

June 4, 2021

Name: JINS HOLDINGS Inc.  
 CEO and Representative Director:  
 Hitoshi Tanaka  
 Ticker: 3046 (TSE1)  
 Inquiries: General Manager  
 Investor Relations Division  
 Mikiya Yamawaki  
 (Tel: +81-3-5275-7001)

**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				0.5	0.8	69.8		0.7	69.8	16.3
	Existing Store Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4	232.9	62.9				-3.8	-2.9	63.5		-3.3	63.5	11.8
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431	432	432				425	428	432		428	432	432
	Net Increase	3	1	6	3	0	0	3	1	0				10	3	4		13	4	17
	Openings	4	3	7	3	0	0	4	1	2				14	3	7		17	7	24
	Closures	1	2	1	0	0	0	1	0	2				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 May, sales across all of the company's eyewear stores in Japan rose +69.8% YoY; sales at existing stores rose +62.9% YoY.

The Japanese government decided to delay lifting the COVID-19 priority preventive measures and the state of emergency that had been declared in April. As a result, up to 84 JINS stores were temporarily closed in May, for the second consecutive month, with 21 stores still suspending operations as of the end of the month. The drop in customer footfall was larger than expected, particularly in the Kansai area where a significant number of stores remained closed until the month end. Still, sales at existing stores finished up +62.9% YoY, since the nationwide state of emergency during 2020 had dealt a greater blow with the company resorting to voluntarily suspend store operations across the country.

Versus May 2019, however, sales at existing stores were down -20.8%, harmed by the decline in the number of inbound customers that added on to the aforementioned factor.

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

At the end of May, the number of eyewear stores in Japan was 432 (same as previous month).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS nonowa Musashi Koganei (Tokyo), JINS Sogo Yokohama (Yokohama, Kanagawa Prefecture)

Store closures:

JINS J Eyewear Lab Roppongi Hills (Minato-ku, Tokyo), JINS Tokyu Hands Ikebukuro (Toshima-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 Store 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 Store 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