

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 | | | | | 108.4 | 105.2 |
| | No. of Customers | 110.8 | 109.4 | 109.2 | 109.7 | | | | | 109.7 | 103.9 |
| | Ave. Purchase per Customer | 100.3 | 101.5 | 95.7 | 98.8 | | | | | 98.8 | 101.3 |
| All Stores | Sales | 105.5 | 105.4 | 99.1 | 102.9 | | | | | 102.9 | 100.6 |
| | No. of Customers | 105.8 | 103.9 | 103.4 | 104.2 | | | | | 104.2 | 99.8 |
| | Ave. Purchase per Customer | 99.8 | 101.4 | 95.8 | 98.7 | | | | | 98.7 | 100.8 |
| No. of Stores | New Stores | 1 | 1 | 1 | 3 | | | | | 3 | 8 |
| | Store Closure | 4 | 4 | 0 | 8 | | | | | 8 | 31 |
| | Total No. of Stores | 459 | 456 | 457 | 457 | | | | | 457 | 457 |

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 Nov. 2015, the same-store sales increased by 4.5% year on year(yoy), while all store sales were down 0.9% yoy.
There were unseasonably warm days until the mid month. Sweat shirts and pull-overs were preferred rather than coats and jackets. The winter gears such as boa-lined tops and pants, or the warm coats and jackets showed solid sales when the temperature dropped in the later half of the month.
The 3rd Mac-House Super Store, has opened in Market City Tokorozawa on Nov-21..
The store has been remodeled to the new format and has made the recordable sales and numbers of customers during the opening sales.
The impact of one less Saturday is estimated about -2.5 % yoy of the same store sales.

New Stores: 1

Store Closures: 0

Number of Stores:

MAC HOUSE: 344 (including Mac-House Super Store : 3, Mac-House Outlet : 4),
MAC-HOUSE PLAZA: 23, OUTLET J : 64, BLUEBERRY: 7, GOALWAY : 14, DICKIES: 1, Navy Store: 4,
TOTAL: 457