

May 8, 2023

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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	6.2					3.7	-0.1			1.7	4.7	2.4
	Existing Store Sales	2.3	-3.1	2.0	-10.1	-3.6	8.1	1.8	3.6					0.3	-2.7			-1.3	2.7	-0.3
Num. of Stores	Num. of Stores (month-end)	463	467	472	473	469	467	467	473					472	467			467	473	473
	Net Increase	-1	4	5	1	-4	-2	0	6					8	-5			3	6	9
	Openings	1	4	5	2	0	2	1	7					10	4			14	8	22
	Closures	2	0	0	1	4	4	1	1					2	9			11	2	13

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 April, sales across all of the company's eyewear stores in Japan increased 6.2% YoY, and sales at existing stores were up 3.6% YoY.

During the month, as people had more opportunities to go out with COVID-19 under control, sales of optional lenses suitable for outdoor activities, such as colored lenses and photochromic lenses that darken or lighten depending on the amount of UV radiation present, grew. Further, updated "JINS READING" eyeglasses launched on April 13 with the concept of creating more pleasurable reading experiences were well received, especially among those in their 40s and 50s. As a result, sales at existing stores grew 3.6% YoY.

On April 28, we opened JINS Mina Tenjin store, which has the newly launched ONCA COFFEE café located inside, as a place to provide the best customer service to each and every one of our customers. This brought the number of eyewear stores in Japan at the end of April to 473 (net increase of six stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Aeon Mall Toyokawa (Aichi Prefecture), JINS LaLaport Kadoma (Osaka), JINS Aeon Kanazawa Hakkei (Yokohama, Kanagawa Prefecture), JINS Itabashi Hasune (Itabashi-ku, Tokyo), JINS Sakudaira (Nagano Prefecture), JINS Yamagata Hakusan (Yamagata Prefecture), JINS Mina Tenjin (Fukuoka, Fukuoka Prefecture)

Store closures:

JINS Tenjin Chikagai (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