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March 2025 Monthly Sales Summary for fiscal year Sep. 1, 2024 through Aug. 31, 2025 (% 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	24.9	15.0	21.4	28.4	20.6	17.7	21.7						20.3	22.2			21.3	21.7	21.3
	Existing Store Sales	22.7	13.0	18.2	24.4	17.0	15.3	18.5						17.9	18.9			18.4	18.5	18.4
Num. Of Stores	Num. of Stores (month-end)	500	504	508	509	509	509	515						508	509			509	515	515
	Net Increase	5	4	4	1	0	0	6						13	1			14	6	20
	Openings	5	4	4	1	0	0	9						13	1			14	9	23
	Closures	0	0	0	0	0	0	3						0	0			0	3	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 March, the company achieved a +21.7% year-over-year increase in total sales across all eyewear stores in Japan, with a +18.5% increase at existing stores.

Sales of high-priced lenses and frames were strong due to continuous promotional campaigns and new products. Sales were also driven by seasonal products such as anti-pollen and UV protection. As a result, same-store sales increased +18.5% year-on-year.

As of the end of March, the total number of eyewear stores in Japan was 515, representing a net increase of 6 stores.

■ Eyewear stores in Japan—openings and closures

Store openings:

JINS Kyoto Family (Kyoto, Kyoto Prefecture), JINS Oyama Amagaya (Tochigi Prefecture), JINS Keihan City Mall (Osaka, Osaka Prefecture), JINS York Park Koriyama (Fukushima Prefecture), JINS Aeon Style Sannou (Akita Prefecture), JINS Minamoa (Hiroshima, Hiroshima Prefecture), JINS Irohagura Park (Yamagata Prefecture), JINS Chichibu (Saitama Prefecture), RIM Aeon Mall Kofu Showa (Yamanashi Prefecture)

Store closures:

JINS Shinjuku Mylord (Shinjuku-ku, Tokyo), JINS Apita Shizuoka (Shizuoka, Shizuoka Prefecture), JINS Fullel Saginuma (Kawasaki, Kanagawa Prefecture)

■Additional information

Eyewear stores in Japan—year-on-year sales growth
 Monthly sales summary from FY 8/2021 to FY 8/2024 (% 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. 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
	Sep. 2023–Aug.2024	10.4	14.4	4.5	14.0	8.1	17.1	13.2	8.6	15.7	28.7	20.0	23.6	9.7	12.6	12.6	23.9	11.2	18.4	15.0
Existing Store Sales	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
	Sep. 2023–Aug.2024	9.4	12.1	2.3	11.4	5.4	14.5	9.9	5.5	13.7	27.1	17.2	20.5	7.8	10.0	9.8	21.3	8.9	15.7	12.6