

Monthly Sales Result for Fiscal year ending Feb. 2016(year on year)

		(%)								
		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
Same Stores	Sales	95.3	112.6	106.2	104.7	87.8	105.5	117.0	102.3	103.6
	No. of Customers	93.4	111.5	104.4	103.4	85.9	100.0	113.4	99.2	101.2
	Ave. Purchase per Customer	102.0	100.9	101.8	101.3	102.2	105.5	103.2	103.1	102.3
All Stores	Sales	91.2	108.3	102.6	100.7	84.6	101.6	111.6	98.2	99.5
	No. of Customers	89.7	107.8	101.2	99.8	83.2	97.1	108.8	95.9	97.8
	Ave. Purchase per Customer	101.7	100.4	101.4	100.9	101.6	104.7	102.6	102.4	101.8
No. of Stores	New Stores	4	1	0	5	0	0	0	0	5
	Store Closure	4	3	8	15	2	2	4	8	23
	Total No. of Stores	480	478	470	470	468	466	462	462	462

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales	111.2	111.1	104.5	108.4	100.7	107.6		103.4	106.1	104.8
	No. of Customers	110.8	109.4	109.2	109.7	105.1	113.1		108.5	109.1	104.9
	Ave. Purchase per Customer	100.3	101.5	95.7	98.8	95.8	95.1		95.5	97.2	99.9
All Stores	Sales	105.5	105.4	99.1	102.9	95.3	102.1		97.9	100.6	100.0
	No. of Customers	105.8	103.9	103.4	104.2	99.3	107.4		102.7	103.5	100.4
	Ave. Purchase per Customer	99.8	101.4	95.8	98.7	95.9	95.0		95.5	97.2	99.6
No. of Stores	New Stores	1	1	1	3	0	1		1	4	9
	Store Closure	4	4	0	8	1	4		5	13	36
	Total No. of Stores	459	456	457	457	456	453		453	453	453

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.

Overview

In January 2016, the same-store sales increased by 7.6% year on year(yoy), while all store sales increased by 2.1% yoy.

We had relatively warm weather until the mid month. Then, the cold wave hit across the country in the later half of the month. The sales of bottom wear in general, was strong in men's, women's and kids' categories. Also, "Tokudan (extra warm)" innerwear kept solid sales. The accessories such as gloves, scarves and rain/snow boots became the hot seller due to the cold chill.

By this month, we have achieved positive same store sales result yoy for 7 consecutive months.

New Stores: 1

Store Closures: 4

Number of Stores:

MAC HOUSE: 341 (including Mac-House Super Store : 3, Mac-House Outlet : 5),

MAC-HOUSE PLAZA: 23, OUTLET J : 63, BLUEBERRY : 7, GOALWAY : 14, DICKIES: 1, Navy Store: 4,

TOTAL: 453

Mac-House