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Monthly Sales Summary for fiscal year Sep. 1, 2020 through Aug. 31, 2021 (% YoY)

■ 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	-7.5	10.6	1.0										0.5				0.5		0.5
	Existing Stores Sales	-11.7	6.1	-3.4										-3.8				-3.8		-3.8
Num. of Stores	Num. of Stores (month-end)	418	419	425										425				425		425
	Net Increase	3	1	6										10				10		10
	Openings	4	3	7										14				14		14
	Closures	1	2	1										4				4		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 November, sales across all of the company's eyewear specialized stores in Japan rose +1.0% YoY; sales at existing stores fell -3.4% YoY.

Customer counts have dropped year on year during the month, particularly in Sapporo, Osaka, and central Tokyo, as the country faces a resurgence in the number of COVID-19 infections.

As a result, sales at existing stores finished down -3.4% YoY.

On November 14, the company released a TV commercial showcasing the "JINS 1 DAY" contact lenses for which it began a promotional campaign offering a free trial to one million people.

Thanks to these efforts, the product has performed strongly with online sales largely driving the favorable results.

At the end of November, the number of eyewear specialized stores in Japan was 425 (net increase of six stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

J Eyewear Lab Nakameguro (Meguro-ku, Tokyo), JINS Beans Asagaya (Suginami-ku, Tokyo), JINS Ario Ichihara (Chiba Prefecture), JINS Ito Yokado Hirosaki (Aomori Prefecture), JINS Aeon Mall Hiroshima Gion (Hiroshima, Hiroshima Prefecture), rim of jins Amu Plaza Miyazaki (Miyazaki Prefecture), JINS Aeon Town Fujimino (Saitama Prefecture)

Store closures:

JINS DOTON PLAZA Osaka (Osaka)

■Additional Information

Directly operated eyewear specialized stores in Japan—year-on-year sales growth
 Monthly Sales Summary from FY 8/2017 to FY 8/2020 (% 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. 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
	Sep. 2019–Aug. 2020	25.6	-2.1	6.9	6.9	18.0	15.7	-13.4	-72.3	-47.5	18.3	11.8	8.2	10.3	13.5	-43.8	12.6	12.0	-15.2	-2.7
Existing Stores Sales	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
	Sep. 2019–Aug. 2020	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5	-51.1	11.8	5.5	2.2	6.4	7.8	-47.1	6.4	7.1	-19.8	-7.5

(%)