

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	98.6	97.4	94.2	92.2	90.7		91.6	93.0	96.5
	No. of Customers	86.6	100.5	100.2	96.7	92.5	87.7		90.4	93.8	100.1
	Ave. Purchase per Customer	95.1	98.1	97.2	97.4	99.7	103.5		101.4	99.1	96.5
All Stores	Sales	80.8	96.9	95.8	92.5	90.7	89.5		90.2	91.5	94.0
	No. of Customers	84.9	98.7	98.5	94.9	90.9	86.5		89.0	92.2	97.5
	Ave. Purchase per Customer	95.2	98.2	97.2	97.5	99.9	103.4		101.5	99.2	96.4
No. of Stores	New Stores	1	0	0	1	1	0		1	2	5
	Store Closure	3	0	2	5	0	4		4	9	16
	Total No. of Stores	446	446	444	444	445	441		441	441	441

Note: 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 Jan. 2017, the same store sales fell by 9.3% year on year(yoy), while all store sales were down 10.5% yoy. Under the newly introduced "organic cotton" series, spring knitweares were sold well. Also, men's denim and warm innerwear categories showed solid sales performance. However, the sales of winter coat and jackets have been sluggish since last month.

This year, instead of selling "**Lucky bag" except for a few limited stores, we offered the innovative "washable suits" at special price.

*Lucky bag" are the unique and popular sales event at year end, but it has very small gross profit and sales were declining in

New Stores: 0

Store Closures: 4

Number of Stores:

MAC HOUSE: 351 (including Mac-House Super Store : 4, MHSSF:28, Mac-House Outlet : 5),
MAC-HOUSE PLAZA: 17, OUTLET J : 51, BLUEBERRY : 5, GOALWAY : 13, DICKIES: 1, Navy Store: 3
TOTAL: 441