

March 5, 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 Stores Sales	-7.5	10.6	1.0	-1.2	-0.1	4.0							0.5	0.8			0.7		0.7
	Existing Stores Sales	-11.7	6.1	-3.4	-5.1	-4.1	0.9							-3.8	-2.9			-3.3		-3.3
Num. of Stores	Num. of Stores (month-end)	418	419	425	428	428	428							425	428			428		428
	Net Increase	3	1	6	3	0	0							10	3			13		13
	Openings	4	3	7	3	0	0							14	3			17		17
	Closures	1	2	1	0	0	0							4	0			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 February, sales across all of the company's eyewear stores in Japan rose +4.0% YoY; sales at existing stores rose +0.9% YoY.

Customer footfall during the month was adversely affected by the Japanese government's reintroduction of the state of emergency in January, mainly in metropolitan areas, following the surge in COVID-19 cases. Meanwhile, the newly improved anti-pollen, anti-droplet, and dryness-proof eyewear series, "JINS PROTECT," were received favorably. Other contributions came from the robust performance of high-end products, including the "JINS Pokémon Model" collection that continued to drive sales since January. As a result, sales at existing stores finished up +0.9% YoY.

At the end of February, the number of eyewear stores in Japan was 428 (same as previous month).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

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

(%)