## Support Documentation about the Consolidated Financial Results for the First Quarter of FY2016

Izumi Co., Ltd.

(Stock code: 8273)

1. Consolidated: Comparative Statements of Income
(Unit: millions of yen)

|  | FY20151Q (March - May) |  | FY20161Q (March - May) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of sales |  | \% of sales | YOY |
| Operating revenue | 151,590 | - | 171,672 | - | 113.2\% |
| Net sales | 144,753 | 100.0\% | 163,851 | 100.0\% | 113.2\% |
| Gross profit | 30,862 | 21.3\% | 35,280 | 21.5\% | 114.3\% |
| Operating revenue | 6,836 | 4.7\% | 7,821 | 4.8\% | 114.4\% |
| Operating gross profit | 37,698 | 26.0\% | 43,101 | 26.3\% | 114.3\% |
| Selling, general and administrative expenses | 29,609 | 20.5\% | 35,322 | 21.6\% | 119.3\% |
| Personnel expenses | 13,123 | 9.1\% | 14,906 | 9.1\% | 113.6\% |
| Depreciation | 3,095 | 2.1\% | 3,592 | 2.2\% | 116.0\% |
| Rental expenses | 2,485 | 1.7\% | 2,975 | 1.8\% | 119.7\% |
| Utilities expenses | 1,684 | 1.2\% | 1,759 | 1.1\% | 104.4\% |
| Other | 9,219 | 6.4\% | 12,089 | 7.4\% | 131.1\% |
| Operating income | 8,089 | 5.6\% | 7,778 | 4.7\% | 96.2\% |
| Non-operating income | 351 | 0.2\% | 464 | 0.3\% | 132.0\% |
| Non-operating expenses | 476 | 0.3\% | 520 | 0.3\% | 109.4\% |
| Ordinary income | 7,964 | 5.5\% | 7,722 | 4.7\% | 97.0\% |
| Extraordinary income | 22 | 0.0\% | 245 | 0.1\% | 1087.4\% |
| Extraordinary losses | 218 | 0.2\% | 1,233 | 0.8\% | 565.1\% |
| Profit before income taxes | 7,769 | 5.4\% | 6,734 | 4.1\% | 86.7\% |
| Total income taxes | 3,363 | 2.3\% | 2,623 | 1.6\% | 78.0\% |
| Profit attributable to noncontrolling interests | -38 | 0.0\% | 132 | 0.1\% | - |
| Quarterly profit attributable to owners of parent | 4,443 | 3.1\% | 3,978 | 2.4\% | 89.5\% |

(Profit and loss by segment)
(Unit: millions of yen)

|  |  | 1Q / FY2015 |  | 1Q / FY2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY |  | YOY |
| Operating revenue | Retail operations | 146,544 | 108.3\% | 166,698 | 113.8\% |
|  | Retail-peripheral operations | 14,464 | 125.2\% | 20,905 | 144.5\% |
|  | Other | 1,183 | 95.6\% | 1,259 | 106.4\% |
|  | Adjustment | -10,602 | - | -17,190 | - |
|  | Total | 151,590 | 107.9\% | 171,672 | 113.2\% |
| Operating income | Retail operations | 7,109 | 127.7\% | 6,610 | 93.0\% |
|  | Retail-peripheral operations | 777 | 79.5\% | 900 | 115.9\% |
|  | Other | 185 | 134.7\% | 265 | 143.4\% |
|  | Adjustment | 16 | - | 1 | - |
|  | Total | 8,089 | 120.6\% | 7,778 | 96.2\% |

(By quarter: Change in consolidated operating income)
(Unit: millions of yen)

|  | FY2015 |  | FY2016 |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | YOY |  | YOY |
| 1Q (March - May) | 8,089 | 120.6\% | 7,778 | 96.2\% |
| 2Q (June - August) | 6,672 | 94.5\% | - |  |
| First half total (March - August) | 14,761 | 107.2\% | 16,600 (forecast) | 112.5\% |
| 3Q (September - November ) | 6,939 | 101.9\% | - |  |
| Three quarters total (March - November ) | 21,701 | 105.5\% |  |  |
| 4Q (December - February) | 10,211 | 104.7\% | - |  |
| Annual total (March - February) | 31,912 | 105.2\% | 34,700 (forecast) | 108.7\% |

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

(Unit: millions of yen)

|  | $\begin{gathered} \text { FY2015 } \\ \text { 1Q (March - May) } \end{gathered}$ |  | FY20161Q (March - May) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of sales |  | \% of sales | YOY |
| Operating revenue | 142,823 |  | 152,185 | - | 106.6\% |
| Operating income | 7,056 | 5.2\% | 6,658 | 4.6\% | 94.4\% |
| Ordinary income | 6,883 | 5.1\% | 6,712 | 4.6\% | 97.5\% |
| Quarterly profit | 4,082 | 3.0\% | 3,743 | 2.6\% | 91.7\% |

## (Other)

|  |  | 1Q / FY2015 <br> (March - May) | $\begin{aligned} & \text { 1Q / FY2016 } \\ & \text { (March - May) } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Sales of existing stores (YOY) | Clothing | 101.0\% | 98.7\% |
|  | Household goods | 96.8\% | 101.9\% |
|  | Foods | 104.6\% | 102.3\% |
|  | Directly managed stores total | 102.5\% | 101.4\% |
|  | Tenants | 101.4\% | 101.0\% |
|  | Total | 102.1\% | 101.3\% |
|  | Number of customers | 99.5\% | 99.6\% |
|  | Average customer spend | 103.0\% | 101.8\% |
|  | Average spend per item | 103.2\% | 101.6\% |
|  | Number of purchases | 99.8\% | 100.2\% |
| Number of stores at the end of the period |  | 102 stores | 103 stores |

