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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			0.5	0.8	69.8		0.7	31.5	10.9
	Existing Store Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4	232.9	62.9	-25.8			-3.8	-2.9	63.5		-3.3	26.6	6.6
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431	432	432	432			425	428	432		428	432	432
	Net Increase	3	1	6	3	0	0	3	1	0	0			10	3	4		13	4	17
	Openings	4	3	7	3	0	0	4	1	2	0			14	3	7		17	7	24
	Closures	1	2	1	0	0	0	1	0	2	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 June, sales across all of the company's eyewear stores in Japan fell -23.1% YoY; sales at existing stores fell -25.8% YoY.

Operating restrictions imposed under the COVID-19 priority preventive measures and the third state of emergency have been gradually eased in Japan. However, the COVID-19 restrictions continued to weigh on the company's performance in June, as up to 42 JINS stores, most of which are located in the Kansai area, were forced to remain closed on weekends. Sales at existing stores finished down -25.8% YoY, due in part to the absence of increased demand seen in June 2020 that was boosted by the lifting of the nationwide state of emergency and special cash payments from the government.

Versus June 2019, sales at existing stores were down -16.7%, 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 June, the number of eyewear stores in Japan was 432 (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 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