

May 7, 2020

Name: JINS HOLDINGS Inc.  
 CEO and Representative Director:  
 Hitoshi Tanaka  
 Ticker: 3046 (TSE1)  
 Inquiries: General Manager  
 Investor Relations Division  
 Mikiya Yamawaki  
 (Tel: +81-3-5275-7001)

**Monthly Sales Summary for fiscal year Sep. 1, 2019 through Aug. 31, 2020 (% YoY)**

■ Directly operated 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	25.6	-2.1	6.9	6.9	18.0	15.7	-13.4	-72.3					10.3	13.5			12.0	-41.9	-3.0
	Existing Stores Sales	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5					6.4	7.8			7.1	-45.1	-7.4
Num. of Stores	Num. of Stores (month-end)	389	393	399	404	403	404	406	407					399	404			404	407	407
	Net Increase	10	4	6	5	-1	1	2	1					20	5			25	3	28
	Openings	11	4	6	5	0	1	3	1					21	6			27	4	31
	Closures	1	0	0	0	1	0	1	0					1	1			2	1	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 April, sales across all of the company's directly operated eyewear specialized stores in Japan fell -72.3% YoY; sales at existing stores fell -74.5% YoY.

During the month, in response to the Government's declaration of the state of emergency on April 7, the company voluntarily closed 196 stores from the following day, and 356 stores as of April 30. As a result, sales at existing stores were down 74.5% YoY.

Regardless of the description in Note 2 above, all stores that were voluntarily closed due to the novel coronavirus outbreak are included in existing stores.

At the end of April, the number of directly operated eyewear specialized stores in Japan was 407 (a net increase of one store), but due to the impact of the novel coronavirus, the opening of 5 stores has been postponed.

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Kumamoto KIKUYO (Kumamoto Prefecture)

Store closures:

There were no store closures.

■Additional Information

Directly operated eyewear specialized stores in Japan—year-on-year sales growth  
 Monthly Sales Summary from FY 8/2016 to FY 8/2019 (% 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. 2015–Aug. 2016	18.3	25.0	9.4	21.7	18.5	14.0	10.3	4.7	-3.4	3.5	10.2	4.7	17.3	18.2	3.4	6.2	17.8	4.9	10.5
	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
Existing Stores Sales	Sep. 2015–Aug. 2016	11.5	19.9	4.3	15.2	11.8	8.8	3.8	-0.4	-8.3	-1.1	4.9	-1.2	11.6	12.0	-2.1	1.0	11.8	-0.4	4.9
	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