

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	90.8	89.7	90.5
	No. of Customers	105.1	96.4	88.6	95.8	94.9	90.3	95.5	93.2	94.4
	Ave. Purchase per Customer	95.2	95.6	94.4	95.3	98.7	95.0	95.1	96.2	95.9
All Stores	Sales	97.6	91.3	84.5	90.6	94.8	86.4	90.4	90.2	90.4
	No. of Customers	103.5	97.0	91.8	96.8	98.1	92.6	97.0	95.6	96.1
	Ave. Purchase per Customer	94.3	94.2	92.1	93.6	96.6	93.3	93.2	94.4	94.0
No. of Stores	New Stores	0	6	1	7	1	0	0	1	8
	Store Closure	2	0	2	4	0	0	1	1	5
	Total No. of Stores	408	414	413	413	414	414	413	413	413

		Sep	Oct	Nov	3Q	Dec	Jan	Feb	4Q	2H	Total
Same Stores	Sales										90.5
	No. of Customers										94.4
	Ave. Purchase per Customer										95.9
All Stores	Sales										90.4
	No. of Customers										96.1
	Ave. Purchase per Customer										94.0
No. of Stores	New Stores										8
	Store Closure										5
	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 Aug 2018, the recordable heat attacked Japan again. In addition to frequent typhoons, we experienced heavy rain in various local areas, which gave negative impact on customer numbers. Also, because of the high proportion of off-priced summer items, the average spend per customer declined. Obon-week sale remained at the same level as the previous year, this month sales ended lackluster.

For product trends, T - shirts, polo shirts, linen blending shirts, steteco, cropped pants, etc showed solid sales performance.

New Store: 0

Store Closure: 1 Not in Operation: 1

Number of Stores:

MAC HOUSE: 371 (including Mac-House Super Store : 11, MHSSF:52, MHUS:2, Mac-House Outlet : 4),

MAC-HOUSE PLAZA: 14, OUTLET J: 20, BLUEBERRY: 3, GOALWAY: 4, Navy Store: 1

TOTAL: 413

Mac-House