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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									10.3				9.3		9.3
	Existing Stores Sales	20.3	-5.4	3.6	1.5									6.4				5.0		5.0
Num. of Stores	Num. of Stores (month-end)	389	393	399	404									399				404		404
	Net Increase	10	4	6	5									20				25		20
	Openings	11	4	6	5									21				26		21
	Closures	1	0	0	0									1				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 December, sales across all of the company's directly operated eyewear specialized stores in Japan rose +6.9% YoY; sales at existing stores rose +1.5% YoY.

Despite this month being two business days shorter than the previous year, continuing the trend from the previous month, the higher priced products such as "Combi Slim Airframe", which continues to be offered at the ¥12,000, showed solid performance and one off products including "JINS X Ronan & Erwan Bouroullec" collection as the fifth installment of the company's "JINS Design Project" in collaboration with worldwide French sibling designer Ronan & Erwan Bouroullec which was launched on December 5, showed also good performance.

As a result, sales at existing stores finished up +1.5% YoY.

At the end of December, the number of directly operated eyewear specialized stores in Japan was 404 (a net increase of five stores).

■ JINS FORMAT STORE OPENINGS AND CLOSURES

Store openings:

JINS JOYFUL Honda Chiyoda (Gunma Prefecture), JINS Komaki (Aichi Prefecture), JINS Musashi Koyama (Shinagawa-ku, Tokyo), JINS ITO YOKADO Kokuryo (Tokyo), JINS Sendai Izumi (Sendai, Miyagi Prefecture)

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 8/2016 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