0 |
| 全社<br>Company Total   | 110.4 | 107.0 | 108.0 | 107.9 | 112.6 | 106.4 | 116.9 | 111.9 | 109.7 | 107.2 | 119.6 | 114.8 | 115.4 | 118.6 | 115.7 | 114.0 | 116.6 | 116.0 | 112.9 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |       |      |      |      |      |       |       |       |       |      |       |       |       |       |       |      |       |       |       |
|---------------------------|-------|------|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|------|-------|-------|-------|
| 客数<br>Number of Customers | 103.9 | 95.2 | 98.2 | 99.5 | 99.1 | 100.1 | 102.2 | 100.4 | 100.0 | 98.2 | 104.7 | 106.0 | 103.1 | 102.7 | 102.6 | 95.4 | 100.6 | 101.8 | 100.9 |
|---------------------------|-------|------|------|------|------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|------|-------|-------|-------|

|                           |       |       |       |       |       |      |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 客単価<br>Sales per Customer | 105.1 | 100.7 | 103.2 | 102.7 | 103.9 | 97.0 | 102.5 | 100.9 | 101.8 | 101.2 | 103.2 | 102.1 | 102.5 | 104.0 | 105.0 | 108.1 | 105.2 | 104.0 | 102.9 |
|---------------------------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

チャネルについて

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- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高（LS、西友、ファミリーマート）の前年同月比

Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.



2012年度月別売上・客数・客単価昨比

2012 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |       |       |      |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 120.9 | 107.1 | 109.2 | 111.3 | 98.4  | 110.5 | 117.9 | 107.6 | 109.5 | 105.2 | 105.4 | 113.4 | 108.4 | 97.6 | 97.6  | 115.4 | 101.2 | 105.0 | 107.2 |
| 生活 Household  | 113.4 | 95.3  | 94.2  | 101.0 | 93.1  | 95.7  | 95.9  | 94.9  | 98.2  | 102.1 | 94.2  | 96.7  | 97.4  | 93.3 | 94.3  | 96.9  | 94.5  | 96.0  | 97.2  |
| 食品 Food   | 103.3 | 92.2  | 97.1  | 97.5  | 103.0 | 88.8  | 93.6  | 95.0  | 96.4  | 102.0 | 90.1  | 89.2  | 93.3  | 89.6 | 91.0  | 91.9  | 90.9  | 91.9  | 94.1  |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 114.4 | 99.0  | 100.1 | 104.1 | 95.9  | 100.5 | 102.5 | 99.4  | 101.9 | 102.9 | 98.2  | 102.6 | 101.1 | 94.5 | 95.1  | 101.3 | 96.4  | 98.8  | 100.4 |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 118.7 | 103.8 | 102.9 | 108.0 | 98.2  | 103.0 | 105.8 | 102.0 | 105.2 | 105.8 | 101.1 | 105.6 | 104.1 | 97.7 | 97.8  | 103.7 | 99.3  | 101.7 | 103.4 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 104.9 | 97.6  | 98.1  | 100.1 | 94.4  | 98.0  | 96.8  | 96.3  | 98.4  | 99.3  | 94.5  | 99.7  | 97.7  | 94.6 | 97.4  | 99.3  | 96.7  | 97.2  | 97.8  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 105.5 | 98.6  | 97.8  | 100.6 | 93.2  | 96.7  | 96.3  | 95.3  | 98.1  | 102.3 | 96.8  | 101.8 | 100.1 | 95.9 | 96.4  | 97.4  | 96.4  | 98.3  | 98.2  |
| ショップ既存店<br>Like for Like stores                             | 112.1 | 98.7  | 99.7  | 103.2 | 95.6  | 100.0 | 101.3 | 98.8  | 101.1 | 102.2 | 97.4  | 101.9 | 100.3 | 94.5 | 95.5  | 100.9 | 96.5  | 98.5  | 99.9  |
| ショップ合計<br>Stores total                                      | 115.7 | 102.7 | 101.8 | 106.4 | 97.1  | 101.7 | 103.8 | 100.6 | 103.7 | 105.1 | 100.2 | 104.8 | 103.3 | 97.3 | 97.5  | 102.4 | 98.8  | 101.0 | 102.3 |
| 全社<br>Company Total   | 117.6 | 103.2 | 105.7 | 108.4 | 99.3  | 103.8 | 104.8 | 102.7 | 105.7 | 103.8 | 102.2 | 106.7 | 104.1 | 97.3 | 104.2 | 107.3 | 102.3 | 103.2 | 104.5 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 客数<br>Number of Customers | 108.5 | 93.2 | 92.9 | 97.7 | 93.1 | 92.2 | 95.8 | 93.6 | 95.7 | 97.4 | 93.6 | 95.3 | 95.4 | 91.6 | 90.9 | 96.9 | 92.8 | 94.1 | 95.8 |
|---------------------------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

|                           |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 客単価<br>Sales per Customer | 105.4 | 106.2 | 107.8 | 106.5 | 103.0 | 109.1 | 107.1 | 106.2 | 106.5 | 105.7 | 104.9 | 107.6 | 106.0 | 103.2 | 104.7 | 104.6 | 103.9 | 105.0 | 104.8 |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

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2011年度月別売上・客数・客単価昨比

2011 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |      |       |       |      |       |       |       |       |       |       |      |       |       |       |       |       |       |       |       |
|---|------|-------|-------|------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 83.0 | 103.8 | 90.7  | 92.8 | 96.7  | 104.9 | 109.7 | 102.6 | 97.4  | 101.0 | 95.3 | 102.6 | 99.4  | 117.4 | 114.6 | 101.5 | 112.5 | 105.3 | 101.5 |
| 生活 Household  | 79.5 | 96.4  | 98.9  | 90.8 | 106.2 | 105.3 | 99.5  | 103.7 | 96.3  | 104.9 | 89.6 | 97.1  | 96.4  | 98.1  | 97.1  | 94.1  | 96.6  | 96.5  | 96.5  |
| 食品 Food   | 97.2 | 104.2 | 95.1  | 99.1 | 90.6  | 104.0 | 98.9  | 97.6  | 98.4  | 100.4 | 92.4 | 100.4 | 97.6  | 97.2  | 94.1  | 100.4 | 97.4  | 97.5  | 98.0  |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 81.8 | 99.4  | 95.2  | 92.1 | 100.9 | 104.9 | 102.2 | 102.6 | 96.8  | 103.1 | 91.9 | 99.4  | 97.6  | 104.7 | 102.6 | 97.0  | 101.8 | 99.7  | 98.3  |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 88.4 | 104.4 | 101.9 | 98.1 | 106.9 | 111.4 | 108.1 | 108.8 | 102.9 | 109.0 | 97.4 | 106.8 | 103.8 | 111.5 | 108.4 | 101.1 | 107.5 | 105.6 | 104.3 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 88.5 | 100.6 | 98.4  | 96.1 | 103.3 | 103.1 | 100.1 | 102.2 | 98.8  | 101.0 | 93.6 | 99.1  | 97.6  | 102.4 | 98.2  | 94.0  | 98.8  | 98.2  | 98.6  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 86.3 | 96.4  | 95.4  | 92.5 | 101.0 | 100.5 | 97.2  | 99.7  | 95.7  | 96.7  | 89.7 | 95.8  | 93.8  | 99.8  | 95.8  | 89.2  | 95.5  | 94.6  | 95.2  |
| ショップ既存店<br>Like for Like stores                             | 83.4 | 99.7  | 96.0  | 93.1 | 101.5 | 104.5 | 101.7 | 102.5 | 97.3  | 102.6 | 92.3 | 99.3  | 97.6  | 104.1 | 101.6 | 96.3  | 101.1 | 99.3  | 98.4  |
| ショップ合計<br>Stores total                                      | 87.9 | 102.5 | 100.4 | 96.9 | 105.6 | 109.0 | 105.6 | 106.8 | 101.3 | 106.2 | 95.7 | 104.3 | 101.6 | 108.9 | 105.8 | 98.5  | 104.9 | 103.2 | 102.3 |
| 全社<br>Company Total   | 89.3 | 103.8 | 103.8 | 98.8 | 106.5 | 109.0 | 107.2 | 107.5 | 102.7 | 105.2 | 98.5 | 105.0 | 102.7 | 107.2 | 106.7 | 100.5 | 105.2 | 103.9 | 103.3 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 客数<br>Number of Customers | 83.7 | 98.2 | 94.1 | 92.2 | 96.7 | 99.1 | 97.1 | 97.7 | 94.8 | 97.8 | 90.4 | 94.5 | 94.0 | 96.3 | 97.2 | 98.0 | 97.1 | 95.6 | 94.9 |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

|                           |      |       |       |      |       |       |       |       |       |       |       |       |       |       |       |      |       |       |       |
|---------------------------|------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|
| 客単価<br>Sales per Customer | 97.7 | 101.2 | 101.2 | 99.9 | 104.3 | 105.9 | 105.2 | 105.1 | 102.1 | 105.5 | 101.8 | 105.1 | 103.8 | 108.7 | 105.5 | 99.0 | 104.8 | 104.2 | 103.6 |
|---------------------------|------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|

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2010年度月別売上・客数・客単価昨比

2010 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 83.4  | 75.4  | 89.7  | 82.9  | 94.1  | 79.4  | 72.4  | 82.8  | 82.9  | 86.5  | 102.5 | 98.1  | 96.5  | 92.6  | 91.2  | 110.7 | 96.0  | 96.3  | 89.2  |
| 生活 Household  | 94.8  | 99.5  | 95.9  | 96.6  | 96.4  | 98.7  | 96.2  | 97.1  | 96.8  | 86.8  | 101.1 | 93.8  | 94.3  | 97.7  | 93.1  | 98.7  | 96.5  | 95.4  | 96.2  |
| 食品 Food   | 98.8  | 111.4 | 108.1 | 105.7 | 115.3 | 109.4 | 105.8 | 110.2 | 107.7 | 104.9 | 104.2 | 99.1  | 102.4 | 102.7 | 100.8 | 106.1 | 103.4 | 103.0 | 105.2 |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 91.8  | 90.8  | 94.1  | 92.2  | 96.8  | 91.1  | 88.4  | 92.3  | 92.2  | 88.1  | 101.8 | 95.9  | 95.8  | 96.2  | 93.0  | 102.7 | 96.9  | 96.3  | 94.3  |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 100.4 | 99.9  | 103.1 | 101.2 | 106.2 | 99.4  | 97.6  | 101.2 | 101.2 | 96.3  | 108.5 | 102.7 | 103.1 | 103.8 | 101.0 | 111.2 | 104.8 | 103.9 | 102.6 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 87.5  | 91.4  | 93.6  | 90.7  | 96.7  | 94.5  | 93.1  | 94.9  | 92.5  | 92.0  | 103.6 | 98.6  | 98.7  | 99.7  | 97.6  | 106.2 | 100.8 | 99.7  | 96.0  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 81.8  | 85.3  | 86.9  | 84.5  | 91.7  | 90.0  | 88.7  | 90.2  | 87.0  | 88.0  | 101.9 | 96.5  | 96.0  | 97.7  | 95.0  | 103.7 | 98.4  | 97.2  | 91.8  |
| ショップ既存店<br>Like for Like stores                             | 90.7  | 90.9  | 94.0  | 91.8  | 96.8  | 91.9  | 89.5  | 92.9  | 92.3  | 89.1  | 102.4 | 96.6  | 96.6  | 97.1  | 94.1  | 103.6 | 97.9  | 97.2  | 94.7  |
| ショップ合計<br>Stores total                                      | 95.3  | 96.1  | 99.0  | 96.8  | 102.6 | 97.2  | 95.4  | 98.6  | 97.6  | 94.3  | 107.2 | 101.3 | 101.4 | 102.4 | 99.7  | 109.5 | 103.4 | 102.4 | 99.9  |
| 全社<br>Company Total   | 94.5  | 100.8 | 100.0 | 98.3  | 105.8 | 99.4  | 97.9  | 101.5 | 99.7  | 97.3  | 108.2 | 104.2 | 103.7 | 105.3 | 102.3 | 109.7 | 105.7 | 104.6 | 102.2 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |      |      |      |       |      |      |      |      |      |       |      |      |      |      |      |      |      |      |
|---------------------------|------|------|------|------|-------|------|------|------|------|------|-------|------|------|------|------|------|------|------|------|
| 客数<br>Number of Customers | 96.1 | 95.6 | 98.4 | 96.6 | 100.1 | 97.6 | 95.3 | 97.6 | 97.1 | 95.8 | 103.0 | 97.7 | 98.6 | 98.5 | 92.6 | 97.8 | 96.2 | 97.4 | 97.3 |
|---------------------------|------|------|------|------|-------|------|------|------|------|------|-------|------|------|------|------|------|------|------|------|

|                           |      |      |      |      |      |      |      |      |      |      |      |      |      |      |       |       |       |      |      |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|
| 客単価<br>Sales per Customer | 95.5 | 95.0 | 95.7 | 95.5 | 96.6 | 93.4 | 92.8 | 94.5 | 95.0 | 92.0 | 98.8 | 98.1 | 97.0 | 97.6 | 100.5 | 105.1 | 100.7 | 98.9 | 96.9 |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|

チャネルについて

- 既存店：前々年度までにオープンした店舗（年度：毎年3月から翌年2月まで）
- LS：ファミリーマートグループ以外の商品卸売先の店舗

Definition of Sales Channel:

- Like-for-Like (LFL): Stores opened during the last two fiscal years are excluded.
- Directly managed stores (DM) include online
- Licensed stores (LS) exclude FamilyMart Group convenience stores

前年比数値について

- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高（LS、西友、ファミリーマート）の前年同月比

Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.



2009年度月別売上・客数・客単価昨比

2009 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |      |       |      |      |      |      |      |      |       |       |       |       |       |       |       |       |       |       |
|---|-------|------|-------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 90.0  | 97.8 | 94.8  | 94.5 | 87.9 | 94.2 | 94.2 | 91.0 | 92.9 | 92.9  | 90.4  | 85.8  | 89.3  | 95.3  | 98.8  | 82.5  | 93.4  | 91.1  | 92.3  |
| 生活 Household  | 92.7  | 92.2 | 97.3  | 93.7 | 91.3 | 90.7 | 90.7 | 90.7 | 92.6 | 95.8  | 97.1  | 91.1  | 94.5  | 97.9  | 102.1 | 100.2 | 99.8  | 97.1  | 94.9  |
| 食品 Food   | 99.2  | 95.3 | 98.4  | 96.8 | 91.6 | 95.7 | 95.7 | 93.5 | 95.8 | 95.0  | 103.6 | 101.5 | 100.3 | 108.4 | 109.9 | 109.0 | 109.0 | 105.0 | 100.4 |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 92.2  | 94.4 | 96.2  | 94.2 | 89.8 | 92.4 | 90.9 | 91.0 | 92.9 | 94.6  | 94.9  | 89.8  | 92.9  | 97.7  | 101.6 | 96.0  | 98.5  | 95.6  | 94.2  |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 98.1  | 99.1 | 101.3 | 99.5 | 95.7 | 98.3 | 97.4 | 97.1 | 98.4 | 101.2 | 104.2 | 98.3  | 101.1 | 106.2 | 110.7 | 104.9 | 107.4 | 104.1 | 101.2 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 90.2  | 92.8 | 94.8  | 92.4 | 87.5 | 88.2 | 87.7 | 87.7 | 90.1 | 89.7  | 91.4  | 87.0  | 89.3  | 93.0  | 93.4  | 91.6  | 92.8  | 90.9  | 90.5  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 93.6  | 92.9 | 94.8  | 93.8 | 85.7 | 85.3 | 83.7 | 85.0 | 89.8 | 86.1  | 84.4  | 79.7  | 83.1  | 85.2  | 85.3  | 85.5  | 85.0  | 83.8  | 86.7  |
| ショップ既存店<br>Like for Like stores                             | 91.7  | 94.0 | 95.8  | 93.7 | 89.2 | 91.4 | 90.1 | 90.2 | 92.2 | 93.4  | 94.0  | 89.1  | 92.0  | 96.5  | 99.5  | 94.9  | 97.0  | 94.4  | 93.3  |
| ショップ合計<br>Stores total                                      | 96.9  | 97.4 | 99.6  | 97.9 | 93.0 | 94.9 | 93.7 | 93.8 | 96.1 | 97.1  | 98.7  | 93.2  | 96.2  | 100.5 | 103.8 | 99.7  | 101.4 | 98.7  | 97.3  |
| 全社<br>Company Total   | 100.7 | 99.3 | 97.8  | 99.4 | 94.4 | 97.3 | 94.3 | 95.4 | 97.6 | 99.1  | 94.3  | 94.4  | 95.8  | 102.3 | 104.9 | 99.9  | 102.5 | 98.9  | 98.2  |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |      |      |      |      |      |      |      |      |      |      |      |      |       |       |      |       |      |      |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|------|-------|------|------|
| 客数<br>Number of Customers | 93.9 | 94.4 | 95.7 | 94.7 | 91.1 | 92.5 | 92.2 | 91.9 | 93.3 | 94.1 | 97.0 | 94.7 | 95.3 | 101.4 | 105.7 | 98.9 | 102.1 | 98.7 | 96.0 |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|------|-------|------|------|

|                           |      |       |       |      |      |      |      |      |      |       |      |      |      |      |      |      |      |      |      |
|---------------------------|------|-------|-------|------|------|------|------|------|------|-------|------|------|------|------|------|------|------|------|------|
| 客単価<br>Sales per Customer | 98.2 | 100.0 | 100.5 | 99.5 | 98.6 | 99.9 | 98.6 | 98.9 | 99.6 | 100.5 | 97.8 | 94.8 | 97.5 | 96.4 | 96.1 | 97.1 | 96.4 | 96.7 | 98.2 |
|---------------------------|------|-------|-------|------|------|------|------|------|------|-------|------|------|------|------|------|------|------|------|------|

チャネルについて

- 既存店：前々年度までにオープンした店舗  
(年度：毎年3月から翌年2月まで)
- LS：ファミリーマートグループ以外の商品卸売先の店舗

Definition of Sales Channel:

- Like-for-Like (LFL): Stores opened during the last two fiscal years are excluded.
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- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高（LS、西友、ファミリーマート）の前年同月比

Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.

2008年度月別売上・客数・客単価昨比

2008 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 105.3 | 102.8 | 101.0 | 102.9 | 97.6  | 106.6 | 96.3  | 100.2 | 101.6 | 92.0  | 87.5  | 93.3  | 90.8  | 90.0  | 94.7  | 92.5  | 92.1  | 91.4  | 96.6  |
| 生活 Household  | 98.5  | 92.1  | 98.4  | 96.3  | 97.7  | 95.8  | 103.2 | 98.7  | 97.3  | 95.2  | 100.4 | 104.9 | 100.4 | 92.6  | 95.5  | 95.4  | 94.3  | 97.4  | 97.3  |
| 食品 Food   | 95.4  | 93.2  | 98.6  | 95.7  | 99.9  | 96.0  | 102.7 | 99.4  | 97.4  | 94.5  | 98.2  | 103.1 | 98.7  | 99.0  | 96.0  | 102.6 | 99.3  | 99.0  | 98.3  |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 100.2 | 95.9  | 99.5  | 98.5  | 97.8  | 100.0 | 100.6 | 99.3  | 98.9  | 93.9  | 94.8  | 100.0 | 96.4  | 92.0  | 95.2  | 95.2  | 93.9  | 95.2  | 97.1  |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 102.8 | 100.2 | 105.0 | 102.6 | 102.9 | 105.2 | 105.5 | 104.5 | 103.5 | 100.0 | 101.1 | 105.3 | 102.3 | 98.0  | 101.5 | 101.7 | 100.1 | 101.3 | 102.4 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 98.1  | 93.1  | 95.9  | 95.7  | 95.3  | 93.4  | 94.8  | 94.4  | 95.2  | 90.2  | 93.0  | 99.5  | 94.5  | 92.0  | 97.0  | 91.5  | 93.5  | 94.0  | 94.6  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 100.1 | 95.0  | 98.0  | 97.7  | 98.3  | 95.9  | 100.1 | 98.0  | 97.8  | 95.3  | 99.4  | 104.4 | 100.0 | 96.1  | 100.5 | 97.1  | 97.8  | 99.0  | 98.4  |
| ショップ既存店<br>Like for Like stores                             | 99.6  | 95.1  | 98.5  | 97.7  | 97.1  | 98.1  | 98.9  | 97.9  | 97.8  | 92.8  | 94.2  | 99.9  | 95.8  | 92.0  | 95.7  | 94.1  | 93.8  | 94.8  | 96.3  |
| ショップ合計<br>Stores total                                      | 102.1 | 98.7  | 103.0 | 101.2 | 101.6 | 102.6 | 104.0 | 102.7 | 101.9 | 98.7  | 100.7 | 105.1 | 101.7 | 97.5  | 101.2 | 100.4 | 99.5  | 100.6 | 101.3 |
| 全社<br>Company Total   | 104.4 | 96.7  | 104.0 | 101.6 | 102.1 | 104.8 | 101.7 | 102.9 | 102.2 | 100.0 | 101.9 | 105.5 | 102.6 | 101.3 | 101.4 | 97.2  | 100.1 | 101.5 | 101.8 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 客数<br>Number of Customers | 95.6 | 93.2 | 97.0 | 95.2 | 97.2 | 98.4 | 98.2 | 97.9 | 96.5 | 93.3 | 94.7 | 98.5 | 95.4 | 93.6 | 93.4 | 94.5 | 93.8 | 94.6 | 95.6 |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

|                           |       |       |       |       |       |       |       |       |       |       |       |       |       |      |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|
| 客単価<br>Sales per Customer | 104.8 | 102.9 | 102.6 | 103.5 | 100.6 | 101.6 | 102.4 | 101.5 | 102.5 | 100.6 | 100.0 | 101.5 | 101.0 | 98.3 | 101.9 | 100.7 | 100.1 | 100.6 | 101.5 |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|

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Definition of figures:

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- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.

2007年度月別売上・客数・客単価昨比  
2007 Monthly YOY Change in Sales, Number of Customers and Sales per Customer

| 3月   | 4月   | 5月  | 第1Q | 6月   | 7月   | 8月   | 第2Q | 上期 | 9月   | 10月  | 11月  | 第3Q | 12月  | 1月   | 2月   | 第4Q | 下期 | 年間        |
|------|------|-----|-----|------|------|------|-----|----|------|------|------|-----|------|------|------|-----|----|-----------|
| Mar. | Apr. | May | 1Q  | Jun. | Jul. | Aug. | 2Q  | 1H | Sep. | Oct. | Nov. | 3Q  | Dec. | Jan. | Feb. | 4Q  | 2H | Full Year |

|   |       |       |       |       |       |       |       |       |       |       |       |      |       |       |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|
| 衣服 Apparel  | 93.1  | 100.0 | 100.8 | 98.3  | 105.4 | 95.1  | 108.9 | 102.5 | 100.3 | 93.8  | 104.2 | 97.4 | 98.8  | 99.5  | 103.3 | 96.4  | 99.9  | 99.3  | 99.9  |
| 生活 Household  | 92.2  | 94.6  | 91.5  | 92.8  | 99.7  | 97.5  | 96.7  | 97.8  | 94.9  | 98.6  | 95.3  | 95.1 | 96.2  | 96.4  | 94.2  | 99.5  | 96.7  | 96.6  | 95.9  |
| 食品 Food   | 99.9  | 92.9  | 92.6  | 95.1  | 98.5  | 96.4  | 98.9  | 97.6  | 96.2  | 98.9  | 99.8  | 97.7 | 98.7  | 96.1  | 96.5  | 101.7 | 98.1  | 98.3  | 97.4  |
| 直営既存店<br>Like for Like<br>Directly managed stores<br>(MUJI) | 93.0  | 96.4  | 95.2  | 94.8  | 101.8 | 96.3  | 101.0 | 99.5  | 96.9  | 96.8  | 99.1  | 96.1 | 97.3  | 97.5  | 97.2  | 98.8  | 97.9  | 97.7  | 97.4  |
| 直営合計<br>Directly managed stores total<br>(MUJI)             | 98.5  | 102.3 | 102.3 | 100.9 | 108.1 | 101.7 | 106.4 | 105.3 | 102.9 | 101.8 | 102.2 | 99.8 | 101.2 | 99.8  | 100.0 | 100.3 | 100.0 | 100.6 | 101.8 |
| LS西友既存店<br>Like for Like<br>Licensed stores & Seiyu GK      | 96.0  | 100.1 | 99.9  | 98.5  | 106.1 | 99.5  | 100.4 | 102.1 | 100.1 | 96.8  | 99.9  | 95.3 | 97.4  | 94.4  | 91.7  | 93.9  | 93.4  | 95.4  | 97.8  |
| LS西友合計<br>Licensed stores & Seiyu GK total                  | 97.1  | 100.6 | 99.7  | 99.1  | 106.6 | 102.0 | 102.9 | 103.9 | 101.2 | 98.1  | 100.7 | 98.3 | 99.1  | 96.6  | 94.1  | 95.9  | 95.6  | 97.4  | 99.3  |
| ショップ既存店<br>Like for Like stores                             | 93.9  | 97.5  | 96.6  | 96.0  | 103.1 | 97.3  | 100.8 | 100.3 | 97.9  | 96.8  | 99.3  | 95.9 | 97.3  | 96.5  | 95.5  | 97.2  | 96.4  | 97.0  | 97.5  |
| ショップ合計<br>Stores total                                      | 98.1  | 101.8 | 101.6 | 100.4 | 107.7 | 101.8 | 105.4 | 104.9 | 102.4 | 100.7 | 101.8 | 99.4 | 100.6 | 98.9  | 98.3  | 99.0  | 98.7  | 99.7  | 101.1 |
| 全社<br>Company Total   | 100.1 | 102.9 | 103.2 | 102.0 | 108.3 | 102.4 | 102.0 | 104.3 | 103.0 | 103.0 | 107.0 | 98.0 | 102.6 | 101.6 | 98.3  | 103.4 | 101.2 | 101.9 | 102.5 |

直営既存店 Like for Like Directly managed stores (MUJI)

|                           |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| 客数<br>Number of Customers | 97.1 | 96.3 | 94.9 | 96.0 | 99.6 | 96.7 | 98.7 | 98.3 | 97.1 | 96.5 | 96.6 | 95.7 | 96.2 | 95.0 | 95.5 | 98.9 | 96.5 | 96.2 | 96.7 |
|---------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

|                           |      |       |       |      |       |      |       |       |      |       |       |       |       |       |       |      |       |       |       |
|---------------------------|------|-------|-------|------|-------|------|-------|-------|------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|
| 客単価<br>Sales per Customer | 95.9 | 100.3 | 100.3 | 98.8 | 102.2 | 99.6 | 102.4 | 101.3 | 99.8 | 100.3 | 102.7 | 100.4 | 101.1 | 102.6 | 101.8 | 99.8 | 101.4 | 101.4 | 100.6 |
|---------------------------|------|-------|-------|------|-------|------|-------|-------|------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|

チャネルについて

- 既存店：前々年度までにオープンした店舗  
(年度：毎年3月から翌年2月まで)
- LS：ファミリーマートグループ以外の商品卸売先の店舗

Definition of Sales Channel:

- Like-for-Like (LFL): Stores opened during the last two fiscal years are excluded.
- Directly managed stores (DM) include online
- Licensed stores (LS) exclude FamilyMart Group convenience stores

前年比数値について

- 直営・LS数値：店舗売上高（売価ベース）前年同月比
- 全社数値：直営店頭売上高+ネットストア+全ての卸売高  
(LS、西友、ファミリーマート)の前年同月比

Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
- Company: Total flash sales of DM, LS and the rest of wholesale business, as percentage of the same month prior fiscal year.