

**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		FY2016		
	3Q (March-November)	% of Sales	3Q (March-November)	% 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)

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