

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	93.4	100.7	97.4	97.3	94.3
	No. of Customers	85.4	92.4	90.7	89.8	92.8	100.6	100.3	98.1	94.0
	Ave. Purchase per Customer	101.1	102.1	102.8	102.0	100.6	100.1	97.1	99.2	100.3
All Stores	Sales	83.8	90.9	89.8	88.4	90.0	97.4	93.7	93.9	91.0
	No. of Customers	82.7	88.8	87.2	86.5	89.5	97.5	96.4	94.7	90.6
	Ave. Purchase per Customer	101.4	102.4	103.0	102.2	100.6	100.0	97.1	99.2	100.4
No. of Stores	New Stores	2	1	0	3	0	1	0	1	4
	Store Closure	3	1	5	9	1	1	5	7	16
	Total No. of Stores	432	432	427	427	426	426	421	421	421

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										94.3
	No. of Customers										94.0
	Ave. Purchase per Customer										100.3
All Stores	Sales										91.0
	No. of Customers										90.6
	Ave. Purchase per Customer										100.4
No. of Stores	New Stores										4
	Store Closure										16
	Total No. of Stores										421

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 Aug 2017, the same store sales dropped 2.6% year on year (yoy). All store sales declined 6.3%. While Obon holidays enjoyed solid sales, unseasonal severe heat in Western Japan, and prolonged rainy days in Eastern Japan eventually pulled down the month's sales. This month, the sales of innerwear in all men's, women's and kids, and kids' apparel were good. The sales of men's and women's apparel were lackluster throughout the month.

New Store: 0

Store Closures: 5

Number of Stores:

MAC HOUSE: 361 (including Mac-House Super Store : 5, MHSSF:37, Mac-House Outlet : 5),
MAC-HOUSE PLAZA: 16, OUTLET J: 29, BLUEBERRY: 4, GOALWAY: 8, DICKIES: 1, Navy Store: 2
TOTAL: 421