

September 5, 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	14.0	3.7	-0.1	5.2	13.6	1.7	9.4	5.7
	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	12.2	0.3	-2.7	2.8	11.7	-1.3	7.2	3.0
Num. Of Stores	Num. of Stores (month-end)	463	467	472	473	469	467	467	473	472	472	475	473	472	467	472	473	467	473	473
	Net Increase	-1	4	5	1	-4	-2	0	6	-1	0	3	-2	8	-5	5	1	3	6	9
	Openings	1	4	5	2	0	2	1	7	2	2	4	1	10	4	10	7	14	17	31
	Closures	2	0	0	1	4	4	1	1	3	2	1	3	2	9	5	6	11	11	22

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 August, sales across all of the company's eyewear stores in Japan increased 14.0% YoY, and sales at existing stores were up 12.2% YoY.

During the month, while we continued to curb summer discount sales as we did in the previous month, sales of "Combination Titanium" and other high-priced frames were robust and more customers purchased optional lenses, including photochromic lenses that darken or lighten in reaction to ultraviolet and visible light and fashion color lenses. As a result, sales at existing stores grew 12.2% YoY.

At the end of August, the number of eyewear stores in Japan was 473 (net decrease of two stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Besta Sayama (Saitama Prefecture)

Store closures:

rim of jins LUMINE Machida (Tokyo), JINS SAKURA MACHI Kumamoto (Kumamoto, Kumamoto Prefecture), JINS etomo Chuorinkan (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