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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 | | | | | | | | | | 10.3 | | | | 10.3 | | 10.3 |
| | Existing Stores Sales | 20.3 | -5.4 | 3.6 | | | | | | | | | | 6.4 | | | | 6.4 | | 6.4 |
| Num. of Stores | Num. of Stores (month-end) | 389 | 393 | 399 | | | | | | | | | | 399 | | | | 399 | | 399 |
| | Net Increase | 10 | 4 | 6 | | | | | | | | | | 20 | | | | 20 | | 20 |
| | Openings | 11 | 4 | 6 | | | | | | | | | | 21 | | | | 21 | | 21 |
| | Closures | 1 | 0 | 0 | | | | | | | | | | 1 | | | | 1 | | 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 November, sales across all of the company's directly operated eyewear specialized stores in Japan rose +6.9% YoY; sales at existing stores rose +3.6% YoY.

The drop in sales following the consumption tax hike simmered down in the second half of the month, while the Airframe series including "Slim Airframe" and "Rubber Modern Airframe," for which the company stepped up in-store efforts, displayed solid performance. As a result, sales at existing stores finished up +3.6% YoY.

On November 22, the company opened the JINS Shibuya PARCO store, offering new customer experience such as the "MEGANE on MEGANE" service, which enables customers to try on different eyewear models virtually without having to take off their own eyeglasses.

At the end of November, the number of directly operated eyewear specialized stores in Japan was 399 (a net increase of six stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS LINKS UMEDA (Osaka), JINS Aeon Town Yokkaichi-Tomari (Mie Prefecture), JINS Ikeda IKEDIA (Osaka), JINS Shibuya PARCO (Shibuya-ku, Tokyo), JINS Hiroshima T-SITE (Hiroshima, Hiroshima Prefecture), JINS Branch Otsukyo (Shiga 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 8/2016 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 |