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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, 2021 through Aug. 31, 2022 (% 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	-11.6																-11.6		-11.6
	Existing Store Sales	-14.2																-14.2		-14.2
Num. of Stores	Num. of Stores (month-end)	436																436		436
	Net Increase	2																2		2
	Openings	2																2		2
	Closures	0																0		0

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 September, sales across all of the company's eyewear stores in Japan fell -11.6% YoY; sales at existing stores fell -14.2% YoY.

Continuing from August, the state of emergency and other government measures aimed at preventing the spread of COVID-19, particularly in the city centers, remained in effect during the month. Since many people refrained from leaving their homes especially on weekends, customer footfall suffered a significant decline and sales at existing stores finished down -14.2% YoY as a result.

Versus September 2019, sales at existing stores were down -24.3%. In addition to the above factors, the sales decrease also reflected the absence of the rush demand seen two years ago, prior to the consumption tax hike in October 2019.

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

At the end of September, the number of eyewear stores in Japan was 436 (net increase of two stores).

## ■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Youme Town Omuta (Fukuoka Prefecture), JINS Hiyoshi Tokyu Avenue (Yokohama, Kanagawa 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 8/2018 to FY 8/2021 (% 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. 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
	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
Existing Store Sales	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
	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