

October 4, 2019

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																25.6		25.6
	Existing Stores Sales	20.3																20.3		20.3
Num. of Stores	Num. of Stores (month-end)	389																389		389
	Net Increase	10																10		10
	Openings	11																11		11
	Closures	1																1		1

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 September, sales across all of the company's directly operated eyewear specialized stores in Japan rose +25.6% YoY; sales at existing stores rose +20.3% YoY.

During the month, sales were driven by the new fall-winter collection of "JINS CLASSIC" eyewear featuring metal frames, which the company released on August 22. The number of customers visiting the stores also rose sharply, spurred by rush demand ahead of the consumption tax hike. As a result, sales at existing stores finished up +20.3% YoY.

The company launched the "JINS Switch READING" collection on September 26, showcasing eyewear that can easily be switched between regular glasses and reading glasses. The product is gaining popularity, particularly among customers in their 40s and 50s who begin to notice the need for reading glasses.

At the end of September, the number of directly operated eyewear specialized stores in Japan was 389 (a net increase of 10 stores, of which six were business transfers of franchise stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Seibu Tokorozawa (Saitama Prefecture), JINS Kawasaki LeFRONT (Kawasaki, Kanagawa Prefecture), JINS SAKURA MACHI Kumamoto (Kumamoto, Kumamoto Prefecture), JINS Aeon Mall Takaoka (Toyama Prefecture), JINS Ena (Gifu Prefecture)

Business transfers:

JINS SAN-A Kyojuka City (Okinawa Prefecture), JINS Okinawa RYUBO (Okinawa Prefecture), JINS Ginowan Convention City (Okinawa Prefecture), JINS Aeon Mall Rycom (Okinawa Prefecture), JINS SAN-A Owan City (Okinawa Prefecture), JINS Urasoe Parco City (Okinawa Prefecture)

Store closure:

JINS Isetan Fuchu (Tokyo)

■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