

Monthly Sales Trend for June 2023

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	100.4	111.4
Number of Customers	89.2	98.9
Sales per Customer	112.5	112.7

Sales by Product Category (year-on-year change)

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	99.0	110.1
Household	105.1	115.4
Foods	90.3	104.1

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	346	564
Number of New-opening Stores	-	9
Number of Closed Stores	-	0

Store openings

MUJI Super Center Okuwa Nanki (Wakayama, DM)
MUJI Frespo Akatsuka (Ibaraki, DM)
MUJI Itoku Odate Shopping Center (Akita, DM)]
MUJI Niigata Kodosinmachi (Niigata, DM)
MUJI misora town Kakegawa (Shizuoka, DM)
MUJI Summit Takaido Higashi (Tokyo, DM)
MUJI Forte Hachioji (Tokyo, DM)
MUJI Sheroa Mall Nagamine (Kumamoto, DM)
MUJI SUNNYAXIS Ino (Kochi, LS)

Sales trends

In June 2023, on a year-on-year basis, monthly sales were 100.4% at LFL directly managed stores and online stores, and 111.4% at all directly managed stores and online stores, reflecting growth in sales per customer. Sales of household products exceeded the previous year's level on a LFL directly managed stores basis, driven by seasonal products. There was no impact of the number of days of weekends and holidays.

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	112.3	117.1	122.7	127.2
Number of Cusotomers	110.0	-	123.5	-
Sales per Customer	102.1	-	99.4	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	105.9	119.1
Number of Customers	-	121.1
Sales per Customer	-	98.4

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	120.6	118.9
Number of Customers	-	105.8
Sales per Customer	-	112.4

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	477
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	-	88
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 Beijing Jinggxi joy city (Mainland China,DM)

MUJI Longfor Wuhan Jiangchen paradise walk (Mainland China,DM)

MUJI Ganzhou The mixc (Mainland China,DM)

MUJI Zhongli(RT) (Taiwan,DM)

MUJI-SM NORTH EDSA (Philippines,DM)

