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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 Stores Sales	-7.5	10.6	1.0	-1.2	-0.1	4.0	17.9	243.2					0.5	0.8			0.7	69.8	12.2
	Existing Stores Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9	13.4	232.9					-3.8	-2.9			-3.3	63.8	7.9
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428	431	432					425	428			428	432	432
	Net Increase	3	1	6	3	0	0	3	1					10	3			13	4	17
	Openings	4	3	7	3	0	0	4	1					14	3			17	5	22
	Closures	1	2	1	0	0	0	1	0					4	0			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 operations, e-commerce operations, and other operations. Sales growth may thus differ from that reported on the income statement.

Note 4: JINS MEME sales are not included in domestic eyewear store sales.

■ Topics

In April, sales across all of the company's eyewear stores in Japan rose +243.2% YoY; sales at existing stores rose +232.9% YoY.

The month suffered a major drop in customer footfall as the Japanese government took steps to contain COVID-19 in urban centers. Such actions included the implementation of priority preventive measures from April 5 and the declaration of a state of emergency on April 25, which resulted in the temporary closure of up to 84 JINS stores during the month. Still, sales at existing stores finished up +232.9% YoY, since the nationwide state of emergency in April 2020 had dealt a greater blow with the company resorting to voluntarily suspend store operations across the country.

Versus April 2019, however, sales at existing stores were down -13.8%, 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 April, the number of eyewear stores in Japan was 432 (net increase of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Share Star Hakodate (Hokkaido 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 8/2017 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 Stores 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 Stores 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