

Monthly Sales Result for Fiscal year ending Feb. 2019(year on year)

(%)

		Mar	Apr	May	1Q	Jun	Jul	Aug	2Q	1H
Same Stores	Sales	100.0	92.2	83.7	91.3					91.3
	No. of Customers	105.1	96.4	88.6	95.8					95.8
	Ave. Purchase per Customer	95.2	95.6	94.4	95.3					95.3
All Stores	Sales	97.6	91.2	84.5	90.6					90.6
	No. of Customers	103.5	97.0	91.8	96.8					96.8
	Ave. Purchase per Customer	94.3	94.1	92.1	93.6					93.6
No. of Stores	New Stores	0	6	1	7					7
	Store Closure	2	0	2	4					4
	Total No. of Stores	408	414	413	413					413

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										91.3
	No. of Customers										95.8
	Ave. Purchase per Customer										95.3
All Stores	Sales										90.6
	No. of Customers										96.8
	Ave. Purchase per Customer										93.6
No. of Stores	New Stores										7
	Store Closure										4
	Total No. of Stores										413

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 May 2018, due to the fierce price competition with competitors, we were deprived of many of our customers.

In product trends, the sales of seasonal items such as , T-shirts and shorts were sluggish. However, men's linen mixed shirts, newly launched "Deo-clear Polo shirts" and women's blouses showed solid sales. The impact of one less holiday is estimated to be about -3 pt compared to the previous year.

New Store: 1

Store Closures: 2

Number of Stores:

MAC HOUSE: 370 (including Mac-House Super Store : 11, MHSSF:52, MHUS:1, Mac-House Outlet : 4),

MAC-HOUSE PLAZA: 14, OUTLET J: 22, BLUEBERRY: 3, GOALWAY: 4, Navy Store: 1

TOTAL: 413

Mac-House