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JINS Inc. Monthly Sales Summary for fiscal year Sep. 1, 2017 through Aug. 31, 2018 (% 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	3.0	-0.8	5.2	1.7	5.8	4.3	13.4	7.2	5.7	10.8	7.9		2.4	3.9	8.7		3.2	8.9	6.0
	Existing Stores Sales	0.4	-3.5	1.3	-2.6	1.7	2.2	10.1	3.6	1.4	7.2	3.8		-0.7	0.3	4.9		-0.2	5.2	2.4
Num. of Stores	Num. of Stores (month-end)	329	331	333	335	335	334	339	342	343	345	348		333	334	343		334	348	348
	Net Increase	6	2	2	2	0	-1	5	3	1	2	3		10	1	9		11	14	25
	Openings	6	2	2	3	0	0	6	3	1	2	4		10	3	10		13	16	29
	Closures	0	0	0	1	0	1	1	0	0	0	1		0	2	1		2	2	4

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 July, sales across all of the company's directly operated eyewear specialized stores in Japan rose +7.9% YoY; sales at existing stores rose +3.8%.

Despite adverse weather conditions particularly in the Chugoku region, the heat wave that followed extended the duration of customer visits at shopping malls and increased customer traffic at JINS stores. "JINS x PAPIER TIGRE", an eyewear collection (released on July 12) developed in collaboration with paper product and stationery brand PAPIER TIGRE, also showed strong performance. As a result, sales at existing stores increased +3.8% YoY.

On July 20, the company reopened the fully refurbished J of JINS Roppongi Hills store. J of JINS—a new store format targeting high-end customers—offers superior eyewear of high-quality materials and craftsmanship, and provides customization services.

At the end of July, the number of directly operated eyewear specialized stores in Japan was 348 (up three stores from the previous month).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS Torius (Fukuoka Prefecture), JINS Aeon Mall Kumamoto (Kumamoto Prefecture), JINS Joyful Honda Mizuho (Tokyo), JINS Yonezawa Kasuga (Yamagata Prefecture)

Store closure:

JINS Yokohama Porta (Yokohama, Kanagawa Prefecture)

■ Additional Information

Directly operated eyewear specialized stores in Japan—year-on-year sales growth
Monthly Sales Summary from FY 8/2014 to FY 8/2017 (% 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. 2013–Aug. 2014	0.4	15.6	-4.6	-7.2	-2.6	-8.9	23.2	-12.2	-6.9	-9.7	-6.2	-11.8	3.1	-6.0	2.0	-9.3	-2.0	-3.8	-2.9
	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
Existing Stores Sales	Sep. 2013–Aug. 2014	-18.6	-8.1	-24.5	-26.3	-22.2	-25.1	-1.9	-28.4	-23.6	-25.1	-22.1	-26.3	-17.6	-24.5	-17.7	-24.6	-21.5	-21.2	-21.4
	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