## Consolidated Financial Results

## for the First Quarter of FY 2011

(from March 1,2010 to May 31,2010)
Izumi Co.,Ltd.


|  | Feb 28, 2010 <br> (End of FY2010) | May 31, 2010 <br> (End of 1Q/FY2011) |
| :--- | :---: | :---: |
| Total Assets | 388,277 | 383,173 |
| Net Assets | 123,745 | 125,107 |
| Owners' Equity Ratio | $30.1 \%$ | $30.2 \%$ |
| Net Assets per Share | $¥ 1,228.70$ | $¥ 1,213.37$ |

Dividends

|  | FY2010 | FY2011(forecast) |
| :---: | :---: | :---: |
| $1 Q$ | - | - |
| $2 Q$ | $\not \approx 8.00$ | $\neq 8.00$ |
| $3 Q$ | - | - |
| $4 Q$ | $¥ 8.00$ | $\neq 8.00$ |
| Annual | $¥ 16.00$ | $¥ 16.00$ |


|  | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | May 31,2010 | February 28,2010 |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 12,279 | 15,490 |
| Notes and accounts receivable-trade | 18,627 | 17,531 |
| Merchandise and finished goods | 23,144 | 23,181 |
| Work in process | 51 | 69 |
| Raw materials and supplies | 289 | 288 |
| Other | 18,518 | 19,079 |
| Allowance for doubtful accounts | $\triangle 944$ | $\triangle 930$ |
| Total current assets | 71,966 | 74,711 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 140,984 | 143,237 |
| Land | 119,158 | 119,265 |
| Other, net | 11,494 | 10,938 |
| Total property, plant and equipment | 271,638 | 273,441 |
| Intangible assets | 7,476 | 7,654 |
| Investments and other assets |  |  |
| Other | 32,934 | 33,293 |
| Allowance for doubtful accounts | $\triangle 841$ | $\triangle 822$ |
| Total investments and other assets | 32,093 | 32,470 |
| Total noncurrent assets | 311,207 | 313,565 |
| Total assets | 383,173 | 388,277 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 20,835 | 30,328 |
| Short-term loans payable | 39,035 | 21,080 |
| Current portion of long-term loans payable | 22,059 | 20,724 |
| Income taxes payable | 2,357 | 6,100 |
| Provision for bonuses | 2,759 | 1,588 |
| Provision for directors' bonuses | 1 | 12 |
| Provision for point card certificates | 1,095 | 1,067 |
| Provision for loss on recollection of gift certificates | 53 | 53 |
| Other | 16,373 | 23,616 |
| Total current liabilities | 104,569 | 104,572 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 118,587 | 124,253 |
| Provision for retirement benefits | 5,582 | 5,487 |
| Provision for directors' retirement benefits | 797 | 1,163 |
| Provision for loss on interest repayment | 661 | 692 |
| Other | 27,867 | 28,363 |
| Total noncurrent liabilities | 153,497 | 159,959 |
| Total liabilities | 258,066 | 264,531 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 19,613 | 19,613 |
| Capital surplus | 22,098 | 22,419 |
| Retained earnings | 89,760 | 107,288 |
| Treasury stock | $\triangle 16,261$ | $\triangle 32,705$ |
| Total shareholders' equity | 115,210 | 116,616 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 630 | 694 |
| Foreign currency translation adjustment | $\triangle 241$ | $\triangle 251$ |
| Total valuation and translation adjustments | 388 | 443 |
| Minority interests | 9,508 | 6,685 |
| Total net assets | 125,107 | 123,745 |
| Total liabilities and net assets | 383,173 | 388,277 |

CONSOLIDATED STATEMENTS OF INCOME

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | 2009.1Q | 2010.1Q |
|  | Three Months (March 1,2009May 31,2009 ) | Three Months (March 1,2010May 31,2010 ) |
| Net sales | 115,228 | 115,565 |
| Cost of sales | 90,130 | 91,184 |
| Gross profit | 25,097 | 24,381 |
| Operating revenue | 5,912 | 5,814 |
| Operating gross profit | 31,010 | 30,195 |
| Selling, general and administrative expenses | 25,357 | 25,290 |
| Operating income | 5,652 | 4,905 |
| Non-operating income |  |  |
| Interest income | 70 | 52 |
| Purchase discounts | 110 | 101 |
| Other | 443 | 406 |
| Total non-operating income | 625 | 559 |
| Non-operating expenses |  |  |
| Interest expenses | 550 | 565 |
| Other | 193 | 233 |
| Total non-operating expenses | 743 | 799 |
| Ordinary income | 5,534 | 4,665 |
| Extraordinary income |  |  |
| Reversal of provision for directors' retirement benefits | 127 | 103 |
| Gain on sales of securities | - | 2,546 |
| Other | 30 | 13 |
| Total extraordinary income | 157 | 2,663 |
| Extraordinary loss |  |  |
| Loss on sales of noncurrent assets | - | 53 |
| Impairment loss | 545 | 46 |
| Other | 96 | 55 |
| Total extraordinary losses | 642 | 155 |
| Income before income taxes and minority interests | 5,048 | 7,174 |
| Income taxes-current | 2,670 | 2,308 |
| Income taxes-deferred | $\triangle 538$ | 111 |
| Total income taxes | 2,132 | 2,419 |
| Minority interests in income | 127 | 2,743 |
| Net income | 2,788 | 2,011 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | 2009.1Q <br> Three Months <br> (March 1,2009- <br> May 31,2009 ) | 2010.1Q <br> Three Months (March 1,2010May 31,2010) |
| Net cash provided by (used in) operating activities |  |  |
| Income before income taxes and minority interests | 5,048 | 7,174 |
| Depreciation and amortization | 3,580 | 3,550 |
| Impairment loss | 545 | 46 |
| Increase (decrease) in allowance for doubtful accounts | 1 | 31 |
| Interest and dividends income | $\triangle 100$ | $\triangle 78$ |
| Interest expenses | 550 | 565 |
| Loss (gain) on sales and valuation of investment securities | $\triangle 149$ | - |
| Loss (gain) on valuation of investment securities | - | 87 |
| Loss (gain) on sales of securities | - | $\triangle 2,546$ |
| Equity in (earnings) losses of affiliates | $\triangle 77$ | $\triangle 13$ |
| Loss (gain) on sales of property, plant and equipment | $\triangle 0$ | - |
| Loss (gain) on sales of noncurrent assets | - | 53 |
| Loss on retirement of property, plant and equipment | 87 | - |
| Loss on retirement of noncurrent assets | - | 7 |
| Decrease (increase) in notes and accounts receivable-trade | $\triangle 1,530$ | $\triangle 1,095$ |
| Decrease (increase) in inventories | 322 | 54 |
| Increase (decrease) in notes and accounts payable-trade | 2,341 | $\triangle 9,492$ |
| Other, net | 2,502 | $\triangle 2,749$ |
| Subtotal | 13,124 | $\triangle 4,403$ |
| Interest and dividends income received | 94 | 78 |
| Interest expenses paid | $\triangle 419$ | $\triangle 587$ |
| Income taxes (paid) refund | $\triangle 762$ | $\triangle 6,051$ |
| Net cash provided by (used in) operating activities | 12,037 | $\triangle 10,964$ |
| Net cash provided by (used in) investing activities |  |  |
| Purchase of property, plant and equipment | -6,114 | -5,331 |
| Proceeds from sales of property, plant and equipment | 0 | 77 |
| Purchase of intangible assets | $\triangle 95$ | $\triangle 84$ |
| Purchase of investment securities | $\triangle 8$ | $\triangle 0$ |
| Proceeds from sales of investment securities | 105 | - |
| Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation | 12 | - |
| Other, net | 26 | 381 |
| Net cash provided by (used in) investing activities | 46,072 | $\triangle 4,959$ |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 6,939 | 17,955 |
| Proceeds from long-term loans payable | 2,550 | - |
| Repayment of long-term loans payable | $\triangle 2,372$ | $\triangle 4,332$ |
| Purchase of treasury stock | $\triangle 0$ | $\triangle 0$ |
| Cash dividends paid | $\triangle 762$ | $\triangle 762$ |
| Cash dividends paid to minority shareholders | $\triangle 20$ | $\triangle 20$ |
| Other, net | $\triangle 125$ | $\triangle 129$ |
| Net cash provided by (used in) financing activities | 6,209 | 12,711 |
| Effect of exchange rate change on cash and cash equivalents | $\triangle 1$ | 0 |
| Net increase (decrease) in cash and cash equivalents | 12,171 | $\triangle 3,211$ |
| Cash and cash equivalents at beginning of period | 9,751 | 15,490 |
| Cash and cash equivalents at end of period | 21,922 | 12,279 |

