

## Monthly Sales Trend for January 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	111.3	119.6
Number of Customers	105.7	112.8
Sales per Customer	105.3	106.0

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	115.5	123.6
Household	111.2	118.9
Foods	105.1	115.3

#### Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	429	649
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

#### Store openings

None

#### Sales trends

In January 2025, on a year-on-year sales basis, monthly sales were 111.3% at LFL directly managed stores and online stores, and 119.6% at all stores and online stores. Sales of Apparel, Household goods, and Foods all increased on a LFL store basis. In particular, sales of Apparel increased significantly, as the temperature dropped. There was no impact from the number of weekends and holidays YoY.

### 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		Mainland China
Sales	110.9	108.6	121.4	120.4
Number of Customers	117.8	-	129.3	-
Sales per Customer	94.1	-	93.8	-

##### Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	107.5	132.6
Number of Customers	-	130.9
Sales per Customer	-	101.3

##### Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	110.9	108.9
Number of Customers	-	101.8
Sales per Customer	-	107.0

#### Number of Stores by Business Segment

##### East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	553
Number of New-opening Stores	-	5
Number of Closed Stores	-	0

##### Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	117
Number of New-opening Stores	-	2
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 SANYA HAITANG BAY CDF COMPLEX PHASE II (Mainland China, DM)  
MUJI CHENGDU RENHE TOWN (Mainland China, DM)  
MUJI KERRYCENTER HANGZHOU (Mainland China, DM)  
MUJI SHENZHEN SHEKOU GARDEN CITY (Mainland China, DM)  
MUJI GWANGJU SUWAN-DAERO (Korea, DM)  
MUJI THE SPRING KUCHING (Malaysia, DM)  
MUJI THISO PHAN HUY ICH (Vietnam, DM)

## Fiscal Year ending August 31, 2025

### 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：前年同期前か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>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>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 figures:</p> <ul style="list-style-type: none"> <li>● DM: Flash store sales as percentage of the same month prior fiscal year.</li> </ul>

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

月末店舗数 (国内外合計) Total MUJI Store as of the end of month									
店舗数	Number of Stores	1,318	1,326	1,348	1,348	1,362	1,369		1,369
当月出店数	Number of New-opening Stores	17	11	24	52	14	7		73
当月退店数	Number of Closed Stores	4	3	2	9	0	0		9