

Monthly Sales for November 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 (%)	92.0	104.3
Customer Traffic (%)	95.8	108.2
Sales per Customer (%)	96.1	96.4

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel (%)	96.2	107.5
Household (%)	86.8	96.5
Foods (%)	98.6	120.6

Number of Stores

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	355	525
Number of New-opening Stores	-	8
Number of Closed Stores	-	0

Store Openings

ITABASHI MINAMICHO22 (TOKYO,DM)
 TSURUYA AZUMINO HOTAKA (NAGANO,DM)
 AI Plaza Tsuruga (FUKUI,DM)
 HAKUIHODATSUSHIMIZU (ISHIKAWA,DM)
 EASTMALL DAISEN (AKITA,DM)
 TENMAYA HAPPYTOWN KOHOKU (OKAYAMA,DM)
 York benimaru higashine (YAMAGATA,DM)
 MATSUYAMATE (KYOTO,DM)

Sales Comment

In November, the sales resulted in LFL stores + online store decreased by 8.0% year-on-year and the number increased by 4.3% for all stores + online store. By product, sales of food showed a recovery trend due to the launch of new items such as chocolates. Sales of apparel resulted to decrease by 3.8% year-on-year as sales of accessories such as socks and bags did not go well. And as for Household goods, it continued to struggle in sales. There is no influence of the 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 (%)	83.4	77.5	86.3	80.7
Customer Traffic (%)	83.9	-	87.0	-
Sales per Customer (%)	99.4	-	99.2	-

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	120.9	128.7
Customer Traffic (%)	-	139.4
Sales per Customer (%)	-	92.3

【Europe & Americas Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	115.4	115.2
Customer Traffic (%)	-	111.6
Sales per Customer (%)	-	103.2

Number of Stores by Business Segment

【East Asia Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	453
Number of New-opening Stores	-	3
Number of Closed Stores	-	2

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	83
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	-	57
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

Store Openings

MUJI Wuhan Dream Plaza (Mainland China,DM)
 MUJI Guangzhou Panyu Wanda plaza (Mainland China,DM)
 MUJI Shenzhen Maxland (Mainland China,DM)
 MUJI Crescent mall (Vietnam,DM)

