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Monthly Sales Summary for fiscal year Sep. 1, 2021 through Aug. 31, 2022 (% 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	-11.6	7.2	8.4	7.6	3.7	-14.5	1.1	9.6	20.1	6.5	5.2		1.0	-0.7	9.8		0.1	8.2	3.8
	Existing Store Sales	-14.2	2.7	4.0	3.5	-0.7	-17.5	-1.8	5.0	13.5	1.4	0.2		-2.9	-4.5	5.2		-3.8	3.4	-0.5
Num. of Stores	Num. of Stores (month-end)	436	447	448	451	452	451	451	462	463	465	466		448	451	463		451	466	466
	Net Increase	2	11	1	3	1	-1	0	11	1	2	1		14	3	12		17	15	32
	Openings	2	11	1	4	2	1	1	11	1	2	1		14	7	13		21	16	37
	Closures	0	0	0	1	1	2	1	0	0	0	0		0	4	1		4	1	5

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 +5.2% YoY, and sales at existing stores increased +0.2% YoY.

On July 21, 2022, the company launched a new series of "JINS×Snow Peak" sunglasses it designed in collaboration with the outdoor brand Snow Peak, which were well-received in the previous year, by adding new color variations. The new series drove sales in July, but a sharp increase in COVID-19 cases from mid-July negatively affected customer footfall. As a result, sales at existing stores grew only +0.2%.

At the end of July, the number of eyewear stores in Japan was 466 (net increase of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Noblesse Parc Fukuroi (Shizuoka Prefecture)

Store closures:

There were no store closures.

■Additional information

Directly operated eyewear stores in Japan—year-on-year sales growth

Monthly sales summary from FY 8/2018 to FY 8/2021 (% 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. 2017–Aug. 2018	3.0	-0.8	5.2	1.7	5.8	4.3	13.4	7.2	5.7	10.8	7.9	10.7	2.4	3.9	8.7	9.7	3.2	9.2	6.4
	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
Existing Store Sales	Sep. 2017–Aug. 2018	0.4	-3.5	1.3	-2.6	1.7	2.2	10.1	3.6	1.4	7.2	3.8	6.2	-0.7	0.3	4.9	5.7	-0.2	5.3	2.7
	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