

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	90.9	81.9		85.3					85.3	89.3
	No. of Customers	93.6	87.6		90.1					90.1	93.4
	Ave. Purchase per Customer	97.0	93.5		94.7					94.7	95.6
All Stores	Sales	92.2	84.0		87.1					87.1	89.6
	No. of Customers	97.0	92.5		94.3					94.3	95.7
	Ave. Purchase per Customer	95.1	90.9		92.3					92.3	93.6
No. of Stores	New Stores	3	4		7					7	15
	Store Closure	2	4		6					6	11
	Total No. of Stores	414	414		414					414	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 October 2018, overall sales were luckluster due to the warm weather. Though hoodies and sweatshirts showed a strong sales performance, the sales of heavy coat and jackets were sluggish.

The new store format, Mac House Grand Arena(MHGA) opened in Shibata, Niigata pref. The largest store ever, were welcomed by many expectant customers.

We have one less Sunday compared to last year, and the minus impact is estimated about 3 percent.

New Store: 4

Store Closure: 4

Number of Stores:

MAC HOUSE: 374 (including MHGA: 1, MHSS: 12, MHSSF:58, MHUS:2, Mac-House Outlet: 4),

MAC-HOUSE PLAZA: 13, OUTLET J: 20, BLUEBERRY: 3, GOALWAY: 3, Navy Store: 1

TOTAL: 414

Mac-House