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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 Stores Sales	-7.5	10.6	1.0	-1.2									0.5				0.0		0.0
	Existing Stores Sales	-11.7	6.1	-3.4	-5.1									-3.8				-4.1		-4.1
Num. of Stores	Num. of Stores (month-end)	418	419	425	428									425				428		428
	Net Increase	3	1	6	3									10				13		13
	Openings	4	3	7	3									14				17		17
	Closures	1	2	1	0									4				4		4

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 December, sales across all of the company's eyewear stores in Japan fell -1.2% YoY; sales at existing stores fell -5.1% YoY.

Amid rising number of COVID-19 cases seen during the month, sales at suburban roadside stores held firm but city-center stores such as those in station buildings and fashion-focused commercial buildings have suffered a significant YoY drop in customer footfall. As a result, sales at existing stores finished down -5.1% YoY.

At the end of December, the number of eyewear stores in Japan was 428 (net increase of three stores).

■ EYEWEAR STORE OPENINGS AND CLOSURES

Store openings:

JINS LaLaport Shonan Hiratsuka (Kanagawa Prefecture), JINS Youme Town Yamaguchi (Yamaguchi Prefecture), JINS Youme Town Yatsushiro (Kumamoto 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