

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		94.4					94.4
	No. of Customers	97.3	96.9		97.1					97.1
	Ave. Purchase per Customer	98.2	96.2		97.2					97.2
All Stores	Sales	96.7	94.2		95.4					95.4
	No. of Customers	99.2	98.6		98.9					98.9
	Ave. Purchase per Customer	97.5	95.5		96.5					96.5
No. of Stores	New Stores	10	5		15					15
	Store Closure	4	6		10					10
	Total No. of Stores	488	487		487					487

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										
	No. of Customers										
	Ave. Purchase per Customer										
All Stores	Sales										
	No. of Customers										
	Ave. Purchase per Customer										
No. of Stores	New Stores										
	Store Closure										
	Total No. of Stores										

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 April 2014, in aftermath of the national sales tax increase, we saw sharp drop in sales. However, kids apparel and daily necessities items such as innerwear and legwear, which have been enhanced in handling, achieved YoY in sales.
The newly launched lifestyle goods in-store shop, Navy Stores, are now in operation at 320 stores. The sales ratio of lifestyle goods takes the share of 3% of total sales.

New Stores: 5

Store Closures: 6

Number of Stores:

MAC HOUSE: 334, MAC-HOUSE PLAZA: 27
OUTLET J: 90, BLUEBERRY: 9, GOALWAY: 20
COCONUTS WORLD: 3, ECO-CAJI-YA: 2
DICKIES: 2
TOTAL: 487