

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, 2022 through Aug. 31, 2023 (% 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	6.7																6.7		6.7
	Existing Store Sales	2.3																2.3		2.3
Num. of Stores	Num. of Stores (month-end)	463																463		463
	Net Increase	-1																-1		-1
	Openings	1																1		1
	Closures	2																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 September, sales across all of the company’s eyewear stores in Japan increased +6.7% YoY, and sales at existing stores increased +2.3% YoY.

While sales of the “JINS CLASSIC” standard series of eyeglasses updated in August were brisk, customer footfall was affected by inclement weather caused by typhoons that affected all of Japan on the month’s two three-day weekends. As a result, sales at existing stores grew +2.3%.

At the end of September, the number of eyewear stores in Japan was 463 (net decrease of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Fuji Iriyamase (Shizuoka Prefecture)

Store closures:

JINS Sapporo Paseo (Sapporo, Hokkaido Prefecture), JINS TSUTAYA Kashima Minami (Ibaraki Prefecture)

■Additional information

Directly operated eyewear stores in Japan—year-on-year sales growth

Monthly sales summary from FY 8/2019 to FY 8/2022 (% 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. 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
	Sep. 2021–Aug. 2022	-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	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
	Sep. 2021–Aug. 2022	-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