

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		92.1					92.1	98.1
	No. of Customers	86.6	100.5		94.6					94.6	103.1
	Ave. Purchase per Customer	95.1	98.1		97.4					97.4	95.1
All Stores	Sales	80.8	96.9		90.4					90.4	95.0
	No. of Customers	84.9	98.7		92.8					92.8	100.0
	Ave. Purchase per Customer	95.2	98.2		97.5					97.5	95.0
No. of Stores	New Stores	1	0		1					1	4
	Store Closure	3	0		3					3	10
	Total No. of Stores	446	446		446					446	446

Note1: 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 Oct 2016, the same store sales dropped by 1.4% year on year(yoy), while all stores sales decreased 3.1% yoy. Unseasonal warm weather in the beginning of the month discouraged consumers to buy outerwear and seasonal items. Though the temprature remained warm in western Japan until the mid-month, eastern Japan began to cool and sales of warm clothes in general picked up. The innerwear and homewear categories propped up the total sales throughout the month.

New Stores: 0

Store Closures: 0

Number of Stores:

MAC HOUSE: 352 (including Mac-House Super Store : 4, MHSSF:23, Mac-House Outlet : 5),
MAC-HOUSE PLAZA: 18, OUTLET J : 53, BLUEBERRY : 5, GOALWAY : 13, DICKIES: 1, Navy Store: 4,
TOTAL: 446