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Monthly Sales Summary for fiscal year Sep. 1, 2021 through Aug. 31, 2022 (% YoY)

■ Eyewear 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 Store Sales	-11.6	7.2	8.4	7.6	3.7								1.0				3.0		3.0
	Existing Store Sales	-14.2	2.7	4.0	3.5	-0.7									-2.9				-1.0	
Num. of Stores	Num. of Stores (month-end)	436	447	448	451	452								448				452		452
	Net Increase	2	11	1	3	1								14				18		18
	Openings	2	11	1	4	2								14				20		20
	Closures	0	0	0	1	1								0				2		2

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, e-commerce, and other operations. Sales growth may thus differ from that reported on the income statement.

■ Topics

In January, sales across all of the company's eyewear stores in Japan rose +3.7% YoY, while sales at existing stores fell -0.7% YoY.

On January 1, JINS launched the second round of "JINS Pokémon Model" eyeglasses in designs that embody JINS' take on some of the most popular characters in the Pokémon franchise. These products were well received, and sales in the first half of January were strong. However, from mid-January, COVID-19 priority measures were implemented, mainly in metropolitan areas, due to the spread of a new variant of COVID-19, which led to a decline in customer footfall through the end of the month. As a result, sales at existing stores were down -0.7% YoY.

Versus January 2020, sales at existing stores were also down -4.6%. Abovementioned factors in addition to the impact of a drop in inbound customers put pressure on sales.

At the end of January, the number of eyewear stores in Japan was 452 (net increase of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Maebashi Kojimata (Gunma Prefecture), JINS Tsubame Sanjo (Niigata Prefecture)

Store closures:

JINS Kawasaki Le Front (Kawasaki, Kanagawa Prefecture)

■Additional information

Directly operated eyewear stores in Japan—year-on-year sales growth
 Monthly sales summary from FY 8/2018 to FY 8/2021 (% YoY)

(%)

		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Q1	Q2	Q3	Q4	1st Half	2nd Half	Total
All Store Sales	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
	Sep. 2019–Aug. 2020	25.6	-2.1	6.9	6.9	18.0	15.7	-13.4	-72.3	-47.5	18.3	11.8	8.2	10.3	13.5	-43.8	12.6	12.0	-15.2	-2.7
	Sep. 2020–Aug. 2021	-7.5	10.6	1.0	-1.2	-0.1	4.0	17.9	243.2	69.8	-23.1	-7.5	-14.2	0.5	0.8	69.8	-15.0	0.7	12.5	6.3
Existing Store Sales	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
	Sep. 2019–Aug. 2020	20.3	-5.4	3.6	1.5	11.7	10.1	-17.4	-74.5	-51.1	11.8	5.5	2.2	6.4	7.8	-47.1	6.4	7.1	-19.8	-7.5
	Sep. 2020–Aug. 2021	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4	232.9	62.9	-25.8	-10.4	-17.0	-3.8	-2.9	63.5	-17.8	-3.3	8.6	2.3