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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	4.5	14.0									9.7				10.7		10.7
	Existing Store Sales	9.4	12.1	2.3	11.4									7.8				8.6		8.6
Num. Of Stores	Num. of Stores (month-end)	474	478	481	484									481				484		484
	Net Increase	1	4	3	3									8				11		11
	Openings	1	4	3	3									8				11		11
	Closures	0	0	0	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 December, sales across all of the company's eyewear stores in Japan increased 14.0% YoY, and sales at existing stores were up 11.4% YoY.

As in the previous month, we stepped up sales activities targeting every customer visiting our store and saw more customers purchase optional lenses, such as "JINS Goku-usu Lenses," double-sided aspherical lenses with the world's highest level of refractive index. Sales were also driven by "JINS HOME" series of eyeglasses, which are specifically designed for at-home use and combine comfortable, stress-free fit with a design that allows users to enjoy everyday life in their own way. As a result, sales at existing stores grew 11.4% YoY.

At the end of December, the number of eyewear stores in Japan was 484 (net increase of three stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Cubic Plaza Shin-Yokohama (Yokohama, Kanagawa Prefecture), JINS Ikebukuro Sunshine City Alta (Toshima-ku, Tokyo), JINS Aomori Dream Town ALi (Aomori 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