

July 5, 2023

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**Monthly Sales Summary for fiscal year Sep. 1, 2022 through Aug. 31, 2023 (% 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	6.7	-0.7	5.4	-7.1	-0.8	10.2	3.3	6.2	6.2	11.4			3.7	-0.1	5.2		1.7	6.6	3.7
	Existing Store Sales	2.3	-3.1	2.0	-10.1	-3.6	8.1	1.8	3.6	3.1	9.4			0.3	-2.7	2.8		-1.3	4.3	1.0
Num. of Stores	Num. of Stores (month-end)	463	467	472	473	469	467	467	473	472	472			472	467	472		467	472	472
	Net Increase	-1	4	5	1	-4	-2	0	6	-1	0			8	-5	5		3	5	8
	Openings	1	4	5	2	0	2	1	7	2	2			10	4	10		14	12	26
	Closures	2	0	0	1	4	4	1	1	3	2			2	9	5		11	7	18

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 June, sales across all of the company's eyewear stores in Japan increased 11.4% YoY, and sales at existing stores were up 9.4% YoY.

During the month, sales of optional lenses, including color lenses, continued to hold firm as our store staff stepped up efforts to recommend them to customers. Also, "JINS × Snow Peak" series of eyeglasses and sunglasses designed in collaboration with the outdoor brand "Snow Peak" that also feature functions of "JINS Switch" (an eyewear that can easily switch between regular glasses and sunglasses) were launched on June 15 and drove overall sales. As a result, sales at existing stores grew 9.4% YoY.

At the end of June, the number of eyewear stores in Japan was 472 (same as previous month).

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Yodobashi Sendai (Sendai, Miyagi Prefecture), JINS Komatsu (Ishikawa Prefecture)

Store closures:

JINS Ginowan Convention City (Okinawa Prefecture), JINS Seibu Hanno PePe (Saitama Prefecture)

■Additional information

Directly operated eyewear stores in Japan—year-on-year sales growth

Monthly sales summary from FY 8/2019 to FY 8/2022 (% 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. 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
	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
Existing Store Sales	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
	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