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Monthly Sales Summary for fiscal year Sep. 1, 2020 through Aug. 31, 2021 (% 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 Stores Sales	-7.5	10.6	1.0	-1.2	-0.1	4.0	17.9						0.5	0.8			0.7	17.9	3.0
	Existing Stores Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4						-3.8	-2.9			-3.3	13.4	-1.1
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431						425	428			428	431	431
	Net Increase	3	1	6	3	0	0	3						10	3			13	3	16
	Openings	4	3	7	3	0	0	4						14	3			17	4	21
	Closures	1	2	1	0	0	0	1						4	0			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 operations, e-commerce operations, and other operations. Sales growth may thus differ from that reported on the income statement.

Note 4: JINS MEME sales are not included in domestic eyewear store sales.

■ Topics

In March, sales across all of the company's eyewear stores in Japan rose +17.9% YoY; sales at existing stores rose +13.4% YoY.

The year-on-year growth can be attributed to the absence of the significant decline in customer footfall seen a year earlier when the Japanese government urged citizens to stay at home to prevent the spread of COVID-19. As a result, sales at existing stores finished up +13.4% YoY.

With the March 4 opening of JINS Youme Town Saga, the first JINS store in Saga Prefecture, the company now has stores in all 47 prefectures of Japan.

At the end of March, the number of eyewear stores in Japan was 431 (net increase of three stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Youme Town Saga (Saga Prefecture), JINS Aeon Mall Rifu (Miyagi Prefecture), JINS Seibu Fukui (Fukui Prefecture), JINS atré Urawa (Saitama, Saitama Prefecture)

Store closures:

J Eyewear Lab Nakameguro (Meguro-ku, Tokyo)

■Additional information

Directly operated eyewear stores in Japan—year-on-year sales growth
Monthly Sales Summary from FY 8/2017 to FY 8/2020 (% YoY)

(%)

		Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Q1	Q2	Q3	Q4	1st Half	2nd Half	Total
All Stores Sales	Sep. 2016–Aug. 2017	9.3	14.9	9.0	10.8	8.5	5.8	5.1	10.7	6.1	8.7	4.8	5.7	11.1	8.5	7.2	6.3	9.7	6.7	8.1
	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
Existing Stores Sales	Sep. 2016–Aug. 2017	2.5	8.3	3.8	5.6	3.2	1.7	0.9	5.8	2.6	3.4	0.2	2.5	4.9	3.6	3.1	1.9	4.2	2.5	3.3
	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