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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	10.2	3.3						3.7	-0.1			1.7	3.3	1.9
	Existing Store Sales	2.3	-3.1	2.0	-10.1	-3.6	8.1	1.8						0.3	-2.7			-1.3	1.8	-0.9
Num. of Stores	Num. of Stores (month-end)	463	467	472	473	469	467	467						472	467			467	467	467
	Net Increase	-1	4	5	1	-4	-2	0						8	-5			3	0	3
	Openings	1	4	5	2	0	2	1						10	4			14	1	15
	Closures	2	0	0	1	4	4	1						2	9			11	1	12

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 March, sales across all of the company's eyewear stores in Japan increased +3.3% YoY, and sales at existing stores were up +1.8% YoY.

During the month, sales of "JINS PROTECT" series of anti-pollen, anti-dryness eyeglasses, updated versions of which were launched on January 26, grew against a backdrop of an increase in the amount of airborne pollen compared with the previous year. Further, sales of "KIDS & JUNIOR" series of eyeglasses that were launched on March 9 with revamped design, quality, and price based on the concept of "bringing to children and parents the kind of eyeglasses they wished existed" were brisk. As a result, sales at existing stores grew +1.8% YoY.

At the end of March, the number of eyewear stores in Japan was 467 (same as previous month)

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Fukuoka Ito (Fukuoka, Fukuoka Prefecture)

Store closures:

JINS Canal City Opa (Fukuoka, Fukuoka 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