

REGIS CORPORATION (NYSE: RGS)
System-Wide Location Counts

SYSTEM-WIDE LOCATIONS:

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Franchised salons (1)	5,563	5,209
Company-owned salons (1)	276	1,632
Ownership interest locations	78	82
Total, System-wide	<u>5,917</u>	<u>6,923</u>

SALON LOCATION SUMMARY

NORTH AMERICAN SALONS:

SMARTSTYLE/COST CUTTERS IN WALMART

	<u>June 30, 2021</u>	<u>June 30, 2020</u>
Franchised salons:		
Open at beginning of period	1,317	615
Salons constructed	—	4
Salons purchased from the Company	408	745
Salon openings	408	749
Conversions (2)	(3)	—
Franchise buybacks	—	(18)
Salons closed	(56)	(29)
Total Franchised salons	<u>1,666</u>	<u>1,317</u>
Company-owned salons:		
Open at beginning of period	751	1,550
Franchise buybacks	—	18
Salon openings	—	18
Salons sold to franchisees	(408)	(745)
Salons closed	(252)	(72)
Total Company-owned salons	<u>91</u>	<u>751</u>
Total, SmartStyle/Cost Cutters Salons in Walmart (1)	<u>1,757</u>	<u>2,068</u>

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SUPERCUTS

Franchised salons:

Open at beginning of period

Salons constructed

Salons purchased from the Company

Salon openings

Conversions (2)

Franchise buybacks

Salons closed

Total Franchised salons

	June 30, 2021	June 30, 2020
	2,508	2,340
	21	39
	129	185
	150	224
	2	55
	(1)	(9)
	(273)	(102)
	2,386	2,508

Company-owned salons:

Open at beginning of period

Salons constructed

Franchise buybacks

Relocations (2)

Salon openings

Conversions (2)

Salons sold to franchisees

Salons closed

Total Company-owned salons

Total, Supercuts Salons (1)

	210	403
	4	10
	1	9
	—	(1)
	5	18
	3	—
	(129)	(185)
	(54)	(26)
	35	210
	2,421	2,718

MASTERCUTS

Company-owned salons:

Open at beginning of period

Franchise buybacks

Salon openings

Salons sold to franchisees

Salons closed

Total Company-owned salons

Total, MasterCuts Salons (1)

	64	—
	—	81
	—	81
	(3)	—
	(50)	(17)
	11	64
	11	64

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PORTFOLIO BRANDS

Franchised salons:

Open at beginning of period

Salons constructed

Salons purchased from the Company

Relocations (2)

Salon openings

Conversions (2)

Salons closed

Total Franchised salons

	June 30, 2021	June 30, 2020
	1,217	766
	10	5
	211	545
	—	(1)
	221	549
	1	(55)
	(82)	(43)
	1,357	1,217

Company-owned salons:

Open at beginning of period

Salons constructed

Salon openings

Conversions (2)

Salons sold to franchisees

Salons closed

Total Company-owned salons

Total, Portfolio Brands Salons (1)

	505	1,155
	—	6
	—	6
	(3)	—
	(205)	(545)
	(190)	(111)
	107	505
	1,464	1,722

REGIS

Company-owned salons:

Open at beginning of period

Franchise buybacks

Salon openings

Salons sold to franchisees

Salons closed

Total Company-owned salons

Total, Regis Salons (1)

	102	—
	—	126
	—	126
	(3)	—
	(67)	(24)
	32	102
	32	102

Total, North American Salons (3)

	5,685	6,674
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INTERNATIONAL SALONS (3):

Franchised salons:

Open at beginning of period

Salons constructed

Salon openings

Salons closed

Total Franchised salons

Total, International Salons (1)

	167	230
	1	—
	1	—
	(14)	(63)
	154	167
	154	167

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TOTAL SYSTEM-WIDE SALONS:

	June 30, 2021	June 30, 2020
Franchised salons:		
Open at beginning of period	5,209	3,951
Salons constructed	32	48
Salons purchased from the Company	748	1,475
Relocations (2)	—	(1)
Salon openings	780	1,522
Franchise buybacks	(1)	(27)
Salons closed	(425)	(237)
Total Franchised salons	5,563	5,209
Company-owned salons:		
Open at beginning of period	1,632	3,108
Salons constructed	4	16
Franchise buybacks	1	234
Relocations (2)	—	(1)
Salon openings	5	249
Salons sold to franchisees	(748)	(1,475)
Salons closed	(613)	(250)
Total Company-owned salons	276	1,632
Total Salons (1)	5,839	6,841
Ownership interest locations	78	82
Grand Total, System-wide	5,917	6,923

- (1) The Franchise operating segment is comprised primarily of Supercuts®, SmartStyle®, Cost Cutters®, First Choice Haircutters® and Roosters® concepts. The Company-owned operating segment is comprised primarily of SmartStyle®, Supercuts®, Cost Cutters®, and other regional trade names.
- (2) Relocations represent a transfer of location by the same salon concept. Conversions represent the transfer of one salon concept to another concept.
- (3) Canadian and Puerto Rican salons are included in the North American salon totals.

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