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)

•	•	9 ,	
		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 Cusotomers	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)

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	Monthly sales trend
国山車樂	1

/3 /A1946//G	wontiny sales trenu
国内事業	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 f	for Like	Sep	Oct	Nov	1Q	Dec	Jan	Feb	2Q	1H	Mar	Apr	May	3Q	9M	Jun	Jul	Aug	4Q	2H	Full Yea
									100000000000000000000000000000000000000		1		1	100000000000000000000000000000000000000	E			1	E		
衣服	Apparel	105.7	101.7	121.3	110.2	120.7	115.5														113
生活	Household	121.5	132.6	122.4	125.8	113.2	111.2														120
食品	Food	103.6	119.6	105.0	109.7	111.4	105.1														109
	オンラインストア naged stores (MUJI) + Online store	113.4	118.6	119.2	117.6	115.3	111.3														116
衣服	Apparel	114.4	110.3	128.9	118.4	129.7	123.6														121
生活	Household	130.8	142.9	129.6	134.6	121.3	118.9														129
食品	Food	115.9	132.0	113.8	120.6	121.9	115.3														119
営合計+オン	ラインストア	122.9	128.5	126.7	126.5	124.2	119.6														124
	ed stores total (MUJI) + Online store	122.5	120.3	120.7	120.5	12-4.2	113.0														12
rectly manage 営既存店+フ	ed stores total (MUJI) + Online store オンラインストア LFL directly managed stores (
rectly manage 営既存店+2 数		MUJI)+ Online	store 107.8	107.1	107.7	108.7	105.7														10
ectly manage 営既存店 + 7 数	オンラインストア LFL directly managed stores	MUJI)+ Online	store																		10
rectly manage 営既存店 + 7 数 単価 営合計+オン5	オンラインストア LFL directly managed stores Number of Customers	[MUJI]+ Online 108.3 104.7	store 107.8 110.0	107.1	107.7	108.7	105.7														10
rectly manage 営既存店 + 2 数 単価 営合計+オン3 数	オンラインストア LFL directly managed stores Number of Customers Sales per Customer	(MUJI)+ Online 108.3 104.7 UJI) + Online st	107.8 110.0 tore	107.1 111.3	107.7 109.2	108.7 106.1	105.7 105.3														108
rectly manage 営既存店 + 7 数 単価 営合計+オン5	オンラインストア LFL directly managed stores Number of Customers Sales per Customer ラインストア Directly managed stores total (M	(MUJI)+ Online 108.3 104.7	107.8 110.0	107.1 111.3	107.7 109.2	108.7 106.1	105.7 105.3														10 10
営既存店+7 数 単価 営合計+オンラ 数 単価	オンラインストア LFL directly managed stores I Number of Customers Sales per Customer ラインストア Directly managed stores total (M Number of Customers	(MUJI)+ Online 108.3 104.7 UJI) + Online st 116.2 105.8	107.8 110.0 tore 115.5 111.3	107.1 111.3	107.7 109.2	108.7 106.1	105.7 105.3														10 10
営既存店 + z 数 単価 営合計+オンラ 数 単価 未店舗数(L	ナンラインストア LFL directly managed stores i Number of Customers Sales per Customer ラインストア Directly managed stores total (M Number of Customers Sales per Customer	(MUJI)+ Online 108.3 104.7 UJI) + Online st 116.2 105.8	107.8 110.0 tore 115.5 111.3	107.1 111.3	107.7 109.2	108.7 106.1	105.7 105.3														10 10 11 11 10
営既存店+7 数 単価 営合計+オンラ 数 単価	トラインストア LFL directly managed stores i Number of Customers Sales per Customer ラインストア Directly managed stores total (M Number of Customers Sales per Customer	(MUJI)+ Online 108.3 104.7 UJI) + Online si 116.2 105.8 onth (Include Li	e store 107.8 110.0 tore 115.5 111.3	107.1 111.3 113.8 111.3	107.7 109.2 115.1 109.9	108.7 106.1 115.8 107.3	105.7 105.3 112.8 106.0														10 10

前年比数値について ・直営数値:店舗売上高(売価ベース)前年同月比

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

海外事業 Sales, Numbe	セクメント別 r of Customers and Sales per Customer (Yea	r-on-year comp	parison basis	i)																	
		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30	9ヶ月	6月	7月	8月	第40	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
東アジア事第	🛮 / East Asia								•			•									
	- +オンラインストア	102.4	106.2	109.5	106.8	104.2	110.9														107.1
	anaged stores (MUJI) + Online store																				
中国大		103.9	112.3	110.8	110.0	103.2	108.6														108.3
	ged stores total (MUJI) + Online store	111.6	114.4	116.9	115.0	111.1	121.4														115.4
中国大		113.6	121.9	118.6	118.9	113.6	120.4														118.1
直営既存店 -	- オンラインストア LFL Directly managed stores	s (MUJI)+ Online	e store																		
客数	Number of Customers	104.8	110.2	116.7	110.7	105.4	117.8														111.0
客単価	Sales per Customer	97.7	96.4	93.9	96.5	98.8	94.1														96.5
直営合計+オ	ンラインストア Directly managed stores total (N	AUJI) + Online s	tore																		
客数	Number of Customers	114.1	119.0	125.3	119.7	114.7	129.3														120.5
客単価	Sales per Customer	97.8	96.1	93.3	96.1	96.9	93.8														95.8
日末店舗数	(LS含む) Number of Stores at the End of M	Ionth (Include I	S Stores)											***************************************							
店舗数	Number of Stores	531	531	536	536	548	553										T				
当月出店数	Number of New-opening Stores	7	3		15	12	5														
当月退店数	Number of Closed Stores	3	3	0	6	0	0														
東南アジア・	オセアニア事業 / Asia East/South & Ocea	nia																			
直営既存店 -	+オンラインストア	92.6	97.3	95.1	95.8	107.3	107.5														101.1
直営合計+オ	anaged stores (MUJI) + Online store ンラインストア	118.2	124.8	122.1	121.8	127.0	132.6		-												125.6
Directly mana	ged stores total (MUJI) + Online store	118.2	124.8	122.1	121.8	127.0	132.0														125.0
直営合計+オ	ンラインストア Directly managed stores total (N	AUJI) + Online s	tore																		
客数	Number of Customers	116.5	126.8	126.0	123.1	126.8	130.9														125.8
客単価	Sales per Customer	101.4	98.4	96.9	98.9	100.2	101.3														99.9
月末店舗数	(LS含む) Number of Stores at the End of M	Ionth (Include L	S Stores)																		
店舗数	Number of Stores	106	108	113	113	115	117														
当月出店数	Number of New-opening Stores	1	2	5	8	2	2														
当月退店数	Number of Closed Stores	0	0	0	0	0	0														
欧米事業 /	Europe & Americas																				
	- オンラインストア	106.3	111.9	110.0	109.4	110.7	110.9														110.3
直営合計+オ	anaged stores (MUJI) + Online store ンラインストア								+					+							
	ged stores total (MUJI) + Online store	98.0	104.2	102.9	101.7	107.7	108.9														107.3
直営合計+オ	ンラインストア Directly managed stores total (N	AUJI) + Online s	tore																		
客数	Number of Customers	95.6	98.6	102.8	99.0	101.4	101.8														102.5
客単価	Sales per Customer	102.5	105.7	100.1	102.8	106.2	107.0														104.7
月末店舗数	(LS含む) Number of Stores at the End	of Month (In	clude LS Sto	ores)																	
店舗数	Number of Stores	50	50	50		50	50														50
当月出店数	Number of New-opening Stores	0	0			0	0														0
当月退店数	Number of Closed Stores	0	0	0	0	0	0														0
	(国内外合計) Total MUJI Store as of the e																				
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

ヨアルジムメ Number of Closed Stores チャネルについて ・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