

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		96.5	101.4
	No. of Customers	93.4	111.5	104.4	103.4	85.9	100.0		93.2	98.9
	Ave. Purchase per Customer	102.0	100.9	101.8	101.3	102.2	105.5		103.5	102.5
All Stores	Sales	91.2	108.3	102.6	100.7	84.6	101.6		92.9	97.6
	No. of Customers	89.7	107.8	101.2	99.8	83.2	97.1		90.4	95.7
	Ave. Purchase per Customer	101.7	100.4	101.4	100.9	101.6	104.7		102.8	102.0
No. of Stores	New Stores	4	1		5	0	0		0	5
	Store Closure	4	3	8	15	2	2		2	19
	Total No. of Stores	480	478	470	470	468	466		466	466

											Total
Same Stores	Sales										101.4
	No. of Customers										98.9
	Ave. Purchase per Customer										102.5
All Stores	Sales										97.6
	No. of Customers										95.7
	Ave. Purchase per Customer										102.0
No. of Stores	New Stores										5
	Store Closure										19
	Total No. of Stores										466

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 July 2015, same-store sales increased by 5.5% year on year(yoy), while all store sales rose 1.6% yoy.

The series of typhoons and severe raining incapacitated some areas to operate the stores and pulled down the sales, but the effect was limited. The sale began to pick after the rainy season passed and the heat came back across the country. The mid-summer items such as shorts, innerwear, legwear and rain-related items in all men's, women's and kids' categories performed well.

The Navy Premium's lightweight shirts jacket was newly introduced as the Cool Biz lineup and showed steadfast sales.

The limited time promotion, "Mac-House's Shorts Festival" and "Mac-House's Kids' Party" campaign pushed up the customer count and the average customer spend this month.

New Stores: 0

Store Closures: 2

Number of Stores: 466

MAC HOUSE: 337 (including Mac-House Super Store:2), MAC-HOUSE PLAZA: 24
OUTLET J: 77, BLUEBERRY: 7, GOALWAY: 16, DICKIES: 1, Navy Store: 4,
TOTAL: 468

Mac-House