

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	93.3	91.6					91.6
	No. of Customers	85.4	92.4	90.7	89.8					89.8
	Ave. Purchase per Customer	101.1	102.1	102.8	102.0					102.0
All Stores	Sales	83.8	90.9	89.8	88.4					88.4
	No. of Customers	82.7	88.8	87.2	86.5					86.5
	Ave. Purchase per Customer	101.4	102.4	103.0	102.2					102.2
No. of Stores	New Stores	2	1	0	3					3
	Store Closure	3	1	5	9					4
	Total No. of Stores	432	432	427	427					432

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										91.6
	No. of Customers										89.8
	Ave. Purchase per Customer										102.0
All Stores	Sales										88.4
	No. of Customers										86.5
	Ave. Purchase per Customer										102.2
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 May 2017, the same store sales fell by 6.7% year on year(yoy), while all store sales were down 10.2% yoy. This month, kids' apparel, innerwear and men's denim categories showed solid sales performance. However, last year's top-seller, men's shorts were lackluster unlike the previous year.

In Ladies' category, "in-trend" items such as gaucho-skirts, wide pants and shirts/blouse categories were sold well. Not so in-trend item, but our highly shared, cut & sewn and denim pants categories showed downward sales.

There were one less Sunday compared to last year. The effect of this calendar shift is estimated around -3 point in same store sales.

New Store: 0

Store Closures: 5

Number of Stores:

MAC HOUSE: 364 (including Mac-House Super Store : 5, MHSSF:34, Mac-House Outlet : 6),  
MAC-HOUSE PLAZA: 16, OUTLET J : 29, BLUEBERRY : 5, GOALWAY : 10, DICKIES: 1, Navy Store: 2  
TOTAL: 427