

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	93.7	85.8		89.3	90.5
	No. of Customers	105.1	96.4	88.6	95.8	94.9	90.3		92.3	94.2
	Ave. Purchase per Customer	95.2	95.6	94.4	95.3	98.7	95.0		96.8	96.0
All Stores	Sales	97.6	91.3	84.5	90.6	94.8	86.4		90.1	90.4
	No. of Customers	103.5	97.0	91.8	96.8	98.1	92.6		95.0	96.0
	Ave. Purchase per Customer	94.3	94.2	92.1	93.6	96.6	93.3		94.9	94.2
No. of Stores	New Stores	0	6	1	7	1	0		1	8
	Store Closure	2	0	2	4	0	0		0	4
	Total No. of Stores	408	414	413	413	414	414		414	414

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										90.5
	No. of Customers										94.2
	Ave. Purchase per Customer										96.0
All Stores	Sales										90.4
	No. of Customers										96.0
	Ave. Purchase per Customer										94.2
No. of Stores	New Stores										8
	Store Closure										4
	Total No. of Stores										414

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 July 2018, Japan experienced the nation-wide heat wave, the heavy rain in western Japan, and the very strong "typhoon No. 12". Under this unusual climate conditions, we faced the temporary shop closing and shortened operating hours. All this factors contributed the substantial decline in customer numbers, especially on roadside stores that accounted for about 30% of all our stores.

Also, there was one less weekend day than the previous year, which is expected to have a negative impact of 3 points over existing stores sales.

As for product trends, high-summer items such as print T-shirts, steeteco, polo shirts, comfort inner, cool-feeling goods showed solid sales performance.

New Store: 0

Store Closures: 0

Number of Stores:

MAC HOUSE: 371 (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: 414

Mac-House