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**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	7.9	7.8	4.6	2.3								9.3				6.6		6.6
	Existing Stores Sales	8.3	4.7	3.8	1.0	-1.1								5.6				3.0		3.0
Num. of Stores	Num. of Stores (month-end)	354	356	362	363	362								362				362		362
	Net Increase	5	2	6	1	-1								13				13		13
	Openings	5	2	6	1	0								13				14		14
	Closures	0	0	0	0	1								0				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 January, sales across all of the company's directly operated eyewear specialized stores in Japan finished 2.3% YoY; sales at existing stores came in at -1.1%.

Sales of Fukubukuro "lucky bags" (an assortment of items offered at a bargain price) launched at the beginning of the year were robust. Meanwhile, certain items in the popular eyewear series Slim Airframe have continued to be out of stock since the previous month, and this stockout among other factors led sales at existing stores to finish -1.1% YoY.

On January 25, the company opened "JINS BRAIN Lab. ecute Ueno," adopting a next generation store format, which showcases the use of AI and bridges the company's online and offline stores—the first of its kind in the industry.

At the end of January, the number of directly operated eyewear specialized stores in Japan was 362 (down one store from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store opening:

There were no store openings.

Store closure:

JINS Yurakucho Hankyu MEN'S TOKYO (Chiyoda-ku, Tokyo)

■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