



Support Documentation about the Consolidated Financial Results for the Third Quarter of FY2018

1. Summary of Financial Results

1) Consolidated Financial Results

(Unit: millions of yen)

	FY2017		FY2018	
	3Q	Full Term	3Q	Full Term Forecast
Operating revenue	536,768	729,857	536,341	743,600
(YoY)	104.6%	104.0%	99.9%	101.9%
Operating profit	25,689	38,487	23,611	35,200
(YoY)	107.3%	107.9%	91.9%	91.5%
Ordinary profit	25,549	38,208	23,553	35,000
(YoY)	106.1%	107.1%	92.2%	91.6%
Profit attributable to owners of parent	17,347	26,932	15,316	22,400
(YoY)	237.7%	158.3%	88.3%	83.2%
Earnings per share	¥242.08	¥375.83	¥213.74	¥312.59
Total assets	488,747	479,867	497,432	
Net assets	185,588	194,851	204,005	
Net assets per share	¥2,421.33	¥2,553.14	¥2,679.02	
Equity ratio	35.5%	38.1%	38.6%	
Total number of issued shares at the end of period (incl. treasury shares)	71,665,200	71,665,200	71,665,200	
Number of treasury shares at the end of period	5,340	5,676	6,542	
Average number of shares during the period (excl. treasury shares)	71,660,331	71,660,157	71,659,067	
Number of consolidated subsidiaries	16	16	16	
Number of equity-method affiliates	4	4	3	

2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2017		FY2018	
	3Q	Full Term	3Q	Full Term Forecast
Operating revenue	502,597	683,850	502,704	696,500
(YoY)	106.7%	105.5%	100.0%	101.8%
Operating profit	21,182	32,017	19,285	28,400
(YoY)	105.6%	105.9%	91.0%	88.7%
Ordinary profit	21,119	31,918	19,327	28,300
(YoY)	105.2%	105.9%	91.5%	88.7%
Profit	14,717	23,370	12,891	18,600
(YoY)	262.4%	161.9%	87.6%	79.6%
Dividends per share	—	¥75.00	—	¥80.00
Total assets	393,463	392,065	419,119	
Net assets	143,194	151,834	158,709	
Equity ratio	36.4%	38.7%	37.9%	

2. Consolidated Statements of Income

(Unit: millions of yen)

	FY2017 3Q (Mar-Nov)		FY2018 3Q (Mar-Nov)			FY2017 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	536,768	—	536,341	—	99.9%	729,857	—
Net sales	511,781	100.0%	510,736	100.0%	99.8%	696,266	100.0%
Gross profit	112,136	21.9%	112,116	22.0%	100.0%	153,059	22.0%
Operating revenue	24,986	4.9%	25,604	5.0%	102.5%	33,591	4.8%
Operating gross profit	137,122	26.8%	137,720	27.0%	100.4%	186,651	26.8%
Selling, general and administrative expenses	111,433	21.8%	114,109	22.3%	102.4%	148,163	21.3%
Personnel expenses	47,922	9.4%	49,845	9.8%	104.0%	64,009	9.2%
Depreciation	11,675	2.3%	11,365	2.2%	97.3%	15,693	2.3%
Amortization of goodwill	775	0.2%	664	0.1%	85.7%	997	0.1%
Rental expenses	8,654	1.7%	8,602	1.7%	99.4%	11,585	1.7%
Utilities expenses	6,255	1.2%	6,620	1.3%	105.9%	8,072	1.2%
Advertising expenses	10,780	2.1%	10,941	2.1%	101.5%	14,494	2.1%
Other	25,369	5.0%	26,068	5.1%	102.8%	33,311	4.8%
Operating profit	25,689	5.0%	23,611	4.6%	91.9%	38,487	5.5%
Non-operating income	1,240	0.2%	1,122	0.2%	90.5%	1,562	0.2%
Interest and dividend income	178	0.0%	191	0.0%	107.7%	242	0.0%
Non-operating expenses	1,380	0.3%	1,180	0.2%	85.5%	1,841	0.3%
Interest expenses	841	0.2%	695	0.1%	82.6%	1,094	0.2%
Ordinary profit	25,549	5.0%	23,553	4.6%	92.2%	38,208	5.5%
Extraordinary income	903	0.2%	444	0.1%	49.2%	2,443	0.4%
Extraordinary losses	566	0.1%	1,111	0.2%	196.2%	1,448	0.2%
Profit before income taxes	25,885	5.1%	22,886	4.5%	88.4%	39,204	5.6%
Profit attributable to non-controlling interests	293	0.1%	264	0.1%	90.2%	369	0.1%
Profit attributable to owners of parent	17,347	3.4%	15,316	3.0%	88.3%	26,932	3.9%

1) Segment Information

	FY2017 3Q (Mar-Nov)		FY2018 3Q (Mar-Nov)			FY2017 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(Operating revenue)							
Retail operations	522,320	97.3%	521,522	97.2%	99.8%	710,545	97.4%
Retail-peripheral operations	68,614	12.8%	72,346	13.5%	105.4%	98,839	13.5%
Other	4,033	0.8%	4,110	0.8%	101.9%	5,273	0.7%
Adjustment	-58,199	-10.8%	-61,638	-11.5%	—	-84,800	-11.6%
Total	536,768	100.0%	536,341	100.0%	99.9%	729,857	100.0%
(Operating profit)							
Retail operations	21,847	85.0%	19,838	84.0%	90.8%	33,397	86.8%
Retail-peripheral operations	3,309	12.9%	3,075	13.0%	92.9%	4,366	11.3%
Other	801	3.1%	848	3.6%	105.8%	1,052	2.7%
Adjustment	-268	-1.0%	-150	-0.6%	—	-329	-0.9%
Total	25,689	100.0%	23,611	100.0%	91.9%	38,487	100.0%

2) Change in Consolidated Operating Profit by Quarter

(Unit: millions of yen)

	FY2016		FY2017		FY2018	
	YoY	YoY	YoY	YoY	YoY	YoY
1Q (Mar-May)	7,778	96.2%	7,462	95.9%	8,090	108.4%
2Q (Jun-Aug)	9,478	142.1%	9,639	101.7%	8,698	90.2%
First half total (Mar-Aug)	17,256	116.9%	17,102	99.1%	16,788	98.2%
3Q (Sep-Nov)	6,693	96.5%	8,587	128.3%	6,822	79.5%
Three quarters total (Mar-Nov)	23,950	110.4%	25,689	107.3%	23,611	91.9%
4Q (Dec-Feb)	11,720	114.8%	12,797	109.2%	—	—
Annual total (Mar-Feb)	35,670	111.8%	38,487	107.9%	Forecast 35,200	91.5%

3. Izumi Co., Ltd.: Income Statement and Other Financial Information

1) Statement of Income

(Unit: millions of yen)

	FY2017 3Q (Mar-Nov)		FY2018 3Q (Mar-Nov)			FY2017 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	502,597	—	502,704	—	100.0%	683,850	—
Net sales	479,351	100.0%	479,205	100.0%	100.0%	652,669	100.0%
Gross profit	88,239	18.4%	89,264	18.6%	101.2%	121,014	18.5%
Operating revenue	23,246	4.8%	23,498	4.9%	101.1%	31,181	4.8%
Real estate lease revenue	5,972	1.2%	6,118	1.3%	102.4%	7,994	1.2%
Distribution center revenue	6,853	1.4%	7,047	1.5%	102.8%	9,231	1.4%
Store lease joint management expense revenue	6,942	1.4%	6,796	1.4%	97.9%	9,217	1.4%
Other	3,478	0.7%	3,537	0.7%	101.7%	4,737	0.7%
Operating gross profit	111,485	23.3%	112,763	23.5%	101.1%	152,195	23.3%
Selling, general and administrative expenses	90,302	18.8%	93,478	19.5%	103.5%	120,178	18.4%
Personnel expenses	33,163	6.9%	35,100	7.3%	105.8%	44,431	6.8%
Depreciation	9,867	2.1%	9,704	2.0%	98.3%	13,277	2.0%
Rental expenses	7,157	1.5%	7,171	1.5%	100.2%	9,569	1.5%
Store management expenses	7,383	1.5%	7,335	1.5%	99.4%	9,658	1.5%
Utilities expenses	4,674	1.0%	5,036	1.1%	107.7%	6,021	0.9%
Advertising expenses	9,188	1.9%	9,381	2.0%	102.1%	12,353	1.9%
Other	18,866	3.9%	19,746	4.1%	104.7%	24,866	3.8%
Operating profit	21,182	4.4%	19,285	4.0%	91.0%	32,017	4.9%
Non-operating income	1,098	0.2%	1,055	0.2%	96.1%	1,424	0.2%
Interest and dividend income	292	0.1%	309	0.1%	105.9%	351	0.1%
Non-operating expenses	1,161	0.2%	1,013	0.2%	87.2%	1,523	0.2%
Interest expenses	803	0.2%	677	0.1%	84.4%	1,045	0.2%
Ordinary profit	21,119	4.4%	19,327	4.0%	91.5%	31,918	4.9%
Extraordinary income	704	0.1%	335	0.1%	47.7%	2,126	0.3%
Extraordinary losses	369	0.1%	890	0.2%	241.1%	685	0.1%
Profit before income taxes	21,454	4.5%	18,772	3.9%	87.5%	33,359	5.1%
Profit	14,717	3.1%	12,891	2.7%	87.6%	23,370	3.6%

2) YoY Sales at Existing Stores
(Excluding X-SELL Division)

	FY2017 3Q (Mar-Nov)	FY2018 3Q (Mar-Nov)	FY2017 Full Term (Mar-Feb)
Clothing	99.8%	97.2%	99.4%
Household goods	101.0%	100.3%	100.7%
Foods	98.9%	101.0%	99.5%
Directly managed stores total	99.4%	100.0%	99.6%
Tenants	98.5%	98.7%	98.7%
Total	99.0%	99.5%	99.2%
Number of customers	99.3%	98.8%	99.3%
Average spent per customer	100.1%	101.3%	100.3%
Average spent per item	100.5%	99.8%	100.3%
Number of purchases	99.7%	101.5%	100.1%
Number of stores at the end of the period	109	113	110

3) New Stores

*New Stores Opened during FY2018

Month Opened	Store Name	Location	Store Area
2018/08	youme Town Kudamatsu	Kudamatsu, Yamaguchi Pref.	Approx. 20,500 m ²
2018/08	youme Town Himeji	Himeji, Hyogo Pref.	Approx. 28,200 m ²
2018/09	youme Mart Jono	Kokuraminami-ku, Kitakyushu	Approx. 2,020 m ²
2018/11	youme Mart Kume	Kita-ku, Okayama	Approx. 1,895 m ²
2018/11	youme Mart Kita	Takamatsu, Kagawa Pref.	Approx. 1,880 m ²

*New Stores Scheduled to Open during FY2019

Opening	Store Name	Location	Store Area
2019/Spring	youme Mart Minamionoda (tent.)	Sanyoonoda, Yamaguchi Pref.	Approx. 1,880 m ²
2019/Spring	youme Mart Hita (tent.)	Hita, Oita Pref.	Approx. 2,350 m ²
2019/Spring	youme Mart Mitajiri (tent.)	Hofu, Yamaguchi Pref.	Approx. 1,540 m ²