

Sales, number of retail customers, average spend per customer for FY ending Feb. 2013(Y o Y)

Jan 2,2013  
(%)

		Mar	Apr	May	Jun	Jul	Aug	1H	Sep	Oct	Nov	Dec	Jan	Feb	2H	FY
Existing stores	Same store sales	123.2	103.8	98.7	97.8	96.0	101.8	102.6	92.7	90.7	108.4	96.8			97.5	100.3
	Number of retail customers	114.3	99.4	95.3	93.9	92.0	100.6	98.1	92.5	89.0	101.1	93.3			93.9	96.3
	Ave. spend per retail customer	107.7	104.4	103.6	104.2	104.4	101.2	104.6	100.3	101.9	107.3	103.7			103.8	104.1
Company totals	Total company sales	117.0	98.6	93.8	93.0	91.2	96.8	97.5	88.3	87.4	104.9	94.7			94.4	96.1
	Number of retail customers	109.0	94.6	90.8	89.6	87.7	95.8	93.5	87.6	85.4	97.5	91.0			90.6	92.2
	Ave. spend per retail customer	107.4	104.2	103.3	103.8	104.0	101.0	104.3	100.8	102.3	107.7	104.0			104.2	104.1
Number of stores	New stores	4	1	1	1	1	1	9	2	4	5	1			12	21
	Store closure	4	1	4	0	2	3	14	2	1	2	0			5	19
	Number of stores at month end	482	482	479	480	479	477	477	477	480	483	484			484	484

Sales summary for December 2012

Both total company sales and same store sales showed year-on-year negative growth in December. It would have been caused by earlier snowfall. In December, such items with warmth function as women's outerwear and heat insulation bottoms, that were promoted in nationwide TVCM, showed strong sales due to the cold temperatures. As for sales by Brand, "Lee Cooper" and "Dickies" have been very popular due to the expanding customer base. We have opened new antenna stores of those brands in Sep.2012, aiming propagation sales effect to the existing stores.

Store openings and closings

New stores: Mac-house Miel Kawaguchi

Store closure: None