

Sales, number of retail customers, average spend per customer for FY ending Feb. 2014(Y o Y)

Jun 1,2013
(%)

		Mar	Apr	May	Jun	Jul	Aug	1H	Sep	Oct	Nov	Dec	Jan	Feb	2H	FY
Existing stores	Same store sales	105.8	88.6	97.2				96.7								
	Number of retail customers	103.3	87.4	96.8				95.3								
	Ave. spend per retail customer	102.4	101.4	100.4				101.5								
Company totals	Total company sales	104.9	88.2	97.5				96.4								
	Number of retail customers	102.5	87.1	97.1				95.1								
	Ave. spend per retail customer	102.4	101.3	100.5				101.4								
Number of stores	New stores	7	5	0				12								
	Store closure	0	2	0				2								
	Number of stores at month end	483	486	486				486								

Note: The above are preliminary figures. In principle, preliminary figures are announced by the second business day of each month.

In cases where a difference exists between the preliminary and final figures, the preliminary figures will be revised to reflect the final figures when announcing the preliminary figures for the following month.

Business Overview

Up until the end of mid-May, temperatures generally remained lower than during the same month of the previous year, resulting in slow pick-up in demand for summer items. Although demand showed an upturn in late-May, this was not enough to compensate for the year-on-year decline recorded in early- and mid-May. As a result, both existing-store sales and all-store sales decreased year on year as shown above.

Number of stores opened: None

Number of stores closed: None

Number of stores: Mac-House: 302; MAC-HOUSE PLAZA: 31;
OUTLET-J: 99; Blueberry: 9; Goalway: 33;
COCONUT WORLD: 4; natural clothing: 1; eco-casu-ya: 5;
Lee Cooper Store: 1; Dickies: 1;
Total: 486