

For Immediate Release: May 10, 2018
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The Buckle, Inc. Press Release Narrative for 5/10/2018

Our May 10, 2018 press release reported that comparable store sales, for stores open at least one full year, for the four-week period ending May 5, 2018, were down 3.4 percent in comparison to the prior year four-week period ending May 6, 2017. Total net sales for the four-week fiscal month were down 6.5 percent to \$58.6 million compared to net sales of \$62.6 million in the prior year four-week fiscal month ended April 29, 2017.

On the men's side of the business, total sales for the four-week fiscal period ending May 5, 2018 were up approximately 0.5 percent in comparison to the prior year four-week period ending May 6, 2017. The men's business represented approximately 49.5 percent of total sales for the fiscal month versus approximately 47.5 percent in the prior year fiscal April. For the fiscal month, overall price points on the men's side of the business were down approximately 0.5 percent.

On the women's side of the business, total sales for the four-week fiscal period ending May 5, 2018 were down approximately 6.5 percent in comparison to the prior year four-week period ending May 6, 2017. The women's business represented approximately 50.5 percent of total sales for the month versus approximately 52.5 percent in the prior year fiscal April. For the fiscal month, overall price points on the women's side of the business were down about 2.0 percent.

Within the men's and women's categories combined, accessory sales for the fiscal month were down approximately 5.0 percent in comparison to the same four-week period a year ago, while footwear sales were up about 1.0 percent. These two categories accounted for approximately 8.5 percent and 7.5 percent, respectively, of the current fiscal April net sales. This compares with approximately 8.5 percent and 7.0 percent for each of these categories for the prior year fiscal April. Average accessory price points were up approximately 2.0 percent and average footwear price points were up about 5.5 percent for the fiscal month.

For the fiscal month, UPT's decreased approximately 2.0% and the average transaction value decreased about 0.5%, compared to the prior year fiscal April.

Buckle currently operates 456 retail stores in 43 states compared to 462 stores in 44 states as of May 10, 2017.

It is our Company policy not to provide any guidance on current sales or to project results for the next quarter. Additionally, any forward-looking statements made during this commentary involve material risks and uncertainties and are subject to change based on factors which may be beyond the Company's control. Accordingly, the Company's future performance and financial results may differ materially from those expressed or implied in any such forward-looking statements. Such factors include, but are not limited to, those described in the Company's filings with the Securities and Exchange Commission.