

June 5, 2024

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May 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				9.7	12.6	12.6		11.2	12.6	11.6
	Existing Store Sales	9.4	12.1	2.3	11.4	5.4	14.5	9.9	5.5	13.7				7.8	10.0	9.8		8.9	9.8	9.2
Num. Of Stores	Num. of Stores (month-end)	474	478	481	484	485	483	486	491	490				481	483	490		483	490	490
	Net Increase	1	4	3	3	1	-2	3	5	-1				8	2	7		10	7	17
	Openings	1	4	3	3	1	0	3	5	0				8	4	8		12	8	20
	Closures	0	0	0	0	0	2	0	0	1				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 May, sales across all of the company's eyewear stores in Japan increased 15.7% YoY, and sales at existing stores were up 13.7% YoY.

Sales were driven by ongoing efforts to enhance sales activities targeting every customer visiting our stores and more customers purchasing optional lenses, including "JINS Goku-usu Lenses," double-sided aspherical lenses with the world's highest level of refractive index. Also contributing to sales growth were seasonal products such as sunglasses and the "JINS × Snow Peak" series of eyewear designed in collaboration with the outdoor brand "Snow Peak." The "JINS × Snow Peak" lineup includes models with features from "JINS Switch," an eyewear that can easily switch between regular glasses and sunglasses. As a result, sales at existing stores grew 13.7% YoY.

At the end of May, the number of eyewear stores in Japan was 490 (net decrease of one store).

■ Eyewear stores in Japan—openings and closures

Store openings:

There were no store openings.

Store closures:

JINS ecute Omiya (Saitama, Saitama Prefecture)

■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