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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 |     |     |     |     |     |     |     |     |     | 9.3 |    |    |    | 9.3      |          | 9.3   |
|                | Existing Stores Sales      | 8.3  | 4.7 | 3.8 |     |     |     |     |     |     |     |     |     | 5.6 |    |    |    | 5.6      |          | 5.6   |
| Num. of Stores | Num. of Stores (month-end) | 354  | 356 | 362 |     |     |     |     |     |     |     |     |     | 362 |    |    |    | 362      |          | 362   |
|                | Net Increase               | 5    | 2   | 6   |     |     |     |     |     |     |     |     |     | 13  |    |    |    | 13       |          | 13    |
|                | Openings                   | 5    | 2   | 6   |     |     |     |     |     |     |     |     |     | 13  |    |    |    | 13       |          | 13    |
|                | Closures                   | 0    | 0   | 0   |     |     |     |     |     |     |     |     |     | 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 November, sales across all of the company's directly operated eyewear specialized stores in Japan rose +7.8% YoY; sales at existing stores rose +3.8%.

On November 22, the company launched the “JINS x Michele De Lucchi” collection as the third installment of its “JINS Design Project,” this time in collaboration with acclaimed Italian architect Michele De Lucchi. On the same day, the “JINS x LE BAIGNEUR” and “JINS x Senteur et Beaute” collections—products of collaboration with two French soap brands—were also released. All three collections were received favorably, and as a result, sales at existing stores increased +3.8% YoY.

At the end of November, the number of directly operated eyewear specialized stores in Japan was 362 (up six stores from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store opening:

JINS Niigata Chuo Interchange (Niigata, Niigata Prefecture), JINS Ito-Yokado Funabashi (Chiba Prefecture), JINS Aeon Mall Tsuminami (Mie Prefecture), JINS Marui Family Shiki (Saitama Prefecture), JINS Kumamichi Mall Niiza (Saitama Prefecture), JINS Hachioji OPA (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   |