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Monthly Sales Summary for fiscal year Sep. 1, 2021 through Aug. 31, 2022 (% 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	-11.6	7.2	8.4	7.6	3.7	-14.5	1.1	9.6					1.0	-0.7			0.1	5.1	1.3
	Existing Store Sales	-14.2	2.7	4.0	3.5	-0.7	-17.5	-1.8	5.0					-2.9	-4.5			-3.8	1.4	-2.5
Num. of Stores	Num. of Stores (month-end)	436	447	448	451	452	451	451	462					448	451			451	462	462
	Net Increase	2	11	1	3	1	-1	0	11					14	3			17	11	28
	Openings	2	11	1	4	2	1	1	11					14	7			21	12	33
	Closures	0	0	0	1	1	2	1	0					0	4			4	1	5

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 April, sales across all of the company's eyewear stores in Japan increased +9.6% YoY, and sales at existing stores increased +5.0% YoY.

New models of "JINS Switch" an eyewear that can easily switch between regular glasses and sunglasses were launched on April 14 and well-received. Further, performance improved versus a year ago, when Japan was under a state of emergency. As a result, sales at existing stores grew +5.0% YoY.

At the end of April, the number of eyewear stores in Japan was 462 (net increase of 11 stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Otone (Saitama Prefecture), JINS Marugame (Kagawa Prefecture), JINS Alpark (Hiroshima, Hiroshima Prefecture), JINS Branch Chofu (Tokyo), JINS Aeon Town Asahi (Chiba Prefecture), JINS LaLaport Fukuoka (Fukuoka, Fukuoka Prefecture), JINS Yokote (Akita Prefecture), JINS Aizu Wakamatsu (Fukushima Prefecture), JINS The Outlets Kitakyushu (Kitakyushu, Fukuoka Prefecture), JINS Kameido Clock (Koto-ku, Tokyo), JINS Nobeoka (Miyazaki Prefecture)

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 8/2018 to FY 8/2021 (% 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. 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
	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
Existing Store Sales	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
	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