

Monthly Sales for October 2022

Japan Business

Sales Growth, Customer Traffic and Sales per Customer Year-on-Year

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	97.1	109.1
Customer Traffic (%)	96.7	108.9
Sales per Customer (%)	100.3	100.2

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel (%)	108.0	119.7
Household (%)	91.9	101.8
Foods (%)	88.5	108.3

Number of Stores

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	357	517
Number of New-opening Stores	-	12
Number of Closed Stores	-	1

Store Openings

HOSHIGAOKA MITSUKOSHI (AICHI,LS)
 KOBE HANKYU (HYOGO,DM)
 WAKABA WALK (SAITAMA,DM)
 MUJIRUSHIRYOHIN 500 ROSAVIA IBARAKI (OSAKA,DM)
 AEON TENNOCHO (KANAGAWA,DM)
 COOP SAPPORO SOEN (HOKKAIDO,DM)
 KAMISHIN PLAZA (OSAKA,DM)
 OAK VILLAGE KAMISU (IBARAKI,DM)
 FORESTMALL IWADA (WAKAYAMA,DM)
 ECOLL-LILAS OKABA (HYOGO,DM)
 TAKARAZUKA HANKYU (HYOGO,DM)
 AL PLAZA YOKAICHI (SHIGA,DM)

Sales Comment

In October, the sales resulted in LFL stores + online store decreased by 2.9% year-on-year, and for all stores + online store, the number increased by 9.1%. By product, sales of apparel showed a recovery trend and resulted year-on-year rate at existing stores increased by 8.0%. As for Household goods and Food, it continuously struggled in sales.
 There is an influence of +2 points due to +1 day difference in the number of weekends and holidays.

Businesses Outside Japan

Sales Growth, Customer Traffic and Sales per Customer Year-on-Year by Business Segment

【East Asia Business】

	LFL Directly Managed Stores + Online Store		All Directly Managed Stores + Online Store	
		Mainland China		Mainland China
Sales (%)	84.7	77.0	90.6	84.2
Customer Traffic (%)	84.4	-	90.1	-
Sales per Customer (%)	100.4	-	100.6	-

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	126.8	154.5
Customer Traffic (%)	-	159.3
Sales per Customer (%)	-	97.0

【Europe & Americas Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	107.2	106.4
Customer Traffic (%)	-	110.5
Sales per Customer (%)	-	96.4

Number of Stores by Business Segment

【East Asia Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	452
Number of New-opening Stores	-	6
Number of Closed Stores	-	0

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	82
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	-	57
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

Store Openings

MUJI Nanchang MixC (Mainland China,DM)
 MUJI Shanghai Hongkou Plaza (Mainland China,DM)
 MUJI Shanghai Tianan 1000trees (Mainland China,DM)
 MUJI Wuhan Aeonmall jinghai (Mainland China,DM)
 MUJI Tianjin Hedong Wanda plaza (Mainland China,DM)
 MUJI Changsha Sky square (Mainland China,DM)
 MUJI TERMINAL RAMA 3 (Thailand,DM)
 MUJI EMQAUTIER (Thailand,DM)

