

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																	
生活 Household	103.5	110.9	102.2																	
食品 Food	106.4	104.0	102.7																	
直営既存店 Like for Like Directly managed stores (MUJI)	102.1	108.9	104.4																	
直営合計 Directly managed stores total (MUJI)	109.1	113.0	109.8																	
LS西友既存店 Like for Like Licensed stores & Seiyu GK	104.5	107.1	104.4																	
LS西友合計 Licensed stores & Seiyu GK total	103.1	104.4	100.7																	
ショップ既存店 Like for Like stores	102.4	108.6	104.4																	
ショップ合計 Stores total	108.1	111.6	108.3																	
全社 Company Total	114.4	110.2	108.3																	
全社（海外供給除く） Company total excluding intra-group	109.9	109.8	108.8																	
直営既存店 Like for Like Directly managed stores (MUJI)																				
衣服 Apparel	101.9	109.5	108.7																	
生活 Household	108.6	107.4	103.8																	
食品 Food	105.3	103.6	99.9																	
客数 Number of Customers	104.7	105.4	103.0																	
衣服 Apparel	96.4	97.8	98.9																	
生活 Household	95.3	103.2	98.4																	
食品 Food	101.0	100.4	102.9																	
客単価 Sales per Customer	97.5	103.3	101.3																	

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.
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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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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
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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 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 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

チャネルについて

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Definition of figures:

- DM, LS: Flash store sales as percentage of the same month prior fiscal year.
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2015年度月別売上・客数・客単価昨比

2015 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	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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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
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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 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 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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2014年度月別売上・客数・客単価昨比

2014 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	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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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
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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	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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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
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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
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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:

- 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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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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チャネルについて

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(年度：毎年3月から翌年2月まで)
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Definition of Sales Channel:

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- 直営・LS数値：店舗売上高（売価ベース）前年同月比
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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.

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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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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チャネルについて

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(年度：毎年3月から翌年2月まで)
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Definition of Sales Channel:

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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
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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.

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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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
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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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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:

- 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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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
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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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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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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.

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 Like for Like Directly managed stores (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 Directly managed stores total (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 Like for Like 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 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 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 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 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 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
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客単価 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
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