

Name: JINS Inc.
 President and Representative Director:
 Hitoshi Tanaka
 Ticker: 3046 (TSE1)
 Inquiries: General Manager
 Investor Relations Division
 Mikiya Yamawaki
 (Tel: +81-3-5275-7001)

JINS Inc. Monthly Sales Summary for fiscal year Sep. 1, 2018 through Aug. 31, 2019 (% 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	12.0																12.0		12.0
	Existing Stores Sales	8.3																8.3		8.3
Num. of Stores	Num. of Stores (month-end)	354																354		354
	Net Increase	5																5		5
	Openings	5																5		5
	Closures	0																0		0

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 September, sales across all of the company's directly operated eyewear specialized stores in Japan rose 12.0% YoY; sales at existing stores rose 8.3%.

The CLASSICS series for the fall-winter season (released on August 23), which included "Slim Acetate (Modern Classic)," showed strong performance during the month. Sales were also robust for the "LIBERTY PRINT" collection (released on September 13)—a second series of the previously well-received eyewear collaboration with LIBERTY FABRICS (the textile brand of UK's Liberty Limited). As a result, sales at existing stores increased 8.3% YoY.

At the end of September, the number of directly operated eyewear specialized stores in Japan was 354 (up five stores from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store opening:

JINS Utsunomiya Harigaya (Tochigi Prefecture), JINS Kinshicho Olinas (Sumida-ku, Tokyo), JINS Lalaport Nagoya Minato Aquls (Nagoya, Aichi Prefecture), JINS Jiyugaoka (Meguro-ku, Tokyo), JINS Morioka Tsutaya (Iwate 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 8/2015 to FY 8/2018 (% 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. 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
	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
Existing Stores Sales	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
	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