

REGIS CORPORATION
System-Wide Location Counts

SYSTEM-WIDE LOCATIONS:

	March 31, 2021	June 30, 2020
Franchised salons (1)	5,317	5,209
Company-owned salons (1)	826	1,632
Ownership interest locations	78	82
Total, System-wide	<u>6,221</u>	<u>6,923</u>

SALON LOCATION SUMMARY

NORTH AMERICAN SALONS:

SMARTSTYLE/COST CUTTERS IN WALMART

Franchised salons:

Open at beginning of period	1,317	615
Salons constructed	—	4
Salons purchased from the Company	294	745
Salon openings	<u>294</u>	<u>749</u>
Franchise buybacks	—	(18)
Salons closed	<u>(42)</u>	<u>(29)</u>
Total Franchised salons	<u>1,569</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	(294)	(745)
Salons closed	<u>(84)</u>	<u>(72)</u>
Total Company-owned salons	<u>373</u>	<u>751</u>
Total, SmartStyle/Cost Cutters in Walmart Salons (1)	<u>1,942</u>	<u>2,068</u>

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SUPERCUTS

	March 31, 2021	June 30, 2020
Franchised salons:		
Open at beginning of period	2,508	2,340
Salons constructed	19	39
Salons purchased from the Company	43	185
Salon openings	62	224
Conversions (3)	2	55
Franchise buybacks	(1)	(9)
Salons closed	(214)	(102)
Total Franchised salons	2,357	2,508
Company-owned salons:		
Open at beginning of period	210	403
Salons constructed	4	10
Franchise buybacks	1	9
Less relocations (3)	—	(1)
Salon openings	5	18
Conversions (3)	3	—
Salons sold to franchisees	(43)	(185)
Salons closed	(51)	(26)
Total Company-owned salons	124	210
Total, Supercuts Salons (1)	2,481	2,718

MASTERCUTS

Company-owned salons:		
Open at beginning of period	64	—
Franchise buybacks	—	81
Salon openings	—	81
Salons closed	(43)	(17)
Total, Company-owned salons	21	64
Total, MasterCuts Salons (1)	21	64

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PORTFOLIO BRANDS

Franchised salons:

	March 31, 2021	June 30, 2020
Open at beginning of period	1,217	766
Salons constructed	7	5
Salons purchased from the Company	71	545
Less relocations (3)	—	(1)
Salon openings	78	549
Conversions (3)	(2)	(55)
Salons closed	(60)	(43)
Total Franchised salons	1,233	1,217

Company-owned salons:

Open at beginning of period	505	1,155
Salons constructed	—	6
Salon openings	—	6
Conversions (3)	(3)	—
Salons sold to franchisees	(71)	(545)
Salons closed	(164)	(111)
Total Company-owned salons	267	505
Total, Portfolio Brands Salons (1)	1,500	1,722

REGIS

Company-owned salons:

Open at beginning of period	102	—
Franchise buybacks	—	126
Salon openings	—	126
Salons closed	(61)	(24)
Total Company-owned salons	41	102
Total, Regis Salons (1)	41	102
Total, North American Salons (2)	5,985	6,674

INTERNATIONAL SALONS (2):

Franchised salons:

Open at beginning of period	167	230
Salons constructed	1	—
Salon openings	1	—
Salons closed	(10)	(63)
Total Franchised salons	158	167
Total, International Salons (1)	158	167

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TOTAL SYSTEM-WIDE SALONS:

	March 31, 2021	June 30, 2020
Franchised salons:		
Open at beginning of period	5,209	3,951
Salons constructed	27	48
Salons purchased from the Company	408	1,475
Less relocations (3)	—	(1)
Salon openings	435	1,522
Franchise buybacks	(1)	(27)
Salons closed	(326)	(237)
Total Franchised salons	5,317	5,209
Company-owned salons:		
Open at beginning of period	1,632	3,108
Salons constructed	4	16
Franchise buybacks	1	234
Less relocations (3)	—	(1)
Salon openings	5	249
Salons sold to franchisees	(408)	(1,475)
Salons closed	(403)	(250)
Total Company-owned salons	826	1,632
Total Salons	6,143	6,841
Ownership interest locations	78	82
Grand Total, System-wide	6,221	6,923

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

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