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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				10.3	13.5	-43.8		12.0	-43.8	-3.5
	Existing Stores Sales	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5	-51.1				6.4	7.8	-47.1		7.1	-47.1	-12.8
Num. of Stores	Num. of Stores (month-end)	389	393	399	404	403	404	406	407	409				399	404	409		404	409	409
	Net Increase	10	4	6	5	-1	1	2	1	2				20	5	5		25	5	30
	Openings	11	4	6	5	0	1	3	1	3				21	6	7		27	7	34
	Closures	1	0	0	0	1	0	1	0	1				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 May, sales across all of the company's directly operated eyewear specialized stores in Japan fell -47.5% YoY; sales at existing stores fell -51.1% YoY.

Since the Japanese government's declaration of emergency in April, JINS refrained from operating many of its stores, and the number of closed stores in May rose to 360 at peak. Following the Golden Week holidays that ended in early May, the company gradually resumed operation of its stores while giving utmost consideration to the health and safety of its customers and employees. As of May 31, a total of 365 stores have resumed operation. Sales at existing stores were down -51.1% YoY, as a result.

44 stores remained open for the full 31 days of May, of which 40 were existing stores. Sales at these 40 stores were down -1.6% YoY.

Stores that refrained from operating due to the novel coronavirus pandemic are included in existing stores (regardless of the description provided in Note 2 under the above table).

At the end of May, the number of directly operated eyewear specialized stores in Japan was 409 (a net increase of two stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Aeon Mall Uki (Kumamoto Prefecture), JINS Youme Town Hakata (Fukuoka, Fukuoka Prefecture), JINS Coaska Bayside Stores (Kanagawa Prefecture)

Store closures:

JINS Hachioji Opa (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