



Support Documentation about the Consolidated Financial Results for the First Quarter of the Year Ending February 28, 2021 (FY2020)

1. Summary of Financial Results

1) Consolidated Financial Results

(Unit: millions of yen)

	FY2019		FY2020	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	184,057	744,349	149,055	701,900
(YoY)	103.4%	101.7%	81.0%	94.3%
Operating profit	6,592	31,888	6,305	33,200
(YoY)	81.5%	90.4%	95.6%	104.1%
Ordinary profit	6,582	31,979	6,381	33,200
(YoY)	80.7%	91.1%	96.9%	103.8%
Profit attributable to owners of parent	4,236	19,953	3,327	19,000
(YoY)	76.9%	84.9%	78.5%	95.2%
Earnings per share	¥59.12	¥278.45	¥46.43	¥265.15
Total assets	491,793	490,106	489,250	
Net assets	212,182	226,264	228,283	
Net assets per share	¥2,802.87	¥2,991.24	¥3,008.59	
Equity ratio	40.8%	43.7%	44.1%	
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	6,868	7,346	7,366	
Average number of shares during the period (excl. treasury shares)	71,658,426	71,658,190	71,657,839	
Number of consolidated subsidiaries	14	14	14	
Number of equity-method affiliates	4	5	5	

2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2019		FY2020	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	172,925	700,142	137,679	656,100
(YoY)	103.8%	101.9%	79.6%	93.7%
Operating profit	5,302	26,026	4,772	27,800
(YoY)	79.3%	89.3%	90.0%	106.8%
Ordinary profit	5,337	26,240	4,896	27,800
(YoY)	77.9%	89.9%	91.7%	105.9%
Profit	3,532	17,053	2,385	15,800
(YoY)	73.8%	83.3%	67.5%	92.6%
Dividends per share	—	¥80.00	—	¥80.00
Total assets	423,859	423,476	422,199	
Net assets	166,514	177,249	176,864	
Equity ratio	39.3%	41.9%	41.9%	

* For the fiscal year ending February 28, 2021, the forecast of financial results was undetermined because it was difficult to predict the impact on the Group due to the spread of the novel coronavirus disease (COVID-19). However, we announce the forecast of financial results calculated based on the judgment attributable to information available at this time.

For details, please refer to the "Notice Regarding Forecast of Financial Results and Dividend Forecast" announced today (July 14, 2020).

2. Consolidated Statements of Income

(Unit: millions of yen)

	FY2019 1Q (Mar-May)		FY2020 1Q (Mar-May)			FY2019 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	184,057	—	149,055	—	81.0%	744,349	—
Net sales	175,422	100.0%	140,707	100.0%	80.2%	709,455	100.0%
Gross profit	37,608	21.4%	33,429	23.8%	88.9%	156,103	22.0%
Operating revenue	8,635	4.9%	8,348	5.9%	96.7%	34,893	4.9%
Operating gross profit	46,243	26.4%	41,778	29.7%	90.3%	190,997	26.9%
Selling, general and administrative expenses	39,650	22.6%	35,473	25.2%	89.5%	159,108	22.4%
Personnel expenses	18,032	10.3%	16,696	11.9%	92.6%	70,362	9.9%
Depreciation	3,717	2.1%	3,695	2.6%	99.4%	15,672	2.2%
Amortization of goodwill	205	0.1%	191	0.1%	93.3%	785	0.1%
Rental expenses	2,988	1.7%	2,895	2.1%	96.9%	11,855	1.7%
Utilities expenses	1,989	1.1%	1,716	1.2%	86.3%	8,471	1.2%
Advertising expenses	4,175	2.4%	2,598	1.8%	62.2%	16,430	2.3%
Other	8,542	4.9%	7,677	5.5%	89.9%	35,531	5.0%
Operating profit	6,592	3.8%	6,305	4.5%	95.6%	31,888	4.5%
Non-operating income	380	0.2%	617	0.4%	162.4%	1,484	0.2%
Interest and dividend income	60	0.0%	59	0.0%	98.4%	250	0.0%
Non-operating expenses	390	0.2%	540	0.4%	138.5%	1,393	0.2%
Interest expenses	215	0.1%	190	0.1%	88.4%	818	0.1%
Ordinary profit	6,582	3.8%	6,381	4.5%	96.9%	31,979	4.5%
Extraordinary income	461	0.3%	517	0.4%	112.1%	669	0.1%
Extraordinary losses	447	0.3%	1,999	1.4%	447.2%	2,803	0.4%
Profit before income taxes	6,596	3.8%	4,899	3.5%	74.3%	29,845	4.2%
Total income taxes	2,165	1.2%	1,461	1.0%	67.5%	9,505	1.3%
Profit attributable to non-controlling interests	195	0.1%	110	0.1%	56.6%	385	0.1%
Profit attributable to owners of parent	4,236	2.4%	3,327	2.4%	78.5%	19,953	2.8%

1) Segment Information

	FY2019 1Q (Mar-May)		FY2020 1Q (Mar-May)			FY2019 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(Operating revenue)							
Retail operations	178,651	97.1%	144,403	96.9%	80.8%	722,910	97.1%
Retail-peripheral operations	23,354	12.7%	22,568	15.1%	96.6%	94,949	12.8%
Other	1,436	0.8%	1,318	0.9%	91.8%	5,268	0.7%
Adjustment	-19,384	-10.5%	-19,234	-12.9%	—	-78,779	-10.6%
Total	184,057	100.0%	149,055	100.0%	81.0%	744,349	100.0%
(Operating profit)							
Retail operations	5,347	81.1%	5,420	86.0%	101.4%	26,607	83.4%
Retail-peripheral operations	921	14.0%	540	8.6%	58.6%	4,351	13.6%
Other	322	4.9%	350	5.6%	108.5%	1,064	3.3%
Adjustment	1	0.0%	-5	-0.1%	—	-134	-0.4%
Total	6,592	100.0%	6,305	100.0%	95.6%	31,888	100.0%

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

Company	Business / Segment		FY2019 1Q (Mar-May)	FY2020 1Q (Mar-May)	FY2019 Full Term (Mar-Feb)
YOU-ME CARD CO., LTD.	Finance	Operating revenue	2,446	2,339 (95.6%)	9,835
	Retail-peripheral operations	Operating profit	538	433 (80.5%)	2,157
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	3,032	2,912 (96.0%)	14,059
	Retail-peripheral operations	Operating profit	188	204 (108.3%)	1,371
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	1,456	880 (60.4%)	5,963
	Retail-peripheral operations	Operating profit	78	-212 (—)	312
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	6,764	6,911 (102.2%)	27,125
	Retail operations	Operating profit	139	337 (242.3%)	704
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	6,737	7,231 (107.3%)	27,161
	Retail operations	Operating profit	31	339 (1063.2%)	304
YOURS Co., Ltd.	Retail	Operating revenue	6,259	6,223 (99.4%)	24,135
	Retail operations	Operating profit	67	164 (243.1%)	390

3) Change in Consolidated Operating Profit by Quarter

(Unit: millions of yen)

	FY2018		FY2019		FY2020	
		YoY		YoY		YoY
1Q (Mar-May)	8,090	108.4%	6,592	81.5%	6,305	95.6%
2Q (Jun-Aug)	8,698	90.2%	7,570	87.0%	—	—
First half total (Mar-Aug)	16,788	98.2%	14,163	84.4%	Forecast 16,000	113.0%
3Q (Sep-Nov)	6,822	79.5%	7,009	102.7%	—	—
Three quarters total (Mar-Nov)	23,611	91.9%	21,173	89.7%	—	—
4Q (Dec-Feb)	11,662	91.1%	10,715	91.9%	—	—
Annual total (Mar-Feb)	35,273	91.7%	31,888	90.4%	Forecast 33,200	104.1%

3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 29, 2020		As of May 31, 2020		
	Amount	% of Total	Amount	% of Total	Change
Total assets	490,106	100.0%	489,250	100.0%	- 855
Cash and deposits	8,982	1.8%	13,844	2.8%	+ 4,862
Notes and accounts receivable - trade	46,392	9.5%	42,348	8.7%	- 4,044
Merchandise and finished goods	25,780	5.3%	24,209	4.9%	- 1,571
Property, plant and equipment	337,447	68.9%	335,440	68.6%	- 2,006
Leasehold and guarantee deposits	17,722	3.6%	17,517	3.6%	- 204
Investment securities	11,039	2.3%	13,133	2.7%	+ 2,093
Other	42,741	8.7%	42,756	8.7%	+ 15
Liabilities	263,841	53.8%	260,967	53.3%	- 2,874
Notes and accounts payable - trade	49,977	10.2%	47,059	9.6%	- 2,918
Interest-bearing liabilities	128,928	26.3%	134,435	27.5%	+ 5,506
Other	84,935	17.3%	79,472	16.2%	- 5,462
Net assets	226,264	46.2%	228,283	46.7%	+ 2,018
Treasury shares	-27	0.0%	-28	0.0%	+ 0
Other	214,373	43.7%	215,617	44.1%	+ 1,243
Non-controlling interests	11,918	2.4%	12,693	2.6%	+ 774

*Change in the number of issued shares

	FY2019 (Mar-Feb)	FY2020 1Q
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	6,700	7,346
at the end of the period (B)	7,346	7,366
(Acquired during the period)	646	20
(Cancelled during the period)	0	0
A—B	71,657,854	71,657,834
(Average during the period)	71,658,190	71,657,839

4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2019 1Q (Mar-May)	FY2020 1Q (Mar-May)	FY2019 Full Term (Mar-Feb)
Cash flows from operating activities	+ 8,663	+ 5,858	+ 57,681
Profit before income taxes	+ 6,596	+ 4,899	+ 29,845
Non-cash loss/gain (depreciation, etc.)	+ 4,253	+ 3,990	+ 19,214
Increase/decrease in claims and obligations related to operating activities	+ 612	- 710	+ 17,304
Income taxes and interest income	- 4,589	- 4,794	- 10,041
Other	+ 1,790	+ 2,474	+ 1,359
Cash flows from investing activities	- 3,286	- 3,602	- 16,693
Capital investment related	- 2,250	- 3,864	- 16,596
Other	- 1,036	+ 261	- 96
Cash flows from financing activities	- 4,965	+ 2,606	- 40,142
Interest-bearing liabilities related	- 2,064	+ 5,506	- 34,345
Other	- 2,901	- 2,900	- 5,796
Increase/decrease in cash and cash equivalents	+ 410	+ 4,862	+ 845

5. IZUMI CO., LTD.: Income Statement and Other Financial Information

1) Statement of Income

(Unit: millions of yen)

	FY2019 1Q (Mar-May)		FY2020 1Q (Mar-May)			FY2019 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	172,925	—	137,679	—	79.6%	700,142	—
Net sales	164,949	100.0%	129,987	100.0%	78.8%	667,833	100.0%
Gross profit	30,270	18.4%	26,234	20.2%	86.7%	126,313	18.9%
Operating revenue	7,976	4.8%	7,691	5.9%	96.4%	32,309	4.8%
Real estate lease revenue	2,083	1.3%	2,036	1.6%	97.7%	8,322	1.2%
Distribution center revenue	2,375	1.4%	2,259	1.7%	95.1%	9,633	1.4%
Store lease joint management expense revenue	2,267	1.4%	2,253	1.7%	99.4%	9,133	1.4%
Other	1,249	0.8%	1,141	0.9%	91.4%	5,219	0.8%
Operating gross profit	38,246	23.2%	33,925	26.1%	88.7%	158,622	23.8%
Selling, general and administrative expenses	32,943	20.0%	29,153	22.4%	88.5%	132,596	19.9%
Personnel expenses	13,046	7.9%	11,806	9.1%	90.5%	50,548	7.6%
Depreciation	3,215	1.9%	3,219	2.5%	100.1%	13,550	2.0%
Rental expenses	2,535	1.5%	2,479	1.9%	97.8%	10,083	1.5%
Store management expenses	2,524	1.5%	2,443	1.9%	96.8%	10,251	1.5%
Utilities expenses	1,528	0.9%	1,333	1.0%	87.2%	6,591	1.0%
Advertising expenses	3,659	2.2%	2,257	1.7%	61.7%	14,362	2.2%
Other	6,432	3.9%	5,614	4.3%	87.3%	27,208	4.1%
Operating profit	5,302	3.2%	4,772	3.7%	90.0%	26,026	3.9%
Non-operating income	401	0.2%	577	0.4%	144.0%	1,396	0.2%
Interest and dividend income	125	0.1%	132	0.1%	105.8%	333	0.0%
Non-operating expenses	366	0.2%	453	0.3%	123.7%	1,181	0.2%
Interest expenses	214	0.1%	194	0.1%	90.9%	822	0.1%
Ordinary profit	5,337	3.2%	4,896	3.8%	91.7%	26,240	3.9%
Extraordinary income	21	0.0%	517	0.4%	2412.0%	105	0.0%
Extraordinary losses	205	0.1%	2,026	1.6%	984.9%	1,826	0.3%
Profit before income taxes	5,152	3.1%	3,387	2.6%	65.7%	24,519	3.7%
Profit	3,532	2.1%	2,385	1.8%	67.5%	17,053	2.6%

2) Sales Information

	FY2019 1Q (Mar-May)		FY2020 1Q (Mar-May)			FY2019 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)							
Clothing	19,006	11.5%	9,653	7.4%	50.8%	68,525	10.3%
Household goods	12,147	7.4%	9,629	7.4%	79.3%	48,352	7.2%
Foods	53,259	32.3%	54,342	41.8%	102.0%	228,914	34.3%
Directly managed stores total	84,413	51.2%	73,625	56.6%	87.2%	345,792	51.8%
Tenants	62,130	37.7%	39,374	30.3%	63.4%	247,397	37.0%
X-SELL Division	3,126	1.9%	1,821	1.4%	58.2%	14,727	2.2%
Product supply, etc.	15,279	9.3%	15,166	11.7%	99.3%	59,915	9.0%
Total	164,949	100.0%	129,987	100.0%	78.8%	667,833	100.0%
(By Region)							
Chugoku	66,538	40.3%	56,243	43.3%	84.5%	272,346	40.8%
Kyushu	64,344	39.0%	46,038	35.4%	71.6%	260,314	39.0%
Other	34,065	20.7%	27,705	21.3%	81.3%	135,171	20.2%
Total	164,949	100.0%	129,987	100.0%	78.8%	667,833	100.0%

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

	FY2019 1Q (Mar-May)	FY2020 1Q (Mar-May)	FY2019 Full Term (Mar-Feb)
Clothing	101.1%	50.5%	95.3%
Household goods	103.6%	77.7%	100.9%
Foods	100.9%	100.6%	99.8%
Directly managed stores total	101.3%	86.6%	99.1%
Tenants	100.6%	61.8%	99.3%
Total	101.0%	76.4%	99.1%
Chugoku	101.6%	82.5%	99.5%
Kyushu	100.5%	71.7%	99.0%
Number of customers	100.4%	83.3%	98.5%
Average spent per customer	100.9%	103.9%	100.6%
Average spent per item	101.3%	91.1%	100.6%
Number of purchases	99.6%	114.1%	100.0%

4) Gross Profit Ratio

	FY2019 1Q (Mar-May)	FY2020 1Q (Mar-May)	FY2019 Full Term (Mar-Feb)
Clothing	37.9%	37.7%	38.1%
Household goods	31.2%	32.3%	32.3%
Foods	25.2%	27.2%	26.5%
Directly managed stores total	28.9%	29.2%	29.6%
Tenants	8.0%	10.5%	8.0%
X-SELL Division	27.0%	26.7%	25.8%
Product supply, etc.	0.3%	0.5%	0.6%
Total	18.4%	20.2%	18.9%
(Loss rate)			
Clothing	10.7%	9.8%	10.8%
Household goods	3.1%	2.6%	3.2%
Foods	3.3%	2.7%	3.1%
Directly managed stores total	4.9%	3.6%	4.6%
(Inventory turnover in days)			
Clothing	69.7	110.3	72.2
Household goods	84.6	98.1	83.9
Foods	11.0	10.1	10.4
Directly managed stores total	34.6	34.4	32.7

5) Average Number of Employees during the Period

	FY2019 1Q (Mar-May)	FY2020 1Q (Mar-May)	FY2019 Full Term (Mar-Feb)
Full employees	2,920	3,013	2,910
Semi-full employees (8-hour equivalent)	6,161	6,030	6,438
Part-time employees (8-hour equivalent)	4,072	3,753	4,351
Total	13,153	12,796	13,699
(% of Total)			
Full employees	22.2%	23.5%	21.2%
Semi-full employees (8-hour equivalent)	46.8%	47.1%	47.0%
Part-time employees (8-hour equivalent)	31.0%	29.3%	31.8%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Division)			
Net sales per employee	6,655 thousand yen	5,896 thousand yen	26,317 thousand yen
Gross profit per employee	1,921 thousand yen	1,721 thousand yen	7,752 thousand yen
Personnel expenses per employee	992 thousand yen	923 thousand yen	3,690 thousand yen
Personnel expenses/sales ratio	14.9%	15.6%	14.0%
Personnel expenses/gross profit ratio	51.6%	53.6%	47.6%

6) Stores and Capital Investment

	As of May 31, 2019	As of May 31, 2020	Non-Consolidated As of Feb. 29, 2020
New stores	3	0	5
(X-SELL stand-alone type stores)	0	0	0
Stores closed	1	0	6
Number of stores at the end of the period	114	111	111
(X-SELL stand-alone type stores)	10	9	9
Sales floor area at the end of period	1,140,831 m ²	1,148,952 m ²	1,150,996 m ²
Capital investment (construction basis)	4,565 million yen	1,238 million yen	13,622 million yen
Capital investment (payment basis)	1,295 million yen	3,381 million yen	12,622 million yen