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Name: JINS HOLDINGS Inc.  
 CEO and Representative Director:  
 Hitoshi Tanaka  
 Ticker: 3046 (TSE1)  
 Inquiries: Executive Officer  
 and General Manager  
 Investor Relations Division  
 Mikiya Yamawaki  
 (Tel: +81-3-5275-7001)

**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	-14.5							1.0	-0.7			0.1		0.1
	Existing Store Sales	-14.2	2.7	4.0	3.5	-0.7	-17.5							-2.9	-4.5			-3.8		-3.8
Num. of Stores	Num. of Stores (month-end)	436	447	448	451	452	451							448	451			451		451
	Net Increase	2	11	1	3	1	-1							14	3			17		17
	Openings	2	11	1	4	2	1							14	7			21		21
	Closures	0	0	0	1	1	2							0	4			4		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, e-commerce, and other operations. Sales growth may thus differ from that reported on the income statement.

■ Topics

In February, sales across all of the company's eyewear stores in Japan fell -14.5% YoY, and sales at existing stores fell -17.5% YoY.

This month, sales were affected by a drop in customer footfall caused by a substantial increase in the number of persons infected with the new COVID-19 variant since January, as well as inclement weather mainly in Hokkaido, Tohoku, and Hokuriku as temperatures fell lower than previous years across the nation. Sales of the "JINS PROTECT PRO" series of anti-pollen eyeglasses and other products designed to counter pollen allergies were off to a dull start due to a delay in the spring pollen season. As a result, sales at existing stores were down -17.5% YoY.

Versus February 2020, sales at existing stores were also down -14.8%. Abovementioned factors in addition to the impact of a drop in inbound customers put pressure on sales.

At the end of February, the number of eyewear stores in Japan was 451 (net decrease of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Koriyama Cosmos Dori (Fukushima Prefecture)

Store closures:

JINS Shinsaibashi (Osaka), JINS Tokyu Plaza Omotesando Harajuku (Shibuya-ku, Tokyo)

■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