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September 2024 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																24.9		24.9
	Existing Store Sales	22.7																22.7		22.7
Num. Of Stores	Num. of Stores (month-end)	500																500		500
	Net Increase	5																5		5
	Openings	5																5		5
	Closures	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 September, sales across all of the company’s eyewear stores in Japan increased 24.9% YoY, and sales at existing stores were up 22.7% YoY.

During the month, the updated “Airframe” series of eyeglass frames, which provides comfort from the moment users put them on, was launched on September 12 and was well-received.

Further, as in the previous month, sales of optional lenses increased, driven by strong sales of high-priced lenses such as “JINS Goku-usu Lenses,” double-sided aspherical lenses with the world’s highest level of refractive index, and seasonal products like UV Double-cut Lenses. As a result, existing store sales increased 22.7% YoY.

At the end of September, the number of eyewear stores in Japan was 500 (net increase of five stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Fukui Bell (Fukui Prefecture), JINS Aeon Style Tedako Uranishi Ekimae (Okinawa Prefecture), JINS Valor Hashima Interchange (Gifu Prefecture), JINS APiTA Gamagori (Aichi Prefecture), RIM Perie Chiba (Chiba, Chiba 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