

November 6, 2024

Name: JINS HOLDINGS Inc.
 Representative Director and CEO:
 Hitoshi Tanaka
 Ticker: 3046 (TSE PRIME)
 Inquiries: Managing Executive Officer
 and CFO
 Motoaki Nakatani
 (Tel: +81-3-6890-4800)

October 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	15.0															19.8		19.8
	Existing Store Sales	22.7	13.0															17.8		17.8
Num. Of Stores	Num. of Stores (month-end)	500	504															504		504
	Net Increase	5	4															9		9
	Openings	5	4															9		9
	Closures	0	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 October, the company achieved a 15.0% year-over-year increase in total sales across all eyewear stores in Japan, with a 13.0% increase at existing stores.

Sales of premium optional lenses, such as the “JINS Goku-usu Lenses” — double-sided aspherical lenses with * the world’s highest refractive index — and seasonal products like photochromic lenses, remained strong this month, continuing the trend seen in September. This led to an increase in customers choosing optional lenses. High-end collections, including the popular “Combination Titanium” series and the newly updated “Airframe” series launched on September 12, also saw solid sales performance, contributing to the 13.0% growth at existing stores.

As of the end of October, the total number of eyewear stores in Japan reached 504, representing a net increase of 4 stores.

*Plastic lenses only.

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS KITTE Hakata (Fukuoka, Fukuoka Prefecture), JINS Aeon Kamiiso (Hokkaido Prefecture), JINS Aeon Town Ise LaLa Park (Mie Prefecture), JINS Lumine Omiya (Saitama, Saitama 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