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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	6.2				3.7	-0.1	5.2		1.7	5.2	2.9
	Existing Store Sales	2.3	-3.1	2.0	-10.1	-3.6	8.1	1.8	3.6	3.1				0.3	-2.7	2.8		-1.3	2.8	0.1
Num. of Stores	Num. of Stores (month-end)	463	467	472	473	469	467	467	473	472				472	467	472		467	472	472
	Net Increase	-1	4	5	1	-4	-2	0	6	-1				8	-5	5		3	5	8
	Openings	1	4	5	2	0	2	1	7	2				10	4	10		14	10	24
	Closures	2	0	0	1	4	4	1	1	3				2	9	5		11	5	16

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 May, sales across all of the company's eyewear stores in Japan increased 6.2% YoY, and sales at existing stores were up 3.1% YoY.

During the month, "JINS × SESAME STREET" series of eyeglasses designed in collaboration with the "SESAME STREET" brand, a brand based on a namesake children's TV show which has been loved around the world for over 50 years, was launched on April 27 and well-received. Sales of optional lenses suitable for outdoor activities, including photochromic lenses that darken or lighten depending on the amount of UV radiation present and "UV Double Cut lenses" that effectively reduce not only the UV rays coming from the front but also those reflected off the back of the lenses, were brisk, as they were in the previous month. As a result, sales at existing stores grew 3.1% YoY.

At the end of May, the number of eyewear stores in Japan was 472 (net decrease of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Tomakomai (Hokkaido Prefecture), JINS Tateyama (Chiba Prefecture)

Store closures:

JINS Harajuku (Shibuya-ku, Tokyo), JINS Techland Sayama (Saitama Prefecture), JINS Aeon Mall Shinkomatsu (Ishikawa 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