

June 5, 2025

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May 2025 Monthly Sales Summary for fiscal year Sep. 1, 2024 through Aug. 31, 2025 (% YoY)

■Japan Eyewear Stores Monthly Sales YoY, 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	24.9	15.0	21.4	28.4	20.6	17.7	21.7	22.9	20.2				20.3	22.2	21.5		21.3	21.5	21.4
	Existing Store Sales	22.7	13.0	18.2	24.4	17.0	15.3	18.5	19.1	15.7				17.9	18.9	17.7		18.4	17.7	18.1
Num. Of Stores	Num. of Stores (month-end)	500	504	508	509	509	509	515	526	530				508	509	530		509	530	530
	Net Increase	5	4	4	1	0	0	6	11	4				13	1	21		14	21	35
	Openings	5	4	4	1	0	0	9	11	4				13	1	24		14	24	38
	Closures	0	0	0	0	0	0	3	0	0				0	0	3		0	3	3

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, the company achieved a +20.2% year-over-year increase in total sales across all eyewear stores in Japan, with a +15.7% increase at existing stores.

This month, continued efforts to seize market opportunities and enhanced appeal to customers led to expanded support for high-value-added products, encompassing both lenses and frames. Consequently, same store sales resulted in a year-on-year increase of +15.7%.

As of the end of May, the total number of eyewear stores in Japan was 530, representing a net increase of 4 stores.

■Eyewear stores in Japan—openings and closures

Store openings:

JINS Kawanishi Hankyu Square (Hyogo Prefecture), JINS Fujiyoshida (Yamanashi Prefecture), JINS Ito-Yokado Shonandai (Kanagawa Prefecture), JINS Lala Terrace Kawaguchi (Saitama Prefecture)

Store closures:

There were no store closures.

■Additional information

Eyewear stores in Japan—year-on-year sales growth
Monthly sales summary from FY 8/2021 to FY 8/2024 (% 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. 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
	Sep. 2023–Aug.2024	10.4	14.4	4.5	14.0	8.1	17.1	13.2	8.6	15.7	28.7	20.0	23.6	9.7	12.6	12.6	23.9	11.2	18.4	15.0
Existing Store Sales	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
	Sep. 2023–Aug.2024	9.4	12.1	2.3	11.4	5.4	14.5	9.9	5.5	13.7	27.1	17.2	20.5	7.8	10.0	9.8	21.3	8.9	15.7	12.6