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JINS Inc. Monthly Sales Summary for fiscal year Sep. 1, 2017 through Aug. 31, 2018 (% 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	3.0	-0.8	5.2	1.7	5.8	4.3	13.4	7.2	5.7				2.4	3.9	8.7		3.2	8.7	5.2
	Existing Stores Sales	0.4	-3.5	1.3	-2.6	1.7	2.2	10.1	3.6	1.4				-0.7	0.3	4.9		-0.2	4.9	1.7
Num. of Stores	Num. of Stores (month-end)	329	331	333	335	335	334	339	342	343				333	334	343		334	343	343
	Net Increase	6	2	2	2	0	-1	5	3	1				10	1	9		11	9	20
	Openings	6	2	2	3	0	0	6	3	1				10	3	10		13	10	23
	Closures	0	0	0	1	0	1	1	0	0				0	2	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 specialist eyewear store sales.

■ TOPICS

In May, sales across all of the company's directly operated eyewear specialized stores in Japan rose +5.7% YoY; sales at existing stores rose +1.4%.

Collection of sunglasses offering a wide variety of products such as the “BEER” and “COCKTAIL” series (released on April 12) providing options to replace regular lenses with prescription sunglass lenses was well-received by the customers. Sales of products targeting children such as “JINS KIDS & JUNIOR (Slim Airframe)” eyewear, which won the Good Design Award 2017 and the Kids Design Award 2017, were also robust. As a result, sales at existing stores increased +1.4% YoY.

At the end of May, the number of directly operated eyewear specialized stores in Japan was 343 (up one store from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Oshu Mizusawa (Iwate Prefecture)

Store closure:

There were no store closures.

■Additional Information

Directly operated eyewear specialized stores in Japan—year-on-year sales growth
Monthly Sales Summary from FY 8/2014 to FY 8/2017 (% YoY)

(%)

		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	1Q	2Q	3Q	4Q	1st Half	2nd Half	Total
All Stores Sales	Sep. 2013–Aug. 2014	0.4	15.6	-4.6	-7.2	-2.6	-8.9	23.2	-12.2	-6.9	-9.7	-6.2	-11.8	3.1	-6.0	2.0	-9.3	-2.0	-3.8	-2.9
	Sep. 2014–Aug. 2015	-9.0	-9.6	2.3	-9.4	-5.0	4.0	-17.8	29.9	33.9	17.5	24.4	20.3	-5.5	-4.1	11.0	20.8	-4.7	15.7	5.8
	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
Existing Stores Sales	Sep. 2013–Aug. 2014	-18.6	-8.1	-24.5	-26.3	-22.2	-25.1	-1.9	-28.4	-23.6	-25.1	-22.1	-26.3	-17.6	-24.5	-17.7	-24.6	-21.5	-21.2	-21.4
	Sep. 2014–Aug. 2015	-23.3	-21.5	-10.2	-20.8	-16.4	-7.0	-23.3	19.8	23.3	10.0	15.5	12.9	-18.5	-15.4	3.2	12.9	-16.8	7.9	-4.1
	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