## Consolidated Financial Results

## for the First Quarter of FY 2012

(from March 1,2011 to May 31,2011)
Izumi Co.,Ltd.
(Millions of yen)

|  | 1Q of FY 2011 <br> (2010.3.1~2010.5.31) |  | 1Q of FY 2012 (2011.3.1~2011.5.31) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | YOY |  | YOY |
| Revenues | 121,379 | 0.2\% | 123,822 | 2.0\% |
| Operating Income | 4,905 | -13.2\% | 5,885 | 20.0\% |
| Ordinary Income | 4,665 | -15.7\% | 5,688 | 21.9\% |
| Net Income | 2,011 | -27.9\% | 1,918 | -4.6\% |
| Net Income per Share | $¥ 21.12$ |  | $¥ 20.14$ |  |


|  | Feb 28, 2011 <br> (End of FY2011) | May 31, 2011 <br> (End of 1Q/FY2012) |
| :--- | :---: | :---: |
| Total Assets | 368,584 | 371,065 |
| Net Assets | 132,513 | 133,595 |
| Owners' Equity Ratio | $33.2 \%$ | $32.6 \%$ |
| Net Assets per Share | $¥ 1,286.20$ | $\neq 1,269.86$ |

Dividends

|  | FY2011 | FY2012(forecast) |
| :---: | :---: | :---: |
| $1 Q$ | - | - |
| $2 Q$ | $\nexists 8.00$ | $\neq 8.00$ |
| $3 Q$ | - | - |
| $4 Q$ | $¥ 8.00$ | $\neq 8.00$ |
| Annual | $¥ 16.00$ | $\neq 16.00$ |


| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 10,384 | 12,316 |
| Notes and accounts receivable-trade | 20,545 | 18,456 |
| Merchandise and finished goods | 21,686 | 20,726 |
| Work in process | 14 | 68 |
| Raw materials and supplies | 264 | 273 |
| Other | 13,850 | 15,642 |
| Allowance for doubtful accounts | $\triangle 995$ | $\triangle 940$ |
| Total current assets | 65,750 | 66,542 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 136,615 | 134,771 |
| Land | 119,046 | 119,080 |
| Other, net | 10,408 | 9,446 |
| Total property, plant and equipment | 266,071 | 263,297 |
| Intangible assets | 7,147 | 7,178 |
| Investments and other assets |  |  |
| Other | 32,883 | 32,347 |
| Allowance for doubtful accounts | $\triangle 786$ | $\triangle 781$ |
| Total investments and other assets | 32,096 | 31,565 |
| Total noncurrent assets | 305,315 | 302,041 |
| Total assets | 371,065 | 368,584 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 22,362 | 20,773 |
| Short-term loans payable | 38,475 | 35,890 |
| Current portion of long-term loans payable | 21,487 | 22,178 |
| Income taxes payable | 2,089 | 5,180 |
| Provision for bonuses | 2,634 | 1,525 |
| Provision for directors' bonuses | 1 | 23 |
| Provision for point card certificates | 1,227 | 1,209 |
| Provision for loss on recollection of gift certificates | 54 | 54 |
| Other | 11,468 | 12,846 |
| Total current liabilities | 99,800 | 99,682 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 98,599 | 102,675 |
| Provision for retirement benefits | 5,886 | 5,836 |
| Provision for directors' retirement benefits | 840 | 830 |
| Provision for loss on interest repayment | 526 | 565 |
| Asset retirement obligations | 5,746 | - |
| Other | 26,070 | 26,481 |
| Total noncurrent liabilities | 137,670 | 136,389 |
| Total liabilities | 237,470 | 236,071 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 19,613 | 19,613 |
| Capital surplus | 22,282 | 22,282 |
| Retained earnings | 79,121 | 96,743 |
| Treasury stock | $\triangle 2$ | $\triangle 16,262$ |
| Total shareholders' equity | 121,014 | 122,377 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 282 | 472 |
| Foreign currency translation adjustment | $\triangle 317$ | $\triangle 312$ |
| Total valuation and translation adjustments | $\triangle 34$ | 159 |
| Minority interests | 12,615 | 9,976 |
| Total net assets | 133,595 | 132,513 |
| Total liabilities and net assets | 371,065 | 368,584 |

## CONSOLIDATED STATEMENTS OF INCOME

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | 1Q of FY 2011 | 1Q of FY 2012 |
|  | Three Months (March 1,2010May 31,2010 ) | Three Months (March 1,2011May 31,2011) |
| Net sales | 115,565 | 117,973 |
| Cost of sales | 91,184 | 92,387 |
| Gross profit | 24,381 | 25,586 |
| Operating revenue | 5,814 | 5,849 |
| Operating gross profit | 30,195 | 31,435 |
| Selling, general and administrative expenses | 25,290 | 25,550 |
| Operating income | 4,905 | 5,885 |
| Non-operating income |  |  |
| Interest income | 52 | 56 |
| Purchase discounts | 101 | 99 |
| Other | 406 | 368,584 |
| Total non-operating income | 559 | 363 |
| Non-operating expenses |  |  |
| Interest expenses | 565 | 493 |
| Other | 233 | 67 |
| Total non-operating expenses | 799 | 561 |
| Ordinary income | 4,665 | 5,688 |
| Extraordinary income |  |  |
| Reversal of provision for directors' retirement benefits | 103 | - |
| Gain on sales of securities | 2,546 | 2,518 |
| Other | 13 | 22 |
| Total extraordinary income | 2,663 | 2,540 |
| Extraordinary loss |  |  |
| Loss on sales of noncurrent assets | 53 | 0 |
| Impairment loss | 46 | - |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | - | 1,844 |
| Other | 55 | 160 |
| Total extraordinary losses | 155 | 2,005 |
| Income before income taxes and minority interests | 7,174 | 6,223 |
| Income taxes-current | 2,308 | 2,024 |
| Income taxes-deferred | 111 | $\triangle 388$ |
| Total income taxes | 2,419 | 1,635 |
| Income before minority interests | - | 4,588 |
| Minority interests in income | 2,743 | 2,669 |
| Net income | 2,011 | 1,918 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | 1Q of FY 2011 | 1Q of FY 2012 |
| Three Months | Three Months |  |
|  | (March 1,2010- | (March 1,2011- |
|  | May 31,2010) | May 31,2011) |


| Net cash provided by (used in) operating activities |  |  |
| :--- | ---: | ---: |
| Income before income taxes and minority interests | 7,174 | 6,223 |
| Depreciation and amortization | 3,550 | 3,304 |
| Impairment loss | 46 | - |
| Loss on adjustment for changes of accounting standard for asset r $\epsilon$ | - | 1,844 |
| Increase (decrease) in allowance for doubtful accounts | $\Delta 78$ | 59 |
| Interest and dividends income | 565 | $\Delta 84$ |
| Interest expenses | 87 | 493 |
| Loss (gain) on valuation of investment securities | $\Delta 2,546$ | - |
| Loss (gain) on sales of securities |  | $\Delta 2,518$ |


| Equity in (earnings) losses of affiliates | $\triangle 13$ | $\triangle 12$ |
| :---: | :---: | :---: |
| Loss (gain) on sales of noncurrent assets | 53 | 368584 |
| Loss on retirement of noncurrent assets | 7 | 103 |
| Decrease (increase) in notes and accounts receivable-trade | $\triangle 1,095$ | $\triangle 2,088$ |
| Decrease (increase) in inventories | 54 | $\triangle 898$ |
| Increase (decrease) in notes and accounts payable-trade | $\triangle 9,492$ | 1,589 |
| Other, net | $\triangle 2,749$ | 1,123 |
| Subtotal | $\triangle 4,403$ | 9,139 |
| Interest and dividends income received | 78 | 78 |
| Interest expenses paid | $\triangle 587$ | $\triangle 400$ |
| Income taxes (paid) refund | $\triangle 6,051$ | $\triangle 5,034$ |
| Net cash provided by (used in) operating activities | $\triangle 10,964$ | 3,783 |
| Net cash provided by (used in) investing activities |  |  |
| Purchase of property, plant and equipment | $\triangle 5,331$ | $\triangle 3,010$ |
| Proceeds from sales of property, plant and equipment | 77 | 0 |
| Purchase of intangible assets | $\triangle 84$ | $\triangle 143$ |
| Purchase of investment securities | $\triangle 0$ | $\triangle 0$ |
| Decrease (increase) in short-term loans receivable | - | 590 |
| Other, net | 381 | $\triangle 57$ |
| Net cash provided by (used in) investing activities | $\triangle 4,959$ | $\triangle 2,621$ |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 17,955 | 2,585 |
| Proceeds from long-term loans payable | - | 900 |
| Repayment of long-term loans payable | $\triangle 4,332$ | $\triangle 5,666$ |
| 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 | $\triangle 129$ | $\triangle 129$ |
| Net cash provided by (used in) financing activities | 12,711 | $\triangle 3,093$ |
| Effect of exchange rate change on cash and cash equivalents | 0 | $\triangle 0$ |
| Net increase (decrease) in cash and cash equivalents | $\triangle 3,211$ | $\triangle 1,931$ |
| Cash and cash equivalents at beginning of period | 15,490 | 12,316 |
| Cash and cash equivalents at end of period | 12,279 | 10,384 |

