

**Support Documentation about the Consolidated Financial Results  
for the Third Quarter of FY2015**

**Izumi Co., Ltd.**

(Stock code: 8273)

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

(Unit: millions of yen)

	FY2014		FY2015		
	3Q (March - November)	% of sales	3Q (March - November)	% of sales	YOY
Operating revenue	423,117	-	465,234	-	110.0%
Net sales	403,086	100.0%	443,874	100.0%	110.1%
Gross profit	85,576	21.2%	94,507	21.3%	110.4%
Operating revenue	20,031	5.0%	21,359	4.8%	106.6%
Operating gross profit	105,608	26.2%	115,867	26.1%	109.7%
Selling, general and administrative expenses	85,028	21.1%	94,166	21.2%	110.7%
Personnel expenses	35,764	8.9%	40,036	9.0%	111.9%
Depreciation and amortization	9,252	2.3%	10,331	2.3%	111.7%
Rental expenses	6,964	1.7%	7,350	1.7%	105.5%
Utilities expenses	5,229	1.3%	5,414	1.2%	103.5%
Other	27,817	6.9%	31,033	7.0%	111.6%
Operating income	20,579	5.1%	21,701	4.9%	105.5%
Non-operating income	1,206	0.3%	1,004	0.2%	83.3%
Non-operating expenses	1,465	0.4%	1,501	0.3%	102.5%
Ordinary income	20,320	5.0%	21,204	4.8%	104.3%
Extraordinary income	22	0.0%	1,333	0.3%	5884.4%
Extraordinary losses	330	0.1%	394	0.1%	119.2%
Income before income taxes and minority interests	20,012	5.0%	22,143	5.0%	110.6%
Total income taxes	7,437	1.8%	8,798	2.0%	118.3%
Minority interests in income	177	0.0%	-142	0.0%	-80.3%
Quarterly net income	12,397	3.1%	13,487	3.0%	108.8%

**(Profit and loss by segment)**

(Unit: millions of yen)

		3Q / FY2014		3Q / FY2015	
			YOY		YOY
Operating revenue	Retail operations	406,576	-	450,122	110.7%
	Retail-peripheral operations	36,357	-	48,179	132.5%
	Other	3,637	-	3,680	101.2%
	Adjustment	-23,453	-	-36,747	-
	Total	423,117	-	465,234	110.0%
Operating income	Retail operations	17,145	-	18,470	107.7%
	Retail-peripheral operations	3,048	-	2,944	96.6%
	Other	550	-	533	96.9%
	Adjustment	-164	-	-247	-
	Total	20,579	-	21,701	105.5%

\* Since reporting segments have been partially revised as of 1Q FY2015, year-on-year amounts and ratios for 3Q FY2014 have been recalculated based on the segment classifications used in 3Q FY2015.

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

(Unit: millions of yen)

	FY2014		FY2015	
		YOY		YOY
1Q (March - May)	6,709	93.4%	8,089	120.6%
2Q (June - August)	7,060	94.8%	6,672	94.5%
First half total (March - August)	13,770	94.1%	14,761	107.2%
3Q (September - November )	6,808	120.0%	6,939	101.9%
Three quarters total (March - November )	20,579	101.3%	21,701	105.5%
4Q (December - February)	9,750	110.9%	-	
Annual total (March - February)	30,330	104.2%	33,300 (forecast)	109.8%

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

(Unit: millions of yen)

	FY2014		FY2015		
	3Q (March - November)		3Q (March - November)		
		% of sales		% of sales	YOY
Operating revenue	406,062	-	442,195	-	108.9%
Operating income	17,005	4.4%	18,430	4.4%	108.4%
Ordinary income	16,368	4.2%	17,853	4.2%	109.1%
Quarterly net income	9,859	2.6%	11,646	2.8%	118.1%

**(Other)**

		3Q / FY2014 (March - November)	3Q / FY2015 (March - November)
Sales of existing stores (YOY)	Clothing	99.1%	100.5%
	Household goods	100.4%	100.5%
	Foods	102.6%	103.1%
	Directly managed stores total	101.4%	102.1%
	Tenants	102.9%	100.5%
	Total	102.0%	101.5%
	Number of customers	97.8%	99.1%
	Average customer spend	103.7%	103.1%
	Average spend per item	103.4%	103.4%
	Number of purchases	100.3%	99.7%
Number of stores at the end of the period		104 stores	104 stores