

Monthly Sales for December 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 (%)	96.6	112.2
Customer Traffic (%)	100.0	115.2
Sales per Customer (%)	96.7	97.4

Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel (%)	98.2	112.6
Household (%)	92.5	105.3
Foods (%)	108.1	135.4

Number of Stores

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	352	532
Number of New-opening Stores	-	7
Number of Closed Stores	-	0

Store Openings

YORK TOWN SHIOGAMAFUNAIRI (MIYAGI,DM)
 NAMBA SkyO (OSAKA,DM)
 HAKUSANKITAYASUDA (ISHIKAWA,DM)
 fujizengyou (KANAGAWA,DM)
 KIPPIY MALL SANDA (HYOGO,DM)
 YOUUME TOWN TOKUYAMA (YAMAGUCHI,DM)
 sunshincityalpa (TOKYO,DM)

Sales Comment

In December, the sales resulted in LFL stores + online store decreased by 3.4% year-on-year and the number increased by 12.2% for all stores + online store. While sales of LFL stores did not reach last year's level, number of customers recovered to the similar level with last year. By product, sales of food showed a recovery trend due to the new items such as chocolates kept good sales. Sales of apparel resulted to fell short of last year level as sales of winter items did not go well due to high temperature. And as for Household goods, it continued to struggle in sales mainly in furniture. 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 (%)	97.2	73.7	99.7	76.8
Customer Traffic (%)	89.9	-	91.6	-
Sales per Customer (%)	108.1	-	108.9	-

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	124.3	136.0
Customer Traffic (%)	-	141.1
Sales per Customer (%)	-	96.3

【Europe & Americas Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	130.9	130.6
Customer Traffic (%)	-	122.6
Sales per Customer (%)	-	106.5

Number of Stores by Business Segment

【East Asia Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	459
Number of New-opening Stores	-	7
Number of Closed Stores	-	1

【Asia East / South & Oceania Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	85
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 Zhengzhou Erqi Wanda plaza (Mainland China,DM)
 MUJI Changshu incity (Mainland China,DM)
 MUJI Dongguan One mall (Mainland China,DM)
 MUJI FENGXIAN PARADISE WALK (Mainland China,DM)
 MUJI Longfor Chongqing Gaoxing paradise walk (Mainland China,DM)
 MUJI The Venetian Macao (Hong Kong,DM)
 MUJI Shang Shun (Taiwan,DM)
 MUJI central Chonburi (Thailand,DM)
 MUJI Robinson Ratchapruak (Thailand,DM)

