

Monthly Sales Trend for November 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	122.6	133.5
Number of Customers	99.0	106.7
Sales per Customer	123.9	125.1

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

%	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Apparel	108.4	119.4
Household	138.0	149.0
Foods	114.0	125.0

Number of Stores

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	379	587
Number of New-opening Stores	-	13
Number of Closed Stores	-	0

Store openings

MUJI Youme terrace gion
 MUJI AEON Komaki
 MUJI Hapio Kino
 MUJI Frespo Miyoshi
 MUJI500 East Osaka Fusse
 MUJI Barro Nakaotai
 MUJI Yorkbenimaru Taiwayoshioka
 MUJI Forest mall Shinmaebashi
 MUJI Yoshizuya Kani
 MUJI COOP Nijo station
 MUJI COOP Sapporo Fujino
 MUJI500 ASTY Shizuoka
 MUJI Marunakasupercenter Utazu

Sales trends

In November 2023, on a year-on-year sales basis, monthly sales were 122.6% at LFL directly managed stores and online stores and 133.5% all directly managed stores and online stores, thanks to the "MUJI Week" sale for members that was held until November 6. In the household goods, daily consumables such as skincare and kitchenware continued to contribute to sales. After the sales promotion, sales of stores declined. There was no impact of the number of days on 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	113.1	115.4	126.4	128.4
Number of Customers	115.0	-	129.4	-
Sales per Customer	98.4	-	97.6	-

Asia East / South & Oceania Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	105.1	117.3
Number of Customers	-	115.8
Sales per Customer	-	101.3

Europe & Americas Business

	LFL Directly Managed Stores + Online Store	All Directly Managed Stores + Online Store
Sales	106.7	104.6
Number of Customers	-	94.2
Sales per Customer	-	111.0

Number of Stores by Business Segment

East Asia

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	494
Number of New-opening Stores	-	5
Number of Closed Stores	-	0

Asia East / South & Oceania Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	94
Number of New-opening Stores	-	5
Number of Closed Stores	-	0

Europe & Americas Business

	LFL Directly Managed Stores	All Directly Managed Stores + Online Store
Number of Stores	-	55
Number of New-opening Stores	-	0
Number of Closed Stores	-	0

Store openings

MUJI Dongguan Chang'an Wanda Plaza (Mainland China, DM)
 MUJI GLCC Mall (Mainland China, DM)
 MUJI The Mixc Wenzhou (Mainland China, DM)
 MUJI Aeon Mall Wuhan Jiangxia (Mainland China, DM)
 MUJI Windsor House (Hong Kong, DM)
 MUJI JIO WORLD PLAZA (India, DM)
 MUJI Pavilion_Bukit_Jalil (Malaysia, DM)
 MUJI TRX (Malaysia, DM)
 MUJI THE MALL BANGKAPI (Thailand, DM)
 MUJI CENTRAL WESTVILLE (Thailand, DM)

