

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	92.0	88.0	93.9	90.0	85.4	91.1	89.6	90.0
	No. of Customers	93.6	87.6	97.4	92.9	99.7	94.9	91.0	96.4	94.6	94.5
	Ave. Purchase per Customer	97.0	93.5	94.5	94.8	94.3	94.7	93.9	94.6	94.6	95.2
All Stores	Sales	92.2	84.0	93.6	89.7	95.5	91.5	86.7	92.7	91.2	90.8
	No. of Customers	97.0	92.5	101.1	96.9	103.2	99.3	95.2	100.3	98.6	97.4
	Ave. Purchase per Customer	95.1	90.9	92.6	92.6	92.6	92.2	91.0	92.4	92.4	93.3
No. of Stores	New Stores	3	4	2	9	3	0	0	3	12	20
	Store Closure	2	4	1	7	0	12	8	20	27	32
	Total No. of Stores	414	414	415	415	418	406	398	398	398	398

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 February 2019, there were many warm days compared to previous year. Although the sales of spring items were favorable, sales of winter goods fell largely, compared to the last year. In product trends, both men's and ladies' bottoms wear remained steady.

As for the full fiscal year, we saw a decrease in the number of customers. We could not respond to the irregular weather caused by the global climate change, and we could not grasp the change of the customer's need. At the same time, our strategy of increasing the low-priced items ended up in declining the sales per customer.

New Store: 0

Store Closure: 8

Number of Stores:

MAC HOUSE: 361 (including MHGA: 1, MHSS: 12, MHSSF:62, MHUS:3, Mac-House Outlet:3),

MAC-HOUSE PLAZA: 12, OUTLET J: 19, BLUEBERRY: 2, GOALWAY: 3, Navy Store: 1

TOTAL: 398