

August 4, 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 | 6.2 | 11.4 | 15.2 | | 3.7 | -0.1 | 5.2 | | 1.7 | 8.4 | 4.9 |
| | Existing Store Sales | 2.3 | -3.1 | 2.0 | -10.1 | -3.6 | 8.1 | 1.8 | 3.6 | 3.1 | 9.4 | 13.3 | | 0.3 | -2.7 | 2.8 | | -1.3 | 6.2 | 2.2 |
| Num. Of Stores | Num. of Stores (month-end) | 463 | 467 | 472 | 473 | 469 | 467 | 467 | 473 | 472 | 472 | 475 | | 472 | 467 | 472 | | 467 | 475 | 475 |
| | Net Increase | -1 | 4 | 5 | 1 | -4 | -2 | 0 | 6 | -1 | 0 | 3 | | 8 | -5 | 5 | | 3 | 8 | 11 |
| | Openings | 1 | 4 | 5 | 2 | 0 | 2 | 1 | 7 | 2 | 2 | 4 | | 10 | 4 | 10 | | 14 | 16 | 30 |
| | Closures | 2 | 0 | 0 | 1 | 4 | 4 | 1 | 1 | 3 | 2 | 1 | | 2 | 9 | 5 | | 11 | 8 | 19 |

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 July, sales across all of the company's eyewear stores in Japan increased 15.2% YoY, and sales at existing stores were up 13.3% YoY.

During the month, while summer discount sales were curtailed compared with July 2022, we continued to bolster sales activities targeting each customer visiting the store. This led to more customers purchasing optional lenses, including the photochromic lenses (available at all stores from July 20) that darken or lighten not only in reaction to ultraviolet light but also when exposed to visible light and a lineup of fashion color lenses in 43 color variations. As a result, the unit price rose sharply, contributing to a 13.3% YoY increase in sales at existing stores.

At the end of July, the number of eyewear stores in Japan was 475 (net increase of three stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Iruma (Saitama Prefecture), JINS Aeon Naha (Okinawa Prefecture), JINS Aeon Chatan (Okinawa Prefecture), rim of jins Aeon LakeTown kaze (Saitama Prefecture)

Store closures:

JINS HaRuNe Odawara (Kanagawa 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 |