

September 3, 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	-23.1	-7.5	-14.2	0.5	0.8	69.8	-15.0	0.7	12.5	6.3
	Existing Store Sales	-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
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431	432	432	432	435	434	425	428	432	434	428	434	434
	Net Increase	3	1	6	3	0	0	3	1	0	0	3	-1	10	3	4	2	13	6	19
	Openings	4	3	7	3	0	0	4	1	2	0	3	0	14	3	7	3	17	10	27
	Closures	1	2	1	0	0	0	1	0	2	0	0	1	4	0	3	1	4	4	8

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 August, sales across all of the company's eyewear stores in Japan fell -14.2% YoY; sales at existing stores fell -17.0% YoY.

During the month, the Japanese government extended the COVID-19 state of emergency that had been in place and expanded the curbs to more prefectures as it aimed to control the outbreak in city centers. Still, the number of COVID-19 cases skyrocketed across the country from late July through August, and many people refrained from leaving their homes especially on weekends. As a result, customer footfall suffered a significant decline and sales at existing stores finished down -17.0% YoY.

Versus August 2019, sales at existing stores were down -15.0%, also on the account of the drop in the number of inbound customers in addition to the above factors.

The stores that have been temporarily closed due to the pandemic are counted as existing stores, notwithstanding Note 2 above.

At the end of August, the number of eyewear stores in Japan was 434 (net decrease of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

Store closures:

JINS Shibuya PARCO (Shibuya-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