

September 5, 2022

Name: JINS HOLDINGS Inc.
 CEO and Representative Director:
 Hitoshi Tanaka
 Ticker: 3046 (TSE PRIME)
 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	1.1	9.6	20.1	6.5	5.2	5.8	1.0	-0.7	9.8	5.8	0.1	7.8	3.9
	Existing Store Sales	-14.2	2.7	4.0	3.5	-0.7	-17.5	-1.8	5.0	13.5	1.4	0.2	0.7	-2.9	-4.5	5.2	0.7	-3.8	2.9	-0.4
Num. of Stores	Num. of Stores (month-end)	436	447	448	451	452	451	451	462	463	465	466	464	448	451	463	464	451	464	464
	Net Increase	2	11	1	3	1	-1	0	11	1	2	1	-2	14	3	12	1	17	13	30
	Openings	2	11	1	4	2	1	1	11	1	2	1	0	14	7	13	3	21	16	37
	Closures	0	0	0	1	1	2	1	0	0	0	0	0	2	0	4	1	2	4	3

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 August, sales across all of the company's eyewear stores in Japan increased +5.8% YoY, and sales at existing stores increased +0.7% YoY.

Throughout the month, the company strengthened efforts aimed at making discounted sales ahead of product renewals scheduled for the end of the month. While sales of optional lenses, including colored lens and photochromic lenses that darken or lighten depending on the amount of UV radiation present, drove sales, inclement weather in the beginning of August mainly in the Hokuriku and Tohoku regions negatively affected customer footfall. As a result, sales at existing stores grew only +0.7%.

On August 29, the company launched "JINS CLASSIC" series of 166 eyeglasses, as the first round of upgrades to its standard series products in about seven years. The upgraded series was well received.

At the end of August, the number of eyewear stores in Japan was 464 (net decrease of two stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

Store closures:

JINS San-A Owan City (Okinawa Prefecture), JINS PLiCO KOBE (Kobe, Hyogo 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