

Monthly Sales Result for Fiscal year ending Feb. 2017(year on year)

		(%)								
		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
Same Stores	Sales	102.2	103.0	100.6	101.9	103.1	103.4	87.0	98.1	100.1
	No. of Customers	109.8	106.0	106.9	107.4	110.2	111.1	91.7	104.3	105.8
	Ave. Purchase per Customer	93.0	97.2	94.1	94.9	93.6	93.1	95.0	94.1	94.6
All Stores	Sales	97.0	98.8	97.4	97.8	100.7	100.0	84.0	95.1	96.5
	No. of Customers	104.1	101.9	103.8	103.2	108.1	107.7	88.7	101.4	102.3
	Ave. Purchase per Customer	93.2	97.0	93.8	94.7	93.2	92.9	94.7	93.8	94.3
No. of Stores	New Stores	2	1	0	3	0	0	0	0	3
	Store Closure	0	0	3	3	1	1	2	4	7
	Total No. of Stores	454	455	452	452	451	450	448	448	448

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										100.1
	No. of Customers										105.8
	Ave. Purchase per Customer										94.6
All Stores	Sales										96.5
	No. of Customers										102.3
	Ave. Purchase per Customer										94.3
No. of Stores	New Stores										3
	Store Closure										7
	Total No. of Stores										448

Note1: The "same store" means the store operated 14months or more. The number of the same store changes every month. 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.

Summary :

In August 2016, the same store sales decreased by 13.0% year on year(yoy), while all stores sales dropped 16% yoy.

The calender shift of one less Saturday and Sunday affected the sharp drop of this month's sales. Also, the sales failed to hit a high peak during this year's O-bon holiday week. Though men's business casual wear and innerwear categories showed solid performances, items such as bottomwear and cut and sewns were slow and pull down the total sales. The new autumn collection was slow mover too.

At the end of the term 1H of fiscal year end/Feb. 2016, we have achieved positive same store sales(yoy) and number of customers.

New Stores: 0

Store Closures: 2

Number of Stores:

MAC HOUSE: 347 (including Mac-House Super Store : 3, MHSSF:12, Mac-House Outlet : 5),
MAC-HOUSE PLAZA: 21, OUTLET J : 57, BLUEBERRY : 5, GOALWAY : 13, DICKIES: 1, Navy Store: 4,
TOTAL: 448