

**Support Documentation about the Consolidated Financial Results  
for the Third Quarter of FY2014**

**Izumi Co., Ltd.**

(Stock code: 8273)

**1. Consolidated: Comparative Statements of Income**

(Unit: millions of yen)

	FY2013		FY2014		
	3Q (March - November)	% of sales	3Q (March -November)	% of sales	YOY
Operating revenue	404,788	-	423,117	-	104.5%
Net sales	385,524	100.0%	403,086	100.0%	104.6%
Gross profit	82,013	21.3%	85,576	21.2%	104.3%
Operating revenue	19,263	5.0%	20,031	5.0%	104.0%
Operating gross profit	101,277	26.3%	105,608	26.2%	104.3%
Selling, general and administrative expenses	80,968	21.0%	85,028	21.1%	105.0%
Personnel expenses	33,994	8.8%	35,764	8.9%	105.2%
Depreciation and amortization	9,059	2.3%	9,252	2.3%	102.1%
Rental expenses	6,927	1.8%	6,964	1.7%	100.5%
Utilities expenses	4,873	1.3%	5,229	1.3%	107.3%
Other	26,114	6.8%	27,817	6.9%	106.5%
Operating income	20,308	5.3%	20,579	5.1%	101.3%
Non-operating income	983	0.3%	1,206	0.3%	122.6%
Non-operating expenses	1,552	0.4%	1,465	0.4%	94.4%
Ordinary income	19,739	5.1%	20,320	5.0%	102.9%
Extraordinary income	794	0.2%	22	0.0%	2.9%
Extraordinary losses	2,121	0.6%	330	0.1%	15.6%
Income before income taxes and minority interests	18,412	4.8%	20,012	5.0%	108.7%
Total income taxes	6,376	1.7%	7,437	1.8%	116.6%
Minority interests in income	128	0.0%	177	0.0%	138.4%
Quarterly net income	11,907	3.1%	12,397	3.1%	104.1%

**(Profit and loss by segment)**

(Unit: millions of yen)

		3Q / FY2013		3Q / FY2014	
			YOY		YOY
Operating revenue	Retail operations	403,930	105.0%	424,752	105.2%
	Retail-peripheral operations	24,665	105.2%	23,473	95.2%
	Other	3,740	102.9%	3,637	97.2%
	Adjustment	-27,548	-	-28,745	-
	Total	404,788	104.3%	423,117	104.5%
Operating income	Retail operations	17,045	106.9%	17,196	100.9%
	Retail-peripheral operations	2,828	112.3%	2,997	105.9%
	Other	442	67.2%	550	124.3%
	Adjustment	-9	-	-164	-
	Total	20,308	106.2%	20,579	101.3%

**(By quarter: Change in consolidated operating income)**

(Unit: millions of yen)

	FY2013		FY2014	
		YOY		YOY
1Q (March - May)	7,184	113.1%	6,709	93.4%
2Q (June - August)	7,451	111.4%	7,060	94.8%
First half total (March - August)	14,635	112.3%	13,770	94.1%
3Q (September - November )	5,672	93.2%	6,808	120.0%
Three quarters total (March - November )	20,308	106.2%	20,579	101.3%
4Q (December - February)	8,792	99.6%	-	
Annual total (March - February)	29,100	104.1%	31,100 (forecast)	106.9%

**2. Non-consolidated: Profit and loss situation**

(Unit: millions of yen)

	FY2013		FY2014		
	3Q (March - November)		3Q (March - November)		YOY
		% of sales		% of sales	
Operating revenue	388,059	-	406,062	-	104.6%
Operating income	16,975	4.6%	17,005	4.4%	100.2%
Ordinary income	16,245	4.4%	16,368	4.2%	100.8%
Quarterly net income	10,517	2.8%	9,859	2.6%	93.7%

**(Other)**

		3Q / FY2013 (March - November)	3Q / FY2014 (March - November)
Sales of existing stores (YOY)	Clothing	100.6%	99.1%
	Household goods	101.8%	100.4%
	Foods	104.1%	102.6%
	Directly managed stores total	102.8%	101.4%
	Tenants	103.4%	102.9%
	Total	103.1%	102.0%
	Number of customers	100.9%	97.8%
	Average customer spend	102.0%	103.7%
	Average spend per item	100.4%	103.4%
	Number of purchases	101.6%	100.3%
Number of stores at the end of the period		100 stores	104 stores