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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	9.1	7.7						9.3	5.0			7.0	7.7	7.1
	Existing Stores Sales	8.3	4.7	3.8	1.0	-1.1	6.9	5.5						5.6	1.9			3.6	5.5	3.9
Num. of Stores	Num. of Stores (month-end)	354	356	362	363	362	362	368						362	362			362	368	368
	Net Increase	5	2	6	1	-1	0	6						13	0			13	6	19
	Openings	5	2	6	1	0	0	6						13	1			14	6	20
	Closures	0	0	0	0	1	0	0						0	1			1	0	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 March, sales across all of the company's directly operated eyewear specialized stores in Japan rose +7.7% YoY; sales at existing stores rose +5.5%.

During the month, the "TRY! SCREEN" campaign offering the option of replacing regular lenses with JINS SCREEN lenses was well received by the customers. "JINS Switch," an eyewear that can easily switch between regular glasses and sunglasses (released on March 21) also drove sales. As a result of these factors, sales at existing stores finished up +5.5% YoY.

At the end of March, the number of directly operated eyewear specialized stores in Japan was 368 (up six stores from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store opening:

JINS Minokamo (Gifu Prefecture), JINS Kasakake (Gunma Prefecture), JINS Marunouchi (Chiyoda-ku, Tokyo), JINS Aeon Mall Takamatsu (Kagawa Prefecture), JIN Aeon Town Sukagawa (Fukushima Prefecture), JINS Atré Yotsuya (Shinjuku-ku, Tokyo)

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