

Sales, number of customers, average spend per customer for Fiscal year ending Feb. 2014(year on year)

Aug 1,2013  
(%)

		Mar	Apr	May	Jun	Jul	Aug	1H	Sep	Oct	Nov	Dec	Jan	Feb	2H	FY
Existing stores	Sales	105.8	88.6	97.2	102.9	91.1		96.7								
	Number of customers	103.3	87.4	96.8	102.2	92.2		95.9								
	Ave. spend per customer	102.4	101.4	100.4	100.7	98.8		100.8								
All Stores	Number of customers	104.9	88.2	97.5	102.9	91.2		96.6								
	Number of retail customers	102.5	87.1	97.1	102.1	92.5		95.8								
	Ave. spend per customer	102.4	101.3	100.5	100.8	98.7		100.8								
Number of stores	New stores	7	5	0	2	2		16								
	Store closure	0	2	0	1	4		7								
	Total no. of stores	483	486	486	487	485		485								

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 July, sales dropped sharply in all stores and existing stores.

The sales was steady until the mid month, but struggled in the latter half of the month.

There was one less Sunday during the month compared with the previous year also gave the negative effect in sales.

In product categories, shirts and shorts performed well, but our main product such as T-shirts and polo-shirts showed sluggish sales.

Number of stores opened           2  
Number of stores closed:       4  
Number of stores           Mac-House: 304; MAC-HOUSE PLAZA: 30;  
  OUTLET-J: 99; Blueberry: 9; Goalway: 32;  
  COCONUT WORLD: 4; eco-casu-ya: 5;  
  Lee Cooper Store: 1; Dickies: 1;  
  Total: 485