

August 5, 2021

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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 Store Sales	-7.5	10.6	1.0	-1.2	-0.1	4.0	17.9	243.2	69.8	-23.1	-7.5		0.5	0.8	69.8		0.7	20.3	8.7
	Existing Store Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4	232.9	62.9	-25.8	-10.4		-3.8	-2.9	63.5		-3.3	16.0	4.6
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431	432	432	432	435		425	428	432		428	435	435
	Net Increase	3	1	6	3	0	0	3	1	0	0	3		10	3	4		13	7	20
	Openings	4	3	7	3	0	0	4	1	2	0	3		14	3	7		17	10	27
	Closures	1	2	1	0	0	0	1	0	2	0	0		4	0	3		4	3	7

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.

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

■ Topics

In July, sales across all of the company's eyewear stores in Japan fell -7.5% YoY; sales at existing stores fell -10.4% YoY.

The month felt the persisting impact of sluggish customer traffic, particularly in city centers, as the resurgence of COVID-19 cases triggered the reinstatement of the state of emergency in Tokyo. For the second consecutive month, performance in July dipped YoY in the absence of the momentum seen a year ago, when the lifting of the nationwide state of emergency and special cash payments from the government boosted demand. As a result, sales at existing stores finished down -10.4% YoY.

Versus July 2019, sales at existing stores were down -4.9%, also on account of the drop in the number of inbound customers in addition to the above factors.

The stores that have been temporarily closed due to COVID-19 are counted as existing stores, notwithstanding Note 2 above.

At the end of July, the number of eyewear stores in Japan was 435 (net increase of three stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Ofuna (Yokohama, Kanagawa Prefecture), JINS Aeon Mall Hakusan (Ishikawa Prefecture), JINS Branch Sapporo Tsukisamu (Sapporo, Hokkaido Prefecture)

Store closures:

There were no store closures.