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

Izumi Co., Ltd.
(Stock code: 8273)

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

|  | FY2015 <br> 3Q (March-November) |  | FY20163Q (March-November) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of Sales |  | \% of Sales | YoY |
| Operating revenue | 465,234 | - | 513,269 | - | 110.3\% |
| Net sales | 443,874 | 100.0\% | 489,652 | 100.0\% | 110.3\% |
| Gross profit | 94,507 | 21.3\% | 107,228 | 21.9\% | 113.5\% |
| Operating revenue | 21,359 | 4.8\% | 23,617 | 4.8\% | 110.6\% |
| Operating gross profit | 115,867 | 26.1\% | 130,845 | 26.7\% | 112.9\% |
| Selling, general and administrative expenses | 94,166 | 21.2\% | 106,895 | 21.8\% | 113.5\% |
| Personnel expenses | 40,036 | 9.0\% | 46,072 | 9.4\% | 115.1\% |
| Depreciation | 10,331 | 2.3\% | 11,215 | 2.3\% | 108.6\% |
| Amortization of goodwill | 127 | 0.0\% | 750 | 0.2\% | 588.8\% |
| Rental expenses | 7,350 | 1.7\% | 8,603 | 1.8\% | 117.1\% |
| Utilities expenses | 5,414 | 1.2\% | 5,589 | 1.1\% | 103.2\% |
| Other | 30,906 | 7.0\% | 34,664 | 7.1\% | 112.2\% |
| Operating income | 21,701 | 4.9\% | 23,950 | 4.9\% | 110.4\% |
| Non-operating income | 1,004 | 0.2\% | 1,464 | 0.3\% | 145.8\% |
| Non-operating expenses | 1,501 | 0.3\% | 1,332 | 0.3\% | 88.7\% |
| Ordinary income | 21,204 | 4.8\% | 24,082 | 4.9\% | 113.6\% |
| Extraordinary income | 1,333 | 0.3\% | 823 | 0.2\% | 61.7\% |
| Extraordinary losses | 394 | 0.1\% | 12,412 | 2.5\% | 3149.5\% |
| Profit before income taxes | 22,143 | 5.0\% | 12,493 | 2.6\% | 56.4\% |
| Total income taxes | 8,798 | 2.0\% | 4,895 | 1.0\% | 55.6\% |
| Profit (loss) attributable to non-controlling interests | -142 | 0.0\% | 297 | 0.1\% | - |
| Profit attributable to owners of parent | 13,487 | 3.0\% | 7,299 | 1.5\% | 54.1\% |

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

|  |  | FY2015 3Q |  | FY2016 3Q |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YoY |  | YoY |
| Operating revenue | Retail operations | 450,122 | 110.7\% | 498,742 | 110.8\% |
|  | Retail-peripheral operations | 48,179 | 132.5\% | 71,187 | 147.8\% |
|  | Other | 3,680 | 101.2\% | 3,740 | 101.6\% |
|  | Adjustment | -36,747 | - | -60,400 | - |
|  | Total | 465,234 | 110.0\% | 513,269 | 110.3\% |
| Operating income | Retail operations | 18,470 | 107.7\% | 20,345 | 110.2\% |
|  | Retail-peripheral operations | 2,944 | 96.6\% | 3,023 | 102.7\% |
|  | Other | 533 | 96.9\% | 720 | 135.0\% |
|  | Adjustment | -247 | - | -139 | - |
|  | Total | 21,701 | 105.5\% | 23,950 | 110.4\% |


| (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\% |  | 9,478 | 142.1\% |
| First half total (March-August) | 14,761 | 107.2\% |  | 17,256 | 116.9\% |
| 3Q (September-November) | 6,939 | 101.9\% |  | 6,693 | 96.5\% |
| Three quarters total (March-November) | 21,701 | 105.5\% |  | 23,950 | 110.4\% |
| 4Q (December-February) | 10,211 | 104.7\% |  | - |  |
| Annual total (March-February) | 31,912 | 105.2\% | (forecast) | 34,700 | 108.7\% |

2. Non-consolidated: Profit and Loss Situation
(Unit: millions of yen)

|  | $\begin{gathered} \text { FY2015 } \\ 3 Q \text { (March-November) } \end{gathered}$ |  | $\begin{gathered} \text { FY2016 } \\ 3 \mathrm{Q} \text { (March-November) } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of Sales |  | \% of Sales | YoY |
| Operating revenue | 442,195 | - | 470,882 | - | 106.5\% |
| Operating income | 18,430 | 4.4\% | 20,064 | 4.5\% | 108.9\% |
| Ordinary income | 17,853 | 4.2\% | 20,069 | 4.5\% | 112.4\% |
| Profit | 11,646 | 2.8\% | 5,609 | 1.2\% | 48.2\% |

(Other)

|  |  | FY2015 <br> 3Q (March-November) | FY2016 <br> 3Q (March-November) |
| :--- | :--- | :---: | :---: |
| YoY sales at <br> existing <br> stores | Clothing | $100.5 \%$ | $101.3 \%$ |
|  | Household goods | $100.5 \%$ | $101.6 \%$ |
|  | Foods | $103.1 \%$ | $103.2 \%$ |
|  | Directly managed <br> stores total | $102.1 \%$ | $102.5 \%$ |
|  | Tenants | $100.5 \%$ | $101.5 \%$ |
|  | Total | $101.5 \%$ | $102.1 \%$ |
|  | Number of <br> customers | $99.1 \%$ | $101.1 \%$ |
|  | Average spent <br> per customer | $103.1 \%$ | $101.4 \%$ |
|  | Average spent <br> per item | $103.4 \%$ | $101.7 \%$ |
|  | Number of <br> purchases | $99.7 \%$ | $99.6 \%$ |
| Number of stores <br> period | 104 stores | 104 stores |  |

