

## Monthly Sales for January 2023

### Japan Business

#### Sales Growth, Number of Customers and Sales per Customer Year-on-Year

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	96.7	111.9
Number of Customers (%)	96.5	111.0
Sales per Customer (%)	100.2	100.8

#### Sales Growth Year-on-Year by Product Category

Japan	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel (%)	86.7	99.0
Household (%)	100.3	113.9
Foods (%)	105.5	130.6

#### Number of Stores

Japan	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	351	531
Number of New-opening Stores	-	0
Number of Closed Stores	-	1

#### Store openings

None

#### Sales trends and conditions

In January 2023, monthly sales resulted in LFL stores + online store were 96.7% and the sales resulted in all stores + online stores were 111.9% of the same month of the last year. By product category in LFL basis, Apparel sales stayed at low level mainly affected by the sluggish sales of female apparel. On the other hand, Household and Food recorded higher sales compared to last year while there were both the last-minute demand increase and reactionary decline by the price revision from January 13, 2023. There is no impact on this month by the number of weekends and holidays.

### Businesses Outside Japan

#### Sales Growth, Number of Customers 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 (%)	110.4	112.6	121.3	122.9
Number of Customers (%)	111.1	-	121.6	-
Sales per Customer (%)	99.3	-	99.7	-

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

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	123.4	134.6
Number of Customer (%)	-	145.9
Sales per Customer (%)	-	92.2

##### 【Europe & Americas Business】

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales (%)	140.5	140.4
Number of Customers (%)	-	136.4
Sales per Customer (%)	-	102.9

#### Number of Stores by Business Segment

##### 【East Asia Business】

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	463
Number of New-opening Stores	-	4
Number of Closed Stores	-	0

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

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	85
Number of New-opening Stores	-	0
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 Daxi gouXinguang Tiandi (Mainland China, Directly Managed)  
 MUJI Zhejiang Sheng AEON Mall (Mainland China, Directly Managed)  
 MUJI Guangdong Hai Ya Mega Mall (Mainland China, Directly Managed)  
 MUJI Mitsui Shopping Park Lalaport Taichung (Taiwan, Directly Managed)

