



## Support Documentation about the Consolidated Financial Results for the Third Quarter of the Year Ending February 29, 2020 (FY2019)

### 1. Summary of Financial Results

#### 1) Consolidated Financial Results

(Unit: millions of yen)

	FY2018		FY2019	
	3Q	Full Term	3Q	Full Term Forecast
Operating revenue	536,341	732,136	549,758	756,100
(YoY)	99.9%	100.3%	102.5%	103.3%
Operating profit	23,611	35,273	21,173	33,900
(YoY)	91.9%	91.7%	89.7%	96.1%
Ordinary profit	23,553	35,099	21,177	33,800
(YoY)	92.2%	91.9%	89.9%	96.3%
Profit attributable to owners of parent	15,316	23,488	13,691	20,500
(YoY)	88.3%	87.2%	89.4%	87.3%
Earnings per share	¥213.74	¥327.79	¥191.06	¥286.08
Total assets	497,432	484,876	501,592	
Net assets	204,005	211,546	220,091	
Net assets per share	¥2,679.02	¥2,789.58	¥2,904.05	
Equity ratio	38.6%	41.2%	41.5%	
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	6,542	6,700	7,210	
Average number of shares during the period (excl. treasury shares)	71,659,067	71,658,940	71,658,270	
Number of consolidated subsidiaries	16	15	14	
Number of equity-method affiliates	3	3	4	

#### 2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2018		FY2019	
	3Q	Full Term	3Q	Full Term Forecast
Operating revenue	502,704	686,991	516,900	711,600
(YoY)	100.0%	100.5%	102.8%	103.6%
Operating profit	19,285	29,141	16,874	27,900
(YoY)	91.0%	91.0%	87.5%	95.7%
Ordinary profit	19,327	29,177	16,994	27,900
(YoY)	91.5%	91.4%	87.9%	95.6%
Profit	12,891	20,466	11,184	17,300
(YoY)	87.6%	87.6%	86.8%	84.5%
Dividends per share	—	¥80.00	—	¥80.00
Total assets	419,119	414,350	432,752	
Net assets	158,709	166,105	171,322	
Equity ratio	37.9%	40.1%	39.6%	

Consolidated

## 2. Consolidated Statements of Income

(Unit: millions of yen)

	FY2018		FY2019			FY2018	
	3Q (Mar-Nov)		3Q (Mar-Nov)			Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	536,341	—	549,758	—	102.5%	732,136	—
Net sales	510,736	100.0%	523,718	100.0%	102.5%	697,679	100.0%
Gross profit	112,116	22.0%	114,514	21.9%	102.1%	153,571	22.0%
Operating revenue	25,604	5.0%	26,040	5.0%	101.7%	34,457	4.9%
Operating gross profit	137,720	27.0%	140,555	26.8%	102.1%	188,028	27.0%
Selling, general and administrative expenses	114,109	22.3%	119,381	22.8%	104.6%	152,754	21.9%
Personnel expenses	49,845	9.8%	52,642	10.1%	105.6%	66,811	9.6%
Depreciation	11,365	2.2%	11,588	2.2%	102.0%	15,357	2.2%
Amortization of goodwill	664	0.1%	593	0.1%	89.4%	822	0.1%
Rental expenses	8,602	1.7%	8,921	1.7%	103.7%	11,556	1.7%
Utilities expenses	6,620	1.3%	6,690	1.3%	101.0%	8,639	1.2%
Advertising expenses	10,941	2.1%	12,445	2.4%	113.7%	14,864	2.1%
Other	26,068	5.1%	26,499	5.1%	101.7%	34,702	5.0%
Operating profit	23,611	4.6%	21,173	4.0%	89.7%	35,273	5.1%
Non-operating income	1,122	0.2%	1,123	0.2%	100.1%	1,518	0.2%
Interest and dividend income	191	0.0%	188	0.0%	98.3%	258	0.0%
Non-operating expenses	1,180	0.2%	1,120	0.2%	94.9%	1,692	0.2%
Interest expenses	695	0.1%	623	0.1%	89.6%	919	0.1%
Ordinary profit	23,553	4.6%	21,177	4.0%	89.9%	35,099	5.0%
Extraordinary income	444	0.1%	659	0.1%	148.3%	1,480	0.2%
Extraordinary losses	1,111	0.2%	999	0.2%	89.9%	3,085	0.4%
Profit before income taxes	22,886	4.5%	20,836	4.0%	91.0%	33,495	4.8%
Total income taxes	7,305	1.4%	6,783	1.3%	92.9%	9,894	1.4%
Profit attributable to non-controlling interests	264	0.1%	362	0.1%	136.8%	111	0.0%
Profit attributable to owners of parent	15,316	3.0%	13,691	2.6%	89.4%	23,488	3.4%

## 1) Segment Information

	FY2018		FY2019			FY2018	
	3Q (Mar-Nov)		3Q (Mar-Nov)			Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
<b>(Operating revenue)</b>							
Retail operations	521,522	97.2%	533,706	97.1%	102.3%	712,410	97.3%
Retail-peripheral operations	72,346	13.5%	70,953	12.9%	98.1%	96,924	13.2%
Other	4,110	0.8%	4,090	0.7%	99.5%	5,332	0.7%
Adjustment	-61,638	-11.5%	-58,992	-10.7%	—	-82,530	-11.3%
Total	536,341	100.0%	549,758	100.0%	102.5%	732,136	100.0%
<b>(Operating profit)</b>							
Retail operations	19,838	84.0%	16,992	80.3%	85.7%	30,224	85.7%
Retail-peripheral operations	3,075	13.0%	3,440	16.2%	111.9%	4,183	11.9%
Other	848	3.6%	851	4.0%	100.3%	1,086	3.1%
Adjustment	-150	-0.6%	-110	-0.5%	—	-220	-0.6%
Total	23,611	100.0%	21,173	100.0%	89.7%	35,273	100.0%

## 2) Financial Results of Major Subsidiaries (Year-on-year in parentheses)

Company	Business / Segment		FY2018	FY2019	FY2018
			3Q (Mar-Nov)	3Q (Mar-Nov)	Full Term (Mar-Feb)
YOU-ME CARD CO., LTD.	Finance	Operating revenue	6,800	7,307 ( 107.5%)	9,132
	Retail-peripheral operations	Operating profit	1,392	1,745 ( 125.3%)	1,790
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	9,496	10,562 ( 111.2%)	13,180
	Retail-peripheral operations	Operating profit	991	1,095 ( 110.5%)	1,488
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	4,296	4,377 ( 101.9%)	5,779
	Retail-peripheral operations	Operating profit	222	207 ( 93.4%)	286
Yume Mart Kumamoto Co., Ltd.	Retail	Operating revenue	20,577	20,149 ( 97.9%)	27,674
	Retail operations	Operating profit	483	371 ( 76.8%)	763
Yume Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	11,980	20,189 ( 168.5%)	15,912
	Retail operations	Operating profit	221	116 ( 52.6%)	328
YOURS Co., Ltd.	Retail	Operating revenue	29,609	18,008 ( 60.8%)	39,486
	Retail operations	Operating profit	482	247 ( 51.3%)	649

\*As of March 1, 2019, Yume Mart Co., Ltd. changed its name to Yume Mart Kumamoto Co., Ltd. and Super Daiei Co., Ltd. to Yume Mart Kitakyushu Co., Ltd. respectively. In addition, 14 stores of YOURS Co., Ltd. have been transferred to Yume Mart Kitakyushu Co., Ltd. as of March 1, 2019.

## 3) Change in Consolidated Operating Profit by Quarter

(Unit: millions of yen)

	FY2017		FY2018		FY2019	
		YoY		YoY		YoY
1Q (Mar-May)	7,462	95.9%	8,090	108.4%	6,592	81.5%
2Q (Jun-Aug)	9,639	101.7%	8,698	90.2%	7,570	87.0%
First half total (Mar-Aug)	17,102	99.1%	16,788	98.2%	14,163	84.4%
3Q (Sep-Nov)	8,587	128.3%	6,822	79.5%	7,009	102.7%
Three quarters total (Mar-Nov)	25,689	107.3%	23,611	91.9%	21,173	89.7%
4Q (Dec-Feb)	12,797	109.2%	11,662	91.1%	—	—
Annual total (Mar-Feb)	38,487	107.9%	35,273	91.7%	Forecast 33,900	96.1%

## 3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 28, 2019		As of Nov. 30, 2019		
	Amount	% of Total	Amount	% of Total	Change
<b>Total assets</b>	484,876	100.0%	501,592	100.0%	+ 16,715
Cash and deposits	8,136	1.7%	8,733	1.7%	+ 596
Notes and accounts receivable - trade	39,784	8.2%	50,035	10.0%	+ 10,251
Merchandise and finished goods	28,355	5.8%	29,182	5.8%	+ 827
Property, plant and equipment	338,121	69.7%	340,851	68.0%	+ 2,730
Leasehold and guarantee deposits	17,540	3.6%	17,924	3.6%	+ 383
Investment securities	10,396	2.1%	11,480	2.3%	+ 1,083
Other	42,541	8.8%	43,384	8.6%	+ 843
<b>Liabilities</b>	273,329	56.4%	281,500	56.1%	+ 8,171
Notes and accounts payable - trade	31,275	6.5%	56,374	11.2%	+ 25,098
Interest-bearing liabilities	162,974	33.6%	137,381	27.4%	- 25,593
Other	79,079	16.3%	87,745	17.5%	+ 8,665
<b>Net assets</b>	211,546	43.6%	220,091	43.9%	+ 8,544
Treasury shares	-25	0.0%	-27	0.0%	-2
Other	199,922	41.2%	208,126	41.5%	+ 8,203
Non-controlling interests	11,649	2.4%	11,992	2.4%	+ 343

## \*Change in the number of issued shares

		FY2018 (Mar-Feb)	FY2019 3Q
Total number of issued shares	at the beginning of the period	71,665,200	71,665,200
	at the end of the period (A)	71,665,200	71,665,200
Treasury shares, etc.	at the beginning of the period	5,676	6,700
	at the end of the period (B)	6,700	7,210
	(Acquired during the period)	1,024	510
	(Cancelled during the period)	0	0
A-B		71,658,500	71,657,990
(Average during the period)		71,658,940	71,658,270

## 4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2018	FY2019	FY2018
	3Q (Mar-Nov)	3Q (Mar-Nov)	Full Term (Mar-Feb)
<b>Cash flows from operating activities</b>	+ 24,745	+ 45,022	+ 33,642
Profit before income taxes	+ 22,886	+ 20,836	+ 33,495
Non-cash loss/gain (depreciation, etc.)	+ 12,912	+ 13,127	+ 18,976
Increase/decrease in claims and obligations related to operating activities	- 664	+ 17,650	- 5,321
Income taxes and interest income	- 14,442	- 9,944	- 14,588
Other	+ 4,054	+ 3,351	+ 1,080
<b>Cash flows from investing activities</b>	- 16,037	- 12,736	- 19,101
Capital investment related	- 15,516	- 12,504	- 18,877
Other	- 521	- 231	- 224
<b>Cash flows from financing activities</b>	- 8,622	- 31,689	- 14,793
Interest-bearing liabilities related	- 2,850	- 25,893	- 9,019
Other	- 5,772	- 5,796	- 5,773
<b>Increase/decrease in cash and cash equivalents</b>	+ 84	+ 596	- 252

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

## 1) Statement of Income

(Unit: millions of yen)

	FY2018		FY2019			FY2018	
	3Q (Mar-Nov)		3Q (Mar-Nov)			Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	502,704	—	516,900	—	102.8%	686,991	—
Net sales	479,205	100.0%	492,801	100.0%	102.8%	655,328	100.0%
Gross profit	89,264	18.6%	92,354	18.7%	103.5%	122,806	18.7%
Operating revenue	23,498	4.9%	24,099	4.9%	102.6%	31,663	4.8%
Real estate lease revenue	6,118	1.3%	6,234	1.3%	101.9%	8,218	1.3%
Distribution center revenue	7,047	1.5%	7,208	1.5%	102.3%	9,503	1.5%
Store lease joint management expense revenue	6,796	1.4%	6,844	1.4%	100.7%	9,081	1.4%
Other	3,537	0.7%	3,810	0.8%	107.7%	4,859	0.7%
Operating gross profit	112,763	23.5%	116,453	23.6%	103.3%	154,469	23.6%
Selling, general and administrative expenses	93,478	19.5%	99,579	20.2%	106.5%	125,328	19.1%
Personnel expenses	35,100	7.3%	37,932	7.7%	108.1%	47,078	7.2%
Depreciation	9,704	2.0%	10,020	2.0%	103.3%	13,113	2.0%
Rental expenses	7,171	1.5%	7,547	1.5%	105.2%	9,637	1.5%
Store management expenses	7,335	1.5%	7,812	1.6%	106.5%	9,776	1.5%
Utilities expenses	5,036	1.1%	5,232	1.1%	103.9%	6,565	1.0%
Advertising expenses	9,381	2.0%	10,879	2.2%	116.0%	12,705	1.9%
Other	19,746	4.1%	20,153	4.1%	102.1%	26,451	4.0%
Operating profit	19,285	4.0%	16,874	3.4%	87.5%	29,141	4.4%
Non-operating income	1,055	0.2%	1,078	0.2%	102.2%	1,395	0.2%
Interest and dividend income	309	0.1%	257	0.1%	83.3%	378	0.1%
Non-operating expenses	1,013	0.2%	958	0.2%	94.6%	1,358	0.2%
Interest expenses	677	0.1%	625	0.1%	92.2%	898	0.1%
Ordinary profit	19,327	4.0%	16,994	3.4%	87.9%	29,177	4.5%
Extraordinary income	335	0.1%	95	0.0%	28.5%	1,371	0.2%
Extraordinary losses	890	0.2%	685	0.1%	77.0%	1,744	0.3%
Profit before income taxes	18,772	3.9%	16,404	3.3%	87.4%	28,804	4.4%
Profit	12,891	2.7%	11,184	2.3%	86.8%	20,466	3.1%

## 2) Sales Information

	FY2018		FY2019			FY2018	
	3Q (Mar-Nov)		3Q (Mar-Nov)			Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)							
Clothing	53,109	11.1%	53,223	10.8%	100.2%	70,175	10.7%
Household goods	34,850	7.3%	36,355	7.4%	104.3%	46,956	7.2%
Foods	158,995	33.2%	166,051	33.7%	104.4%	220,819	33.7%
Directly managed stores total	246,955	51.5%	255,630	51.9%	103.5%	337,950	51.6%
Tenants	174,204	36.4%	181,970	36.9%	104.5%	238,689	36.4%
X-SELL Division	10,150	2.1%	10,071	2.0%	99.2%	15,328	2.3%
Product supply, etc.	47,895	10.0%	45,128	9.2%	94.2%	63,358	9.7%
Total	479,205	100.0%	492,801	100.0%	102.8%	655,328	100.0%
(By Region)							
Chugoku	193,529	40.4%	200,759	40.7%	103.7%	263,976	40.3%
Kyushu	189,777	39.6%	192,012	39.0%	101.2%	258,960	39.5%
Other	95,898	20.0%	100,030	20.3%	104.3%	132,391	20.2%
Total	479,205	100.0%	492,801	100.0%	102.8%	655,328	100.0%

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

	FY2018 3Q (Mar-Nov)	FY2019 3Q (Mar-Nov)	FY2018 Full Term (Mar-Feb)
Clothing	97.2%	96.6%	97.2%
Household goods	100.3%	101.8%	100.2%
Foods	101.0%	99.6%	100.4%
Directly managed stores total	100.0%	99.3%	99.7%
Tenants	98.7%	99.6%	98.9%
Total	99.5%	99.4%	99.4%
Chugoku	99.5%	99.6%	99.3%
Kyushu	99.2%	99.4%	99.1%
Number of customers	98.8%	98.4%	98.8%
Average spent per customer	101.3%	100.9%	101.0%
Average spent per item	99.8%	100.9%	99.8%
Number of purchases	101.5%	100.0%	101.1%

## 4) Gross Profit Ratio

	FY2018 3Q (Mar-Nov)	FY2019 3Q (Mar-Nov)	FY2018 Full Term (Mar-Feb)
Clothing	38.1%	38.1%	38.3%
Household goods	31.8%	31.6%	32.3%
Foods	25.7%	25.8%	26.0%
Directly managed stores total	29.2%	29.2%	29.5%
Tenants	8.1%	8.1%	8.0%
X-SELL Division	26.4%	26.0%	26.0%
Product supply, etc.	0.5%	0.6%	0.4%
Total	18.6%	18.7%	18.7%
(Loss rate)			
Clothing	10.3%	11.2%	10.5%
Household goods	3.1%	3.3%	3.2%
Foods	3.1%	3.2%	3.1%
Directly managed stores total	4.6%	4.8%	4.7%
(Inventory turnover in days)			
Clothing	71.9	71.7	72.3
Household goods	83.8	84.8	83.9
Foods	10.8	10.6	10.7
Directly managed stores total	33.9	33.5	33.3

5) Average Number of  
Employees during  
the Period

	FY2018 3Q (Mar-Nov)	FY2019 3Q (Mar-Nov)	FY2018 Full Term (Mar-Feb)
Full employees	2,703	2,919	2,712
Semi-full employees (8-hour equivalent)	6,074	6,427	6,147
Part-time employees (8-hour equivalent)	4,104	4,240	4,309
Total	12,881	13,585	13,168
(% of Total)			
Full employees	21.0%	21.5%	20.6%
Semi-full employees (8-hour equivalent)	47.2%	47.3%	46.7%
Part-time employees (8-hour equivalent)	31.9%	31.2%	32.7%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Division)			
Net sales per employee	19,960 thousand yen	19,558 thousand yen	26,828 thousand yen
Gross profit per employee	5,816 thousand yen	5,692 thousand yen	7,862 thousand yen
Personnel expenses per employee	2,725 thousand yen	2,792 thousand yen	3,575 thousand yen
Personnel expenses/sales ratio	13.7%	14.3%	13.3%
Personnel expenses/gross profit ratio	46.9%	49.1%	45.5%

6) Stores and Capital Investment

	As of Nov. 30, 2018	As of Nov. 30, 2019	Non-Consolidated
			As of Feb. 28, 2019
New stores	6	5	6
(X-SELL stand-alone type stores)	1	0	1
Stores closed	3	5	4
Number of stores at the end of the period	113	112	112
(X-SELL stand-alone type stores)	11	10	10
Sales floor area at the end of period	1,141,806 m <sup>2</sup>	1,156,007 m <sup>2</sup>	1,135,551 m <sup>2</sup>
Capital investment (construction basis)	17,846 million yen	12,627 million yen	18,907 million yen
Capital investment (payment basis)	13,553 million yen	9,548 million yen	16,186 million yen

\*New Stores Opened during FY2019

Month Opened	Store Name	Location	Store Area
2019/04	youme Mart Hita	Hita, Oita Pref.	Approx. 2,350 m <sup>2</sup>
2019/04	youme Mart Mitajiri	Hofu, Yamaguchi Pref.	Approx. 1,540 m <sup>2</sup>
2019/05	youme Mart Minamionoda	Sanyo-Onoda, Yamaguchi Pref.	Approx. 2,020 m <sup>2</sup>
2019/06	youme Town Fukuyama	Fukuyama, Hiroshima Pref.	Approx. 20,200 m <sup>2</sup>
2019/07	youme Mart Aoyama	Yahatanishi-ku, Kitakyushu	Approx. 2,000 m <sup>2</sup>