

November 5, 2020

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Monthly Sales Summary for fiscal year Sep. 1, 2020 through Aug. 31, 2021 (% YoY)

■ Eyewear specialized stores in Japan—year-on-year sales growth, number of stores

(%)

		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Q1	Q2	Q3	Q4	1st Half	2nd Half	Total
Sales	All Stores Sales	-7.5	10.6															0.3		0.3
	Existing Stores Sales	-11.7	6.1															-4.0		-4.0
Num. of Stores	Num. of Stores (month-end)	418	419															419		419
	Net Increase	3	1															4		4
	Openings	4	3															7		7
	Closures	1	2															3		3

Note 1: The figures above are based on preliminary operating data, and may differ from actual results.

Note 2: Existing store sales data is based on stores operating for at least 12 months as of the end of the month; data from stores that closed during the month are not included.

Note 3: JINS also generates revenue from wholesale operations, e-commerce operations, and other operations. Sales growth may thus differ from that reported on the income statement.

Note 4: JINS MEME sales are not included in domestic eyewear specialized store sales.

■ TOPICS

In October, sales across all of the company's eyewear specialized stores in Japan rose +10.3% YoY; sales at existing stores rose +6.1% YoY.

During the month, sales sprung back from the drop a year earlier, when customers refrained from making purchases in the wake of the consumption tax hike (existing store sales were down 5.4% YoY in October 2019). The company also saw robust sales of the "Ultra Light Airframe" eyewear (launched on October 15), the highest-grade model of the Airframe series that achieves feather-light comfort through weight reduction upgrades of various eyewear parts. As a result, sales at existing stores finished up +6.1% YoY.

The "CLICK & GO" service was made available at stores across the country from October 13. The service offers customers the convenience of choosing their eyewear via an app, completing payment online, and picking up the merchandise at offline stores without having to wait.

At the end of October, the number of eyewear specialized stores in Japan was 419 (net increase of one store).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Purarito Keio Fuchu (Tokyo), JINS Trie KEIO CHOFU (Tokyo), JINS Ario Fukaya (Saitama Prefecture)

Store closures:

JINS frente Minami-Osawa (Tokyo), JINS DECKS Tokyo Beach (Minato-ku, Tokyo)

■Additional Information

Directly operated eyewear specialized stores in Japan—year-on-year sales growth
 Monthly Sales Summary from FY 8/2017 to FY 8/2020 (% YoY)

(%)

		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Q1	Q2	Q3	Q4	1st Half	2nd Half	Total
All Stores Sales	Sep. 2016–Aug. 2017	9.3	14.9	9.0	10.8	8.5	5.8	5.1	10.7	6.1	8.7	4.8	5.7	11.1	8.5	7.2	6.3	9.7	6.7	8.1
	Sep. 2017–Aug. 2018	3.0	-0.8	5.2	1.7	5.8	4.3	13.4	7.2	5.7	10.8	7.9	10.7	2.4	3.9	8.7	9.7	3.2	9.2	6.4
	Sep. 2018–Aug. 2019	12.0	7.9	7.8	4.6	2.3	9.1	7.7	6.4	8.5	8.9	2.6	10.6	9.3	5.0	7.6	7.3	7.0	7.4	7.2
	Sep. 2019–Aug. 2020	25.6	-2.1	6.9	6.9	18.0	15.7	-13.4	-72.3	-47.5	18.3	11.8	8.2	10.3	13.5	-43.8	12.6	12.0	-15.2	-2.7
Existing Stores Sales	Sep. 2016–Aug. 2017	2.5	8.3	3.8	5.6	3.2	1.7	0.9	5.8	2.6	3.4	0.2	2.5	4.9	3.6	3.1	1.9	4.2	2.5	3.3
	Sep. 2017–Aug. 2018	0.4	-3.5	1.3	-2.6	1.7	2.2	10.1	3.6	1.4	7.2	3.8	6.2	-0.7	0.3	4.9	5.7	-0.2	5.3	2.7
	Sep. 2018–Aug. 2019	8.3	4.7	3.8	1.0	-1.1	6.9	5.5	3.4	4.7	5.2	-1.1	6.7	5.6	1.9	4.5	3.5	3.6	4.0	3.8
	Sep. 2019–Aug. 2020	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5	-51.1	11.8	5.5	2.2	6.4	7.8	-47.1	6.4	7.1	-19.8	-7.5