Monthly Sales Trend for September 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	113.4	122.9
Number of Customers	108.3	116.2
Sales per Customer	104.7	105.8

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	105.7	114.4
Household	121.5	130.8
Foods	103.6	115.9

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	436	631
Number of New-opening Stores	-	9
Number of Closed Stores	-	1

Store openings

MUJI YANAGASE MUJI FORESTMALL HITACHIOTA MUJI AEONTOWN KOMONO MUJI KARATSU MUJI SOTETSU LIFE MITSUKYO MUJI APITA GAMAGORI MUJI HITA MUJI ALPLAZA TSUBATA MUJISOO NAMBAWALK ICHIBANGAI

Sales trends

In September 2024, on a year-on-year sales basis, monthly sales were 113.4% at LFL directly managed stores and online stores, and 122.9% at all stores and online stores. Sales of Apparel, Household goods and Foods at LFL directly managed stores all exceeded the previous year's results. In particular, sales of Household goods increased by more than 20% as skincare products continued to drive sales growth. There were positive impacts of 2 points due to having one more day on weekends and holidays YoY. The monthly overseas sales flash for September 2024 is scheduled to be disclosed on Friday, October 11.

Businesses Outside Japan

Sales, Number of Customers and Sales per Customer (Year-on-year comparison basis)

Fast Asia

	LFL Directly Managed	Stores + Online Store	All Directly Managed	Stores + Online Store
		Mainland China		Mainland China
Sales	102.4	103.9	111.6	113.6
Number of Cusotomers	104.8	-	114.1	-
Sales per Customer	97.7	-	97.8	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	92.6	118.2
Number of Customers	-	116.5
Sales per Customer	-	101.4

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	106.3	98.0
Number of Customers	-	95.6
Sales per Customer	-	102.5

Number of Stores by Business Segment

20377510		
	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	531
Number of New-opening Stores	-	7
Number of Closed Stores	-	3

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	106
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	-	50
Number of New-opening Stores	÷	0
Number of Closed Stores	-	0

Store openings

MUJI LONGFOR SUZHOU XIANGCHENG PARADISE WALK (Mainland China, DM) MUJI LONGFOR HAIKOU PARADISE WALK (Mainland China, DM) MUJI AEONMALL CHANGSHAXINGSHA (Mainland China, DM) MUJI LIVAT SHANGHAI (Mainland China, DM)

MUJI BEIJING LIZE PARADISE WALK (Mainland China, DM)
MUJI BEIJING SHOUKAI WANXIANGHUI (Mainland China, DM)

MUJI YUAN LIN(RT) (Taiwan, DM) MUJI AEON MALL HUE (Vietnam, DM)

2025年8月期 月別売上・客数・客単価昨比(速報値) Fiscal Year ending August 31, 2025

月次概況 国内事業 Monthly sales trend
Japan

		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
LFL = Like fo	or 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	105.7																			105.
生活	Household	121.5																			121.
食品	Food	103.6																			103.
焼存店+オ	tンラインストア																				
	aged stores (MUJI) + Online store	113.4																			113.
衣服	Apparel	114.4																			114.
生活	Household	130.8																			130.
食品	Food	115.9																			115.
合計+オンラ					333333333333333									333333333333333							8
	d stores total (MUJI) + Online store	122.9																			122.
ectly managed 営既存店+オ	ナンラインストア LFL directly managed stores (MUJI)+ Onlir																			
ectly managed 営既存店 + オ 数																					108.
ectly manager 営既存店 + オ 数 単価 営合計+オンラ	トンラインストア LFL directly managed stores Number of Customers Sales per Customer ・インストア Directly managed stores total (M	(MUJI)+ Online	e store																		108.: 104.:
ectly manager 営既存店 + オ 数 単価 営合計+オンラ 数	トラインストア LFL directly managed stores Number of Customers Sales per Customer 6インストア Directly managed stores total (M Number of Customers	MUJI)+ Onlire	e store store																		108.: 104.:
ectly manager 営既存店+オ 改 単価 営合計+オンラ	トンラインストア LFL directly managed stores Number of Customers Sales per Customer ・インストア Directly managed stores total (M	(MUJI)+ Online	e store store																		108. 104.
ectly managed 営既存店+オ 改 対 単価 営合計+オンラ 改 単価	トラインストア LFL directly managed stores Number of Customers Sales per Customer 6インストア Directly managed stores total (M Number of Customers	MUJI)+ Onlire 108.3 104.7 UJI) + Online 116.2 105.8	store																		108. 104.
ectly managed 営既存店 + オ 女 単価 営合計+オンラ 女 単価 大 と に は は に は に は に に に に に に に に に に に に に	ンラインストア LFL directly managed stores i Number of Customers Sales per Customer インストア Directly managed stores total (M Number of Customers Sales per Customer	MUJI)+ Onlire 108.3 104.7 UJI) + Online 116.2 105.8	store LS Stores)																		108. 104. 116. 105.
ectly managed 営既存店 + オ 改 単価 営合計+オンラ 改 単価 未店舗数 (LS ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・	トラインストア LFL directly managed stores in Number of Customers Sales per Customer Sales per Customer O'ストア Directly managed stores total (Monumber of Customers Sales per Customer Sales per Customer	MUJI)+ Onlire 108.3 104.7 UJI) + Online 116.2 105.8 enth (Include	store LS Stores)																		108. 104.

| 当月出店級 Number of rosewopening stores 9 | 1 | 日月退店数 Number of Rose of Stores 1 | チャネルについて | 市営度存在: 前年期前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(売価ペース)前年同月比

Definition of Sales Channel:

IFI (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

	セクメント別 er of Customers and Sales per Customer (Ye	ar-on-year com	parison bas	is)																	
		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
LFL = Lik	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	€ / East Asia																				
	+ オンラインストア	102.4																			102.4
LFL Directly m 中国大	managed stores (MUJI) + Online store Mainland China	103.9																			103.9
直営合計+オ																					
	ged stores total (MUJI) + Online store	111.6																			111.6
中国大	陸 Mainland China	113.6																			113.6
直営既存店+	トオンラインストア LFL Directly managed store	es (MUJI)+ Onlir	e store																		
客数	Number of Customers	104.8																			104.8
客単価	Sales per Customer	97.7																			97.7
直堂合計+オ	ンラインストア Directly managed stores total (MIIII) + Online	store																		
客数	Number of Customers	114.1	310.0																		114.1
客単価	Sales per Customer	97.8																			97.8
日士作鎌巻	(LS含む) Number of Stores at the End of I	donth (Incl.: 4-	I C Stores'			531			<u> </u>		3			<u> </u>					p		559
方本店舗数 店舗数	Number of Stores at the End of f	Month (Include 531	Lo Stores)						T I I I I I I I I I I I I I I I I I I I												531
当月出店数	Number of New-opening Stores	7																			7
当月退店数	Number of Closed Stores	3																			3
東南アジア・	オセアニア事業 / Asia East/South & Oce	ania																			
	トオンラインストア nanaged stores (MUJI) + Online store	92.6																			92.6
if it birectly in 直営合計+オ)		118.2																			118.2
Directly mana	ged stores total (MUJI) + Online store	110.2																			110.2
	ンラインストア Directly managed stores total (store																		
客数	Number of Customers	116.5																			116.5
客単価	Sales per Customer	101.4																			101.4
	(LS含む) Number of Stores at the End of I																				20
店舗数 当月出店数	Number of Stores	106																			106
当月退店数	Number of New-opening Stores Number of Closed Stores	1 0																			1 0
											4				***************************************						
	Europe & Americas					131					3				4					1	
	トオンラインストア nanaged stores (MUJI) + Online store	106.3																			106.3
直営合計+オン		98.0																			98.0
Directly mana	ged stores total (MUJI) + Online store	98.0																			98.0
	ンラインストア Directly managed stores total (store		1				T					100000000000000000000000000000000000000							
客数	Number of Customers	95.6																			95.6
客単価	Sales per Customer	102.5																			102.5
	(LS含む) Number of Stores at the En	d of Month (Ir	nclude LS S	tores)																	
店舗数	Number of Stores	50																			50
当月出店数	Number of New-opening Stores	0							1		-										0
当月退店数	Number of Closed Stores	0																			0
	(国内外合計) Total MUJI Store as of the																				
店舗数	Number of Stores	1,318																			1,318
当月出店数 当月退店数	Number of New-opening Stores Number of Closed Stores	17																			17 4
JAE/CISX	manual of closed stores				p	81			<u> </u>		3			p	*				p	<u> </u>	