

Monthly Sales Trend for March 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	114.6	132.2
Number of Customers	100.8	115.2
Sales per Customer	113.7	114.7

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	133.2	152.4
Household	107.1	121.7
Foods	111.0	136.6

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	347	545
Number of New-opening Stores	-	11
Number of Closed Stores	-	1

Store openings

MUJI Iwate Co-op Morioka Mukainakano(Iwate, DM)
 MUJI 500 Wakayama Mio (Wakayama, DM)
 MUJI Yorktown Koriyama Kuwano (Fukushima, DM)
 MUJI Asahikawa Hanasaki (Hokkaido, DM)
 MUJI Aeon Nakama (Fukuoka, DM)
 MUJI Sunlive Orio (Fukuoka, DM)
 MUJI Luvit town Toda (Aichi, DM)
 MUJI Okayama Omote-town shopping street Nakanochi (Okayama, DM)
 MUJI Vivit Minami Funabashi (Chiba, DM)
 MUJI Meiji Jingu Shrine Mae Metropia (Tokyo, DM)
 MUJI Okayama Omote-town shopping street Shitanochi (Okayama, DM)

Sales trends

In March 2023, on a year-on-year basis, monthly sales of LFL directly managed stores and online store were 114.6%, and all directly managed stores and online store were 132.2%.

MUJI Week, a 10% discount on all items for MUJI passport members, was held from March 17 to March 27. Sales of directly managed stores in all business segments of apparel, household goods, and food increased over the previous year, and sales per customer also rose. In particular, in apparel, sales of innerwear and spring wear were strong for both men's and women's wear. There is no influence by the number 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	125.0	135.3	141.2	158.1
Number of Customers	128.3	-	146.4	-
Sales per Customer	97.5	-	96.4	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	125.1	145.6
Number of Customers	-	144.3
Sales per Customer	-	100.8

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	127.0	126.8
Number of Customers	-	115.3
Sales per Customer	-	110.0

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	468
Number of New-opening Stores	-	1
Number of Closed Stores	-	0

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	86
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 ShaoXing KeQiao Wanda Plaza (Mainland China, DM)

