

May 2, 2018

Name: JINS Inc.
 President and Representative Director:
 Hitoshi Tanaka
 Ticker: 3046 (TSE1)
 Inquiries: Division Leader of the
 Administration Division
 Mikiya Yamawaki
 (Tel: +81-3-5275-7001)

JINS Inc. Monthly Sales Summary for fiscal year Sep. 1, 2017 through Aug. 31, 2018 (% YoY)

																			(%)	
		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					2.4	3.9			3.2	10.3	5.1
	Existing Stores Sales	0.4	-3.5	1.3	-2.6	1.7	2.2	10.1	3.6					-0.7	0.3			-0.2	6.8	1.7
Num. of Stores	Num. of Stores (month-end)	329	331	333	335	335	334	339	342					333	334			334	342	342
	Net Increase	6	2	2	2	0	-1	5	3					10	1			11	8	19
	Openings	6	2	2	3	0	0	6	3					10	3			13	9	22
	Closures	0	0	0	1	0	1	1	0					0	2			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 specialist eyewear store sales.

■TOPICS

In April, sales across all of the company's specialist eyewear stores rose +7.2% YoY; sales at existing stores rose +3.6%.

Continuing the trend from the previous month, sales were driven by "JINS Switch", the product which can easily switch between eyeglass and sunglass. The "TRY SCREEN" campaign offering the option of replacing regular lens with JINS SCREEN lens was also well-received by the customers. As a result, sales at existing stores increased +3.6% YoY.

At the end of April, the number of specialist eyewear stores was 342 (up three stores from the previous month).

■JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Abiko Shopping Plaza (Chiba Prefecture), JINS Shimachu Homes Soka Toneri (Saitama Prefecture), JINS Apita Shin-Moriyama (Nagoya City, Aichi Prefecture)

Store closure:

There were no store closures.

■ Additional Information

Specialist eyewear stores 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