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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								0.5				0.1		0.1
	Existing Stores Sales	-11.7	6.1	-3.4	-5.1	-4.1								-3.8				-4.1		-4.1
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428								425				428		428
	Net Increase	3	1	6	3	0								10				13		13
	Openings	4	3	7	3	0								14				17		17
	Closures	1	2	1	0	0								4				4		4

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 January, sales across all of the company's eyewear stores in Japan fell -0.1% YoY; sales at existing stores fell -4.1% YoY.

The month saw robust performance of the "JINS Pokémon Model" collection featuring our unique designs inspired by the Pokémon game characters that continue to enjoy global popularity since the game's inception in 1996. However, the absence of large collaboration projects that significantly boosted sales a year earlier weighed heavily on our January results. Sales were dampened further by the surge in COVID-19 cases, which triggered the Government to reintroduce the state of emergency (declared on January 8 and 14), mainly in Japan's metropolitan areas. While sales at suburban roadside stores continued to hold firm as in December, city-center stores such as those in station buildings and fashion-focused commercial buildings have suffered a substantial drop in customer footfall. As a result, sales at existing stores finished down -4.1% YoY.

At the end of January, the number of eyewear stores in Japan was 428 (same as previous month).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

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 8/2017 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