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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	-47.5	18.3	11.8		10.3	13.5	-43.8		12.0	-20.2	-3.9
	Existing Stores Sales	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5	-51.1	11.8	5.5		6.4	7.8	-47.1		7.1	-24.5	-8.5
Num. of Stores	Num. of Stores (month-end)	389	393	399	404	403	404	406	407	409	413	415		399	404	409		404	415	415
	Net Increase	10	4	6	5	-1	1	2	1	2	4	2		20	5	5		25	11	36
	Openings	11	4	6	5	0	1	3	1	3	4	2		21	6	7		27	13	40
	Closures	1	0	0	0	1	0	1	0	1	0	0		1	1	2		2	2	4

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 July, sales across all of the company's directly operated eyewear specialized stores in Japan rose +11.8% YoY; sales at existing stores rose +5.5% YoY.

During the month, customer footfall was affected by the prolonged poor weather across Japan brought about by an active seasonal rain front. Footfall was also affected by a second wave of COVID-19 infections toward the end of the month. However, the "JINS Switch" eyewear line offered at an exclusive 20% discount to JINS members since July 16 has performed well, and sales have been robust for the "Airframe Hingeless" line (released in March) known for its groundbreaking fit and comfort created by eliminating the hinges that connect the frame front and the temples of the eyewear. As a result, sales at existing stores finished up +5.5% YoY.

At the end of July, the number of directly operated eyewear specialized stores in Japan was 415 (a net increase of two stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Kumagaya Koizuka (Saitama Prefecture), JINS Mito Motoyoshida (Ibaraki 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