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

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						10.3	13.5			12.0	-13.4	7.8
	Existing Stores Sales	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4						6.4	7.8			7.1	-17.4	3.1
Num. of Stores	Num. of Stores (month-end)	389	393	399	404	403	404	406						399	404			404	406	406
	Net Increase	10	4	6	5	-1	1	2						20	5			25	2	27
	Openings	11	4	6	5	0	1	3						21	6			27	3	30
	Closures	1	0	0	0	1	0	1						1	1			2	1	3

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 March, sales across all of the company's directly operated eyewear specialized stores in Japan fell -13.4% YoY; sales at existing stores fell -17.4% YoY.

Customer footfall dropped significantly during the month with the Government of Japan's announcement of emergency measures against the novel coronavirus outbreak and as the Tokyo Metropolitan Government and other local governing bodies called on their citizens to stay at home. As a result, sales at existing stores were down 17.4% YoY. All stores that were unable to operate, being tenants of shopping malls that voluntarily closed in response to government requests, are included in existing stores.

At the end of March, the number of directly operated eyewear specialized stores in Japan was 406 (a net increase of two stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS SEA MARK SQUARE Hitachi (Ibaraki Prefecture), rim of jins Tamagawa Takashimaya Shopping Center (Setagaya-ku, Tokyo), JINS EQUiA PREMIE Wako (Saitama Prefecture)

Store closures:

JINS Hiroshima ASSE (Hiroshima Prefecture)

■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