

Monthly Sales Result for Fiscal year ending Feb. 2015(year on year)

(%)

		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
Same Stores	Sales	95.5	93.3	98.7	95.9	98.8	98.6	101.2	99.4	97.5
	No. of Customers	97.3	96.9	99.7	98.0	99.1	98.4	100.1	99.1	98.6
	Ave. Purchase per Customer	98.2	96.2	99.0	97.8	99.8	100.2	101.1	100.3	98.9
All Stores	Sales	96.7	94.2	98.6	96.5	98.2	97.4	100.2	98.5	97.4
	No. of Customers	99.2	98.6	100.3	99.4	99.3	98.1	99.9	99.0	99.2
	Ave. Purchase per Customer	97.5	95.5	98.3	97.1	98.9	99.3	100.3	99.4	98.2
No. of Stores	New Stores	10	5	3	18	4	1	0	5	23
	Store Closure	4	6	4	14	7	1	3	11	25
	Total No. of Stores	488	487	486	486	483	483	480	480	480

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales	109.0	104.0	99.2	103.1	99.5	90.8	91.3	95.0	98.8	98.2
	No. of Customers	108.8	100.6	93.7	99.8	98.1	89.2	87.7	92.8	96.2	97.4
	Ave. Purchase per Customer	100.1	103.3	105.9	103.2	101.4	101.7	104.1	102.3	102.8	100.8
All Stores	Sales	108.6	102.8	98.6	102.3	98.5	90.5	91.7	94.6	98.2	97.8
	No. of Customers	109.4	100.5	94.1	100.0	98.2	90.5	89.5	93.7	96.7	98.0
	Ave. Purchase per Customer	99.3	102.4	104.8	102.3	100.3	100.1	102.5	100.9	101.6	99.9
No. of Stores	New Stores	4	4	5	13	6	1	0	7	20	43
	Store Closure	5	3	3	11	0	7	2	9	20	45
	Total No. of Stores	479	480	482	482	488	482	480	480	480	480

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.

Overview

In February 2015, same-store sales decreased by 8.7% year on year(yoy), while all store sales decreased by 8.3% yoy.
The drop of number of customer since last month, is due to last year's large scale store renovation and inventory clearance sale.
The newly launched men's business casual clothing showed a fairly good start.
In product category, while men's outerwear and jeans were sold well, the sales of cut and sewn were lackluster.

New Stores: 0

Store Closures: 2

Number of Stores:

MAC HOUSE: 342, MAC-HOUSE PLAZA: 24
OUTLET J: 82, BLUEBERRY: 8, GOALWAY: 17
DICKIES: 2, Navy Store: 5
TOTAL: 480