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Monthly Sales Summary for fiscal year Sep. 1, 2018 through Aug. 31, 2019 (% 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	12.0	7.9	7.8	4.6	2.3	9.1	7.7	6.4	8.5	8.9			9.3	5.0	7.6		7.0	7.9	7.4
	Existing Stores Sales	8.3	4.7	3.8	1.0	-1.1	6.9	5.5	3.4	4.7	5.2			5.6	1.9	4.5		3.6	4.7	4.1
Num. of Stores	Num. of Stores (month-end)	354	356	362	363	362	362	368	374	375	377			362	362	375		362	377	377
	Net Increase	5	2	6	1	-1	0	6	6	1	2			13	0	13		13	15	28
	Openings	5	2	6	1	0	0	6	6	1	2			13	1	13		14	15	29
	Closures	0	0	0	0	1	0	0	0	0	0			0	1	0		1	0	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 June, sales across all of the company's directly operated eyewear specialized stores in Japan rose +8.9% YoY; sales at existing stores rose +5.2%.

“JINS x FREAK'S STORE,” an eyewear collection (released on May 30) developed in collaboration with a popular specialty boutique FREAK'S STORE, showed strong performance during the month. Sales in June were also driven by higher priced products including “Combi Slim Airframe” (released on June 13) offered at the ¥12,000 price point. As a result of these factors, sales at existing stores finished up +5.2% YoY.

At the end of June, the number of directly operated eyewear specialized stores in Japan was 377 (up two stores from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store opening:

JINS Rasora Sapporo (Sapporo, Hokkaido), JINS Namegawa Shinrin Mall (Saitama 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 8/2015 to FY 8/2018 (% 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. 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
	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
Existing Stores Sales	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
	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