

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	82.3			82.3					82.3	98.0
	No. of Customers	86.6			86.6					86.6	103.5
	Ave. Purchase per Customer	95.1			95.1					95.1	94.7
All Stores	Sales	80.8			80.8					80.8	94.7
	No. of Customers	84.9			84.9					84.9	100.2
	Ave. Purchase per Customer	95.2			95.2					95.2	94.5
No. of Stores	New Stores	1			1					1	4
	Store Closure	3			3					3	10
	Total No. of Stores	446			446					446	446

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 Sep 2016, the same store sales decreased by 17.7% year on year(yoy), while all stores sales dropped 19.2% yoy. There was one less holiday compared with last year, which has about negative 3 points impact on same store sales.

The sharp drop of this month's sales was caused by the series of tyoons and continuous rainy days throughout the month. Unseasonal rain and prolonged heat discouraged consumers to shift into the autumn fashion and dragged down the sales of autumnal items.

The new store format, the 4th Mac-House Super Store(MHSS) has opened in the SC of Aeon Style Sasaoka, Kyusyu. In addition, 5 existing stores has been relocated and turned into the Mac-house Super Store Future(MHSSF) format. All of this new stores have attracted many new customers.

New Stores: 1

Store Closures: 3

Number of Stores:

MAC HOUSE: 349 (including Mac-House Super Store : 4, MHSSF:17, Mac-House Outlet : 5),  
MAC-HOUSE PLAZA: 20, OUTLET J : 54, BLUEBERRY : 5, GOALWAY : 13, DICKIES: 1, Navy Store: 4,  
TOTAL: 446