

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	94.4		90.7					90.7
	No. of Customers	85.4	92.4		89.3					89.3
	Ave. Purchase per Customer	101.1	102.1		101.6					101.6
All Stores	Sales	83.8	91.0		87.7					87.7
	No. of Customers	82.7	88.8		86.1					86.1
	Ave. Purchase per Customer	101.4	102.4		101.9					101.9
No. of Stores	New Stores	2	1		3					3
	Store Closure	3	1		4					4
	Total No. of Stores	432	432		432					432

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										90.7
	No. of Customers										89.3
	Ave. Purchase per Customer										101.6
All Stores	Sales										87.7
	No. of Customers										86.1
	Ave. Purchase per Customer										101.9
No. of Stores	New Stores										3
	Store Closure										4
	Total No. of Stores										432

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 April 2017, the same store sales fell by 5.6% year on year(yoy), while all store sales were down 9.0% yoy. Kids' apparel and inner-wear showed solid sales performance. Meanwhile, the sales of t-shirts and cut & sewn categories were lackluster due to a cool weather. While ladies' office-casual wear has extended the sales share, denim pants were underperformed.

This month, three new MHSSF stores were opened. (1.Aeon Mall Hiezu,Tottori, 2.Bay-Town Honmoku,Kanagawa and 3.La Park Kishiwada,Osaka) . All three stores started off in a fair wind drawing a large number of new customers.

New Stores: 1

Store Closures: 1

Number of Stores:

MAC HOUSE: 364 (including Mac-House Super Store : 5, MHSSF:34, Mac-House Outlet : 6),
MAC-HOUSE PLAZA: 16, OUTLET J : 34, BLUEBERRY : 5, GOALWAY : 10, DICKIES: 1, Navy Store: 2
TOTAL: 432