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**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	-0.7	5.4	-7.1	-0.8								3.7				0.3		0.3
	Existing Store Sales	2.3	-3.1	2.0	-10.1	-3.6								0.3				-2.9		-2.9
Num. of Stores	Num. of Stores (month-end)	463	467	472	473	469								472				469		469
	Net Increase	-1	4	5	1	-4								8				5		5
	Openings	1	4	5	2	0								10				12		12
	Closures	2	0	0	1	4								2				7		7

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 decreased -0.8% YoY, and sales at existing stores were down-3.6% YoY.

During the month, while the second edition of “JINS Doraemon Model” eyeglasses and goods launched in the beginning of the year sold well, sales of these products fell below those of “JINS Pokémon Model” and “JINS × Igari Shinobu” series that buoyed results last year. Performance was also affected by a decline in the unit price caused by increased shipments for the New Year's fukubukuro lucky bag campaign and a major cold snap. As a result, sales at existing stores fell -3.6 YoY.

On January 26, our very first “JINS GO” mobile sales service truck went into operation in the Kanto area centered on Gunma Prefecture. The “JINS GO” truck offers all services provided by JINS stores, including a selection of eyeglasses and goods customers can choose from, eye exam support, and lens processing.

At the end of January, the number of eyewear stores in Japan was 469 (net decrease of four stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

Store closures:

JINS Tenjin Nishidori (Fukuoka, Fukuoka Prefecture), JINS Aeon Mall Kuwana ANQ (Mie Prefecture), JINS Ikspiari (Chiba Prefecture), JINS Mitsui Outlet Park Jazz Dream Nagashima (Mie 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