



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

1. Summary of Financial Results

1) Consolidated Financial Results

(Unit: millions of yen)

| | FY2019 | | FY2020 | |
|--|------------|------------|------------|--------------------|
| | 2Q | Full Term | 2Q | Full Term Forecast |
| Operating revenue | 369,814 | 744,349 | 326,353 | 701,900 |
| (YoY) | 103.1% | 101.7% | 88.2% | 94.3% |
| Operating profit | 14,163 | 31,888 | 16,457 | 33,200 |
| (YoY) | 84.4% | 90.4% | 116.2% | 104.1% |
| Ordinary profit | 14,164 | 31,979 | 16,641 | 33,200 |
| (YoY) | 84.1% | 91.1% | 117.5% | 103.8% |
| Profit attributable to owners of parent | 8,966 | 19,953 | 10,680 | 19,000 |
| (YoY) | 83.1% | 84.9% | 119.1% | 95.2% |
| Earnings per share | ¥125.13 | ¥278.45 | ¥149.05 | ¥265.15 |
| Total assets | 502,156 | 490,106 | 481,470 | |
| Net assets | 217,732 | 226,264 | 236,310 | |
| Net assets per share | ¥2,874.95 | ¥2,991.24 | ¥3,117.30 | |
| Equity ratio | 41.0% | 43.7% | 46.4% | |
| 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 | 6,976 | 7,346 | 7,497 | |
| Average number of shares during the period (excl. treasury shares) | 71,658,352 | 71,658,190 | 71,657,800 | |
| 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 | |
|---------------------|---------|-----------|---------|--------------------|
| | 2Q | Full Term | 2Q | Full Term Forecast |
| Operating revenue | 347,690 | 700,142 | 303,528 | 656,100 |
| (YoY) | 103.5% | 101.9% | 87.3% | 93.7% |
| Operating profit | 11,253 | 26,026 | 12,822 | 27,800 |
| (YoY) | 81.9% | 89.3% | 113.9% | 106.8% |
| Ordinary profit | 11,326 | 26,240 | 13,100 | 27,800 |
| (YoY) | 81.6% | 89.9% | 115.7% | 105.9% |
| Profit | 7,317 | 17,053 | 7,957 | 15,800 |
| (YoY) | 80.1% | 83.3% | 108.7% | 92.6% |
| Dividends per share | ¥40.00 | ¥80.00 | ¥40.00 | ¥80.00 |
| Total assets | 432,737 | 423,476 | 411,519 | |
| Net assets | 170,321 | 177,249 | 182,500 | |
| Equity ratio | 39.4% | 41.9% | 44.3% | |

2. Consolidated Statements of Income

Consolidated

(Unit: millions of yen)

| | FY2019 2Q (Mar-Aug) | | FY2020 2Q (Mar-Aug) | | | FY2019 Full Term (Mar-Feb) | |
|--|------------------------|------------|------------------------|------------|--------|-------------------------------|------------|
| | Amount | % of Sales | Amount | % of Sales | YoY | Amount | % of Sales |
| Operating revenue | 369,814 | — | 326,353 | — | 88.2% | 744,349 | — |
| Net sales | 352,432 | 100.0% | 309,408 | 100.0% | 87.8% | 709,455 | 100.0% |
| Gross profit | 77,178 | 21.9% | 71,901 | 23.2% | 93.2% | 156,103 | 22.0% |
| Operating revenue | 17,381 | 4.9% | 16,944 | 5.5% | 97.5% | 34,893 | 4.9% |
| Operating gross profit | 94,560 | 26.8% | 88,846 | 28.7% | 94.0% | 190,997 | 26.9% |
| Selling, general and administrative expenses | 80,396 | 22.8% | 72,389 | 23.4% | 90.0% | 159,108 | 22.4% |
| Personnel expenses | 35,529 | 10.1% | 33,566 | 10.8% | 94.5% | 70,362 | 9.9% |
| Depreciation | 7,615 | 2.2% | 7,458 | 2.4% | 97.9% | 15,672 | 2.2% |
| Amortization of goodwill | 402 | 0.1% | 383 | 0.1% | 95.4% | 785 | 0.1% |
| Rental expenses | 5,930 | 1.7% | 5,725 | 1.9% | 96.5% | 11,855 | 1.7% |
| Utilities expenses | 4,520 | 1.3% | 4,069 | 1.3% | 90.0% | 8,471 | 1.2% |
| Advertising expenses | 8,230 | 2.3% | 4,525 | 1.5% | 55.0% | 16,430 | 2.3% |
| Other | 18,168 | 5.2% | 16,661 | 5.4% | 91.7% | 35,531 | 5.0% |
| Operating profit | 14,163 | 4.0% | 16,457 | 5.3% | 116.2% | 31,888 | 4.5% |
| Non-operating income | 731 | 0.2% | 1,101 | 0.4% | 150.5% | 1,484 | 0.2% |
| Interest and dividend income | 136 | 0.0% | 134 | 0.0% | 98.7% | 250 | 0.0% |
| Non-operating expenses | 731 | 0.2% | 916 | 0.3% | 125.3% | 1,393 | 0.2% |
| Interest expenses | 425 | 0.1% | 372 | 0.1% | 87.8% | 818 | 0.1% |
| Ordinary profit | 14,164 | 4.0% | 16,641 | 5.4% | 117.5% | 31,979 | 4.5% |
| Extraordinary income | 558 | 0.2% | 2,001 | 0.6% | 358.3% | 669 | 0.1% |
| Extraordinary losses | 984 | 0.3% | 2,245 | 0.7% | 228.2% | 2,803 | 0.4% |
| Profit before income taxes | 13,738 | 3.9% | 16,397 | 5.3% | 119.4% | 29,845 | 4.2% |
| Total income taxes | 4,507 | 1.3% | 4,879 | 1.6% | 108.3% | 9,505 | 1.3% |
| Profit attributable to non-controlling interests | 263 | 0.1% | 837 | 0.3% | 317.4% | 385 | 0.1% |
| Profit attributable to owners of parent | 8,966 | 2.5% | 10,680 | 3.5% | 119.1% | 19,953 | 2.8% |

1) Segment Information

| | FY2019 2Q (Mar-Aug) | | FY2020 2Q (Mar-Aug) | | | FY2019 Full Term (Mar-Feb) | |
|------------------------------|------------------------|------------|------------------------|------------|--------|-------------------------------|------------|
| | Amount | % of Total | Amount | % of Total | YoY | Amount | % of Total |
| (Operating revenue) | | | | | | | |
| Retail operations | 359,117 | 97.1% | 316,427 | 97.0% | 88.1% | 722,910 | 97.1% |
| Retail-peripheral operations | 47,400 | 12.8% | 46,761 | 14.3% | 98.7% | 94,949 | 12.8% |
| Other | 2,628 | 0.7% | 2,656 | 0.8% | 101.0% | 5,268 | 0.7% |
| Adjustment | -39,332 | -10.6% | -39,492 | -12.1% | — | -78,779 | -10.6% |
| Total | 369,814 | 100.0% | 326,353 | 100.0% | 88.2% | 744,349 | 100.0% |
| (Operating profit) | | | | | | | |
| Retail operations | 11,411 | 80.6% | 14,124 | 85.8% | 123.8% | 26,607 | 83.4% |
| Retail-peripheral operations | 2,250 | 15.9% | 1,765 | 10.7% | 78.5% | 4,351 | 13.6% |
| Other | 562 | 4.0% | 593 | 3.6% | 105.5% | 1,064 | 3.3% |
| Adjustment | -60 | -0.4% | -26 | -0.2% | — | -134 | -0.4% |
| Total | 14,163 | 100.0% | 16,457 | 100.0% | 116.2% | 31,888 | 100.0% |

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

| Company | Business / Segment | | FY2019 2Q (Mar-Aug) | FY2020 2Q (Mar-Aug) | FY2019 Full Term (Mar-Feb) |
|---------------------------------|------------------------------|-------------------|------------------------|------------------------|-------------------------------|
| YOU-ME CARD CO., LTD. | Finance | Operating revenue | 4,823 | 4,702 (97.5%) | 9,835 |
| | Retail-peripheral operations | Operating profit | 1,156 | 1,081 (93.5%) | 2,157 |
| IZUMI TECHNO Co., Ltd. | Store management | Operating revenue | 6,698 | 6,519 (97.3%) | 14,059 |
| | Retail-peripheral operations | Operating profit | 608 | 689 (113.4%) | 1,371 |
| IZUMI FOOD SERVICE CO., LTD. | Food services | Operating revenue | 3,032 | 2,111 (69.6%) | 5,963 |
| | Retail-peripheral operations | Operating profit | 209 | -254 (—) | 312 |
| Youme Mart Kumamoto Co., Ltd. | Retail | Operating revenue | 13,683 | 13,906 (101.6%) | 27,125 |
| | Retail operations | Operating profit | 292 | 666 (227.9%) | 704 |
| Youme Mart Kitakyushu Co., Ltd. | Retail | Operating revenue | 13,577 | 14,466 (106.6%) | 27,161 |
| | Retail operations | Operating profit | 82 | 612 (746.4%) | 304 |
| YOURS Co., Ltd. | Retail | Operating revenue | 12,238 | 12,247 (100.1%) | 24,135 |
| | Retail operations | Operating profit | 191 | 355 (185.4%) | 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% | 10,152 | 134.1% |
| First half total (Mar-Aug) | 16,788 | 98.2% | 14,163 | 84.4% | 16,457 | 116.2% |
| 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 Aug. 31, 2020 | | |
|---------------------------------------|---------------------|------------|---------------------|------------|----------|
| | Amount | % of Total | Amount | % of Total | Change |
| Total assets | 490,106 | 100.0% | 481,470 | 100.0% | - 8,636 |
| Cash and deposits | 8,982 | 1.8% | 10,262 | 2.1% | + 1,280 |
| Notes and accounts receivable - trade | 46,392 | 9.5% | 44,532 | 9.2% | - 1,860 |
| Merchandise and finished goods | 25,780 | 5.3% | 23,004 | 4.8% | - 2,775 |
| Property, plant and equipment | 337,447 | 68.9% | 334,601 | 69.5% | - 2,846 |
| Leasehold and guarantee deposits | 17,722 | 3.6% | 17,277 | 3.6% | - 444 |
| Investment securities | 11,039 | 2.3% | 12,186 | 2.5% | + 1,146 |
| Other | 42,741 | 8.7% | 39,605 | 8.2% | - 3,135 |
| Liabilities | 263,841 | 53.8% | 245,159 | 50.9% | - 18,682 |
| Notes and accounts payable - trade | 49,977 | 10.2% | 35,252 | 7.3% | - 14,725 |
| Interest-bearing liabilities | 128,928 | 26.3% | 132,277 | 27.5% | + 3,348 |
| Other | 84,935 | 17.3% | 77,629 | 16.1% | - 7,305 |
| Net assets | 226,264 | 46.2% | 236,310 | 49.1% | + 10,045 |
| Treasury shares | -27 | 0.0% | -28 | 0.0% | + 0 |
| Other | 214,373 | 43.7% | 223,406 | 46.4% | + 9,032 |
| Non-controlling interests | 11,918 | 2.4% | 12,932 | 2.7% | + 1,013 |

*Change in the number of issued shares

| | | FY2019 (Mar-Feb) | FY2020 2Q |
|--|--|------------------|------------|
| 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 | 7,497 |
| (Acquired during the period) | | 646 | 151 |
| (Cancelled during the period) | | 0 | 0 |
| A—B | | 71,657,854 | 71,657,703 |
| (Average during the period) | | 71,658,190 | 71,657,800 |

4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

| | FY2019 2Q (Mar-Aug) | FY2020 2Q (Mar-Aug) | FY2019 Full Term (Mar-Feb) |
|---|------------------------|------------------------|-------------------------------|
| Cash flows from operating activities | + 45,170 | + 6,085 | + 57,681 |
| Profit before income taxes | + 13,738 | + 16,397 | + 29,845 |
| Non-cash loss/gain (depreciation, etc.) | + 8,765 | + 8,085 | + 19,214 |
| Increase/decrease in claims and obligations related to operating activities | + 26,095 | - 12,476 | + 17,304 |
| Income taxes and interest income | - 4,650 | - 4,996 | - 10,041 |
| Other | + 1,221 | - 924 | + 1,359 |
| Cash flows from investing activities | - 7,658 | - 5,196 | - 16,693 |
| Capital investment related | - 7,081 | - 8,233 | - 16,596 |
| Other | - 576 | + 3,037 | - 96 |
| Cash flows from financing activities | - 29,660 | + 391 | - 40,142 |
| Interest-bearing liabilities related | - 26,731 | + 3,348 | - 34,345 |
| Other | - 2,928 | - 2,956 | - 5,796 |
| Increase/decrease in cash and cash equivalents | + 7,852 | + 1,280 | + 845 |

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

1) Statement of Income

| | FY2019 | | FY2020 | | | FY2019 | |
|--|--------------|------------|--------------|------------|--------|---------------------|------------|
| | 2Q (Mar-Aug) | | 2Q (Mar-Aug) | | | Full Term (Mar-Feb) | |
| | Amount | % of Sales | Amount | % of Sales | YoY | Amount | % of Sales |
| Operating revenue | 347,690 | — | 303,528 | — | 87.3% | 700,142 | — |
| Net sales | 331,617 | 100.0% | 287,884 | 100.0% | 86.8% | 667,833 | 100.0% |
| Gross profit | 62,186 | 18.8% | 56,730 | 19.7% | 91.2% | 126,313 | 18.9% |
| Operating revenue | 16,073 | 4.8% | 15,644 | 5.4% | 97.3% | 32,309 | 4.8% |
| Real estate lease revenue | 4,133 | 1.2% | 4,049 | 1.4% | 98.0% | 8,322 | 1.2% |
| Distribution center revenue | 4,856 | 1.5% | 4,734 | 1.6% | 97.5% | 9,633 | 1.4% |
| Store lease joint management expense revenue | 4,556 | 1.4% | 4,481 | 1.6% | 98.4% | 9,133 | 1.4% |
| Other | 2,526 | 0.8% | 2,379 | 0.8% | 94.2% | 5,219 | 0.8% |
| Operating gross profit | 78,259 | 23.6% | 72,374 | 25.1% | 92.5% | 158,622 | 23.8% |
| Selling, general and administrative expenses | 67,006 | 20.2% | 59,552 | 20.7% | 88.9% | 132,596 | 19.9% |
| Personnel expenses | 25,585 | 7.7% | 23,784 | 8.3% | 93.0% | 50,548 | 7.6% |
| Depreciation | 6,589 | 2.0% | 6,485 | 2.3% | 98.4% | 13,550 | 2.0% |
| Rental expenses | 5,046 | 1.5% | 4,869 | 1.7% | 96.5% | 10,083 | 1.5% |
| Store management expenses | 5,160 | 1.6% | 5,091 | 1.8% | 98.7% | 10,251 | 1.5% |
| Utilities expenses | 3,539 | 1.1% | 3,217 | 1.1% | 90.9% | 6,591 | 1.0% |
| Advertising expenses | 7,206 | 2.2% | 3,844 | 1.3% | 53.4% | 14,362 | 2.2% |
| Other | 13,878 | 4.2% | 12,258 | 4.3% | 88.3% | 27,208 | 4.1% |
| Operating profit | 11,253 | 3.4% | 12,822 | 4.5% | 113.9% | 26,026 | 3.9% |
| Non-operating income | 729 | 0.2% | 977 | 0.3% | 134.0% | 1,396 | 0.2% |
| Interest and dividend income | 204 | 0.1% | 210 | 0.1% | 103.1% | 333 | 0.0% |
| Non-operating expenses | 657 | 0.2% | 699 | 0.2% | 106.4% | 1,181 | 0.2% |
| Interest expenses | 424 | 0.1% | 382 | 0.1% | 90.1% | 822 | 0.1% |
| Ordinary profit | 11,326 | 3.4% | 13,100 | 4.6% | 115.7% | 26,240 | 3.9% |
| Extraordinary income | 88 | 0.0% | 517 | 0.2% | 587.5% | 105 | 0.0% |
| Extraordinary losses | 638 | 0.2% | 2,125 | 0.7% | 332.9% | 1,826 | 0.3% |
| Profit before income taxes | 10,775 | 3.2% | 11,491 | 4.0% | 106.6% | 24,519 | 3.7% |
| Profit | 7,317 | 2.2% | 7,957 | 2.8% | 108.7% | 17,053 | 2.6% |

2) Sales Information

| | FY2019 | | FY2020 | | | FY2019 | |
|-------------------------------|--------------|------------|--------------|------------|--------|---------------------|------------|
| | 2Q (Mar-Aug) | | 2Q (Mar-Aug) | | | Full Term (Mar-Feb) | |
| | Amount | % of Total | Amount | % of Total | YoY | Amount | % of Total |
| (By Product) | | | | | | | |
| Clothing | 35,955 | 10.8% | 22,418 | 7.8% | 62.3% | 68,525 | 10.3% |
| Household goods | 23,883 | 7.2% | 21,001 | 7.3% | 87.9% | 48,352 | 7.2% |
| Foods | 112,780 | 34.0% | 114,309 | 39.7% | 101.4% | 228,914 | 34.3% |
| Directly managed stores total | 172,618 | 52.1% | 157,729 | 54.8% | 91.4% | 345,792 | 51.8% |
| Tenants | 122,064 | 36.8% | 94,623 | 32.9% | 77.5% | 247,397 | 37.0% |
| X-SELL Division | 6,634 | 2.0% | 4,989 | 1.7% | 75.2% | 14,727 | 2.2% |
| Product supply, etc. | 30,300 | 9.1% | 30,542 | 10.6% | 100.8% | 59,915 | 9.0% |
| Total | 331,617 | 100.0% | 287,884 | 100.0% | 86.8% | 667,833 | 100.0% |
| (By Region) | | | | | | | |
| Chugoku | 135,264 | 40.8% | 122,329 | 42.5% | 90.4% | 272,346 | 40.8% |
| Kyushu | 129,486 | 39.0% | 105,905 | 36.8% | 81.8% | 260,314 | 39.0% |
| Other | 66,866 | 20.2% | 59,649 | 20.7% | 89.2% | 135,171 | 20.2% |
| Total | 331,617 | 100.0% | 287,884 | 100.0% | 86.8% | 667,833 | 100.0% |

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

| | FY2019 2Q (Mar-Aug) | FY2020 2Q (Mar-Aug) | Non-Consolidated FY2019 Full Term (Mar-Feb) |
|-------------------------------|------------------------|------------------------|---|
| Clothing | 99.3% | 63.7% | 95.3% |
| Household goods | 101.7% | 86.9% | 100.9% |
| Foods | 99.9% | 101.1% | 99.8% |
| Directly managed stores total | 100.0% | 91.7% | 99.1% |
| Tenants | 100.4% | 76.1% | 99.3% |
| Total | 100.2% | 85.4% | 99.1% |
| Chugoku | 100.5% | 90.0% | 99.5% |
| Kyushu | 99.9% | 82.1% | 99.0% |
| Number of customers | 99.0% | 87.1% | 98.5% |
| Average spent per customer | 101.0% | 105.2% | 100.6% |
| Average spent per item | 100.9% | 95.6% | 100.6% |
| Number of purchases | 100.1% | 110.0% | 100.0% |

4) Gross Profit Ratio

| | FY2019 2Q (Mar-Aug) | FY2020 2Q (Mar-Aug) | FY2019 Full Term (Mar-Feb) |
|-------------------------------|------------------------|------------------------|-------------------------------|
| Clothing | 38.3% | 37.9% | 38.1% |
| Household goods | 31.9% | 32.7% | 32.3% |
| Foods | 25.8% | 27.2% | 26.5% |
| Directly managed stores total | 29.2% | 29.5% | 29.6% |
| Tenants | 8.1% | 9.3% | 8.0% |
| X-SELL Division | 25.1% | 25.4% | 25.8% |
| Product supply, etc. | 0.6% | 0.5% | 0.6% |
| Total | 18.8% | 19.7% | 18.9% |
| (Loss rate) | | | |
| Clothing | 11.0% | 9.7% | 10.8% |
| Household goods | 3.2% | 2.5% | 3.2% |
| Foods | 3.2% | 2.6% | 3.1% |
| Directly managed stores total | 4.8% | 3.6% | 4.6% |
| (Inventory turnover in days) | | | |
| Clothing | 72.2 | 84.2 | 72.2 |
| Household goods | 86.3 | 86.5 | 83.9 |
| Foods | 10.5 | 9.3 | 10.4 |
| Directly managed stores total | 33.7 | 30.1 | 32.7 |

5) Average Number of Employees during the Period

| | FY2019 2Q (Mar-Aug) | FY2020 2Q (Mar-Aug) | FY2019 Full Term (Mar-Feb) |
|---|------------------------|------------------------|-------------------------------|
| Full employees | 2,920 | 2,995 | 2,910 |
| Semi-full employees (8-hour equivalent) | 6,396 | 6,038 | 6,438 |
| Part-time employees (8-hour equivalent) | 4,280 | 3,864 | 4,351 |
| Total | 13,596 | 12,896 | 13,699 |
| (% of Total) | | | |
| Full employees | 21.5% | 23.2% | 21.2% |
| Semi-full employees (8-hour equivalent) | 47.0% | 46.8% | 47.0% |
| Part-time employees (8-hour equivalent) | 31.5% | 30.0% | 31.8% |
| Total | 100.0% | 100.0% | 100.0% |
| (Indicators: Directly managed stores and X-SELL Division) | | | |
| Net sales per employee | 13,184 thousand yen | 12,617 thousand yen | 26,317 thousand yen |
| Gross profit per employee | 3,835 thousand yen | 3,703 thousand yen | 7,752 thousand yen |
| Personnel expenses per employee | 1,882 thousand yen | 1,844 thousand yen | 3,690 thousand yen |
| Personnel expenses/sales ratio | 14.3% | 14.6% | 14.0% |
| Personnel expenses/gross profit ratio | 49.1% | 49.8% | 47.6% |

| | | | Non-Consolidated | |
|----------------------------------|---|--------------------------|--------------------------|--------------------------|
| 6) Stores and Capital Investment | | As of Aug. 31, 2019 | As of Aug. 31, 2020 | As of Feb. 29, 2020 |
| | New stores | 5 | 0 | 5 |
| | (X-SELL stand-alone type stores) | 0 | 0 | 0 |
| | Stores closed | 2 | 1 | 6 |
| | Number of stores at the end of the period | 115 | 110 | 111 |
| | (X-SELL stand-alone type stores) | 10 | 8 | 9 |
| | Sales floor area at the end of period | 1,158,457 m ² | 1,139,481 m ² | 1,150,996 m ² |
| | Capital investment (construction basis) | 9,706 million yen | 2,739 million yen | 13,622 million yen |
| | Capital investment (payment basis) | 5,484 million yen | 6,463 million yen | 12,622 million yen |

| | | Stores | Sales Share |
|--|--------------------------------|--------|-------------|
| 7) Store Information as of August 31, 2020 (Excluding X-SELL stand-alone type stores) | (By Store Area) | | |
| | 20,000 m ² or more | 17 | 46.8% |
| | Up to 20,000 m ² | 25 | 28.0% |
| | Up to 10,000 m ² | 31 | 16.3% |
| | Less than 3,000 m ² | 29 | 8.9% |
| | Total | 102 | 100.0% |
| | (By Store Age) | | |
| | 10 years or less | 33 | 23.9% |
| | 20 years or less | 20 | 41.5% |
| | 30 years or less | 37 | 28.5% |
| More than 30 years | 12 | 6.1% | |
| Total | 102 | 100.0% | |

| | | As of Aug. 31, 2019 | As of Aug. 31, 2020 | As of Feb. 29, 2020 |
|---|---------------------------------|---------------------|---------------------|---------------------|
| 8) Shareholder Information (Excluding shares less than one unit) | (Number of shareholders) | | | |
| | Financial instruments traders | 29 | 27 | 34 |
| | Foreign investors | 255 | 240 | 273 |
| | Financial institutions | 49 | 49 | 50 |
| | Other domestic companies | 291 | 292 | 283 |
| | Individuals, etc. | 4,172 | 5,980 | 5,188 |
| | Total | 4,796 | 6,588 | 5,828 |
| | (Percentage held) | | | |
| | Financial instruments traders | 1.8% | 1.4% | 3.0% |
| | Foreign investors | 13.1% | 9.4% | 11.9% |
| | Financial institutions | 25.5% | 29.0% | 25.4% |
| | Other domestic companies | 42.9% | 42.9% | 42.9% |
| | Individuals and treasury shares | 16.7% | 17.2% | 16.8% |
| | Total | 100.0% | 100.0% | 100.0% |