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Monthly Sales Summary for fiscal year Sep. 1, 2023 through Aug. 31, 2024 (% 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	10.4	14.4															12.4		12.4
	Existing Store Sales	9.4	12.1															10.7		10.7
Num. Of Stores	Num. of Stores (month-end)	474	478															478		478
	Net Increase	1	4															5		5
	Openings	1	4															5		5
	Closures	0	0															0		0

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 October, sales across all of the company's eyewear stores in Japan increased 14.4% YoY, and sales at existing stores were up 12.1% YoY.

As in the previous month, more customers purchased optional lenses during the month, including "JINS Muteki Coating" lenses with the sturdiest lens coating in JINS' history that are resistant to damage and dirt and reduce reflections, owing to enhanced sales activities targeting every customer that visits the store. Also contributing to sales growth was the launch of "Disney 100 Eyewear Collection by JINS" to celebrate Disney's 100th anniversary on October 5, as the first series of "JINS/Disney Model" of eyeglasses that feature designs inspired by Disney characters and were introduced in the fall this year. As a result, sales at existing stores grew 12.1% YoY.

At the end of October, the number of eyewear stores in Japan was 478 (net increase of four stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Soyora Hamamatsu Nishiiba (Hamamatsu, Shizuoka Prefecture), JINS Yaizu (Shizuoka Prefecture), JINS Kawajima Inter (Saitama Prefecture), JINS Aeon Kitami (Hokkaido Prefecture)

Store closures:

There were no store closures.

■Additional information

Eyewear stores in Japan—year-on-year sales growth
 Monthly sales summary from FY 8/2020 to FY 8/2023 (% 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. 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
	Sep. 2022–Aug. 2023	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	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
	Sep. 2022–Aug. 2023	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