

Monthly Sales Result for Fiscal year ending Feb. 2018(year on year)

		(%)								
		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
Same Stores	Sales	86.4			86.4					86.4
	No. of Customers	85.4			85.4					85.4
	Ave. Purchase per Customer	101.1			101.1					101.1
All Stores	Sales	83.8			83.8					83.8
	No. of Customers	82.7			82.7					82.7
	Ave. Purchase per Customer	101.4			101.4					101.4
No. of Stores	New Stores	2			2					2
	Store Closure	4			4					4
	Total No. of Stores	431			431					431

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										86.4
	No. of Customers										85.4
	Ave. Purchase per Customer										101.1
All Stores	Sales										83.8
	No. of Customers										82.7
	Ave. Purchase per Customer										101.4
No. of Stores	New Stores										2
	Store Closure										4
	Total No. of Stores										431

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 Mar. 2017, the same store sales fell by 4.6% year on year(yoy), while all store sales were down 6.2% yoy. Regardless of unseasonal cold weather, items such as spring knitwear and denim jackets were sold well. However, our important category of the season, T-shirts and cut and sewn were sold much less than the previous year. Innerwear/legwear, office casual wear for ladies and business casual wear for men were sold relatively well.

A significant new store was opened in Shonan Fujisawa mall as our 5th. Mac-House Super Store.

New Stores: 2

Store Closures: 4

Number of Stores:

MAC HOUSE: 354 (including Mac-House Super Store : 5, MHSSF:31, Mac-House Outlet : 5),
MAC-HOUSE PLAZA: 16, OUTLET J : 40, BLUEBERRY : 5, GOALWAY : 12, DICKIES: 1, Navy Store: 3
TOTAL: 431