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**July 2024 Monthly Sales Summary for fiscal year Sep. 1, 2023 through Aug. 31, 2024 (% YoY)**

■ Japan Eyewear Stores Monthly Sales YoY, 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	10.4	14.4	4.5	14.0	8.1	17.1	13.2	8.6	15.7	28.7	20.0		9.7	12.6	12.6		11.2	16.5	14.1
	Existing Store Sales	9.4	12.1	2.3	11.4	5.4	14.5	9.9	5.5	13.7	27.1	17.2		7.8	10.0	9.8		8.9	14.0	11.7
Num. Of Stores	Num. of Stores (month-end)	474	478	481	484	485	483	486	491	490	492	495		481	483	490		483	495	495
	Net Increase	1	4	3	3	1	-2	3	5	-1	2	3		8	2	7		10	12	22
	Openings	1	4	3	3	1	0	3	5	0	2	3		8	4	8		12	13	25
	Closures	0	0	0	0	0	2	0	0	0	1	0		0	2	1		2	1	3

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 July, sales across all of the company's eyewear stores in Japan increased 20.0% YoY, and sales at existing stores were up 17.2% YoY.

While sales were weighed down by about 5% due to the month having two less holidays than the same month in the previous year, robust demand for seasonal products, including for photochromic lenses, which darken or lighten in reaction to ultraviolet and visible light and for which we ran a campaign during the month, and other optional lenses drove increases in unit price and the number of customers. Further, strong sales of eyeglasses designed to alleviate the common concern among those with high myopia about eyeglasses making their eyes look smaller, launched in July 4, also contributed to sales growth. As a result, sales at existing stores grew 17.2% YoY.

At the end of July, the number of eyewear stores in Japan was 495 (net increase of three stores).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Aeon Town Hamamatsu Nippashi (Hamamatsu, Shizuoka Prefecture), JINS Soyora Narita New Town (Chiba Prefecture), JINS Yoshizuya Kani (Gifu Prefecture)

Store closures:

There were no store closures.

■Additional information

Eyewear stores in Japan—year-on-year sales growth  
 Monthly sales summary from FY 8/2020 to FY 8/2023 (% 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. 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
	Sep. 2021–Aug. 2022	-11.6	7.2	8.4	7.6	3.7	-14.5	1.1	9.6	20.1	6.5	5.2	5.8	1.0	-0.7	9.8	5.8	0.1	7.8	3.9
	Sep. 2022–Aug. 2023	6.7	-0.7	5.4	-7.1	-0.8	10.2	3.3	6.2	6.2	11.4	15.2	14.0	3.7	-0.1	5.2	13.6	1.7	9.4	5.7
Existing Store Sales	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
	Sep. 2021–Aug. 2022	-14.2	2.7	4.0	3.5	-0.7	-17.5	-1.8	5.0	13.5	1.4	0.2	0.7	-2.9	-4.5	5.2	0.7	-3.8	2.9	-0.4
	Sep. 2022–Aug. 2023	2.3	-3.1	2.0	-10.1	-3.6	8.1	1.8	3.6	3.1	9.4	13.3	12.2	0.3	-2.7	2.8	11.7	-1.3	7.2	3.0