



## Support Documentation about the Consolidated Financial Results for the First Quarter of the Year Ending February 28, 2023 (FY2022)

### 1. Summary of Financial Results

#### 1) Consolidated Financial Results

(Unit: millions of yen)

	FY2021		FY2022		*Reference (Before application)	
	1Q	Full Term	1Q	Full Term Forecast	1Q	Full Term Forecast
Operating revenue	164,954	676,800	110,112	454,300	170,394	697,100
(YoY)	110.7%	99.6%	–	–	103.3%	103.0%
Operating profit	7,832	34,717	7,868	32,600	7,868	32,600
(YoY)	124.2%	97.0%	–	–	100.5%	93.9%
Ordinary profit	8,050	34,696	7,940	32,600	7,940	32,600
(YoY)	126.1%	96.2%	–	–	98.6%	94.0%
Profit attributable to owners of parent	5,081	23,204	5,295	20,900	5,295	20,900
(YoY)	152.7%	100.7%	–	–	104.2%	90.1%
Earnings per share	¥70.97	¥324.45	¥74.09	¥292.40		
Total assets	469,731	468,798	472,567			
Net assets	246,427	262,433	262,430			
Net assets per share	¥3,268.45	¥3,479.26	¥3,483.00			
Equity ratio	49.7%	53.0%	52.7%			
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	208,190	187,562	187,968			
Average number of shares during the period (excl. treasury shares)	71,607,042	71,517,631	71,477,411			
Number of consolidated subsidiaries	15	17	15			
Number of equity-method affiliates	5	4	4			

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023, and each figure for the first quarter of the fiscal year ending February 28, 2023 and the financial results forecasts for the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. For reference, each figure for the first quarter of the fiscal year ending February 28, 2023 and the financial results forecasts for the fiscal year ending February 28, 2023 reclassified to the figure before applying the accounting standard and relevant ASBJ regulations are presented outside of the table.

#### 2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2021		FY2022		*Reference (Before application)	
	1Q	Full Term	1Q	Full Term Forecast	1Q	Full Term Forecast
Operating revenue	154,005	632,836	86,493	355,500	159,549	651,700
(YoY)	111.9%	99.7%	–	–	103.6%	103.0%
Operating profit	6,372	28,065	6,542	25,600	6,542	25,600
(YoY)	133.5%	96.3%	–	–	102.7%	91.2%
Ordinary profit	6,495	28,273	6,645	25,600	6,645	25,600
(YoY)	132.7%	96.1%	–	–	102.3%	90.5%
Profit	4,165	19,140	4,707	16,600	4,707	16,600
(YoY)	174.7%	109.6%	–	–	113.0%	86.7%
Dividends per share	–	¥86.00	–	¥86.00		
Total assets	408,596	407,231	410,556			
Net assets	189,362	201,520	201,608			
Equity ratio	46.3%	49.5%	49.1%			

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## 2. Consolidated Statements of Income

(Unit: millions of yen)

	FY2021 1Q (Mar-May)		FY2022 1Q (Mar-May)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	164,954	–	110,112	100.0%	170,394	–	103.3%	676,800	–
Net sales	156,624	100.0%	96,976	88.1%	161,999	100.0%	103.4%	643,280	100.0%
Gross profit	35,264	22.5%	32,322	29.4%	36,586	22.6%	103.7%	145,943	22.7%
Operating revenue	8,330	5.3%	13,135	11.9%	8,394	5.2%	100.8%	33,519	5.2%
Operating gross profit	43,594	27.8%	45,458	41.3%	44,981	27.8%	103.2%	179,463	27.9%
Selling, general and administrative expenses	35,761	22.8%	37,589	34.1%	37,112	22.9%	103.8%	144,745	22.5%
Personnel expenses	17,195	11.0%	16,843	15.3%	16,843	10.4%	98.0%	66,831	10.4%
Depreciation	3,679	2.3%	3,597	3.3%	3,597	2.2%	97.8%	15,267	2.4%
Amortization of goodwill	133	0.1%	133	0.1%	133	0.1%	100.0%	532	0.1%
Rental expenses	2,871	1.8%	2,845	2.6%	2,844	1.8%	99.1%	11,248	1.7%
Utilities expenses	1,596	1.0%	3,016	2.7%	2,033	1.3%	127.4%	7,986	1.2%
Advertising expenses	2,319	1.5%	2,276	2.1%	2,861	1.8%	123.4%	9,647	1.5%
Other	7,966	5.1%	8,877	8.1%	8,799	5.4%	110.4%	33,230	5.2%
Operating profit	7,832	5.0%	7,868	7.1%	7,868	4.9%	100.5%	34,717	5.4%
Non-operating income	499	0.3%	313	0.3%	313	0.2%	62.7%	1,600	0.2%
Interest and dividend income	55	0.0%	55	0.0%	55	0.0%	99.0%	224	0.0%
Non-operating expenses	282	0.2%	241	0.2%	241	0.1%	85.4%	1,621	0.3%
Interest expenses	150	0.1%	119	0.1%	119	0.1%	79.2%	555	0.1%
Ordinary profit	8,050	5.1%	7,940	7.2%	7,940	4.9%	98.6%	34,696	5.4%
Extraordinary income	11	0.0%	128	0.1%	128	0.1%	1077.1%	1,039	0.2%
Extraordinary losses	442	0.3%	86	0.1%	86	0.1%	19.4%	1,456	0.2%
Profit before income taxes	7,619	4.9%	7,983	7.3%	7,983	4.9%	104.8%	34,280	5.3%
Total income taxes	2,429	1.6%	2,604	2.4%	2,604	1.6%	107.2%	10,758	1.7%
Profit attributable to non-controlling interests	108	0.1%	82	0.1%	82	0.1%	76.6%	317	0.0%
Profit attributable to owners of parent	5,081	3.2%	5,295	4.8%	5,295	3.3%	104.2%	23,204	3.6%

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## 1) Segment Information

	FY2021 1Q (Mar-May)		FY2022 1Q (Mar-May)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
<b>(Operating revenue)</b>									
Retail operations	159,955	97.0%	106,106	96.4%	165,055	96.9%	103.2%	656,914	97.1%
Retail-peripheral operations	23,621	14.3%	9,871	9.0%	24,569	14.4%	104.0%	96,419	14.2%
Other	1,282	0.8%	1,476	1.3%	1,476	0.9%	115.1%	5,079	0.8%
Adjustment	- 19,904	- 12.1%	- 7,343	- 6.7%	- 20,707	- 12.2%	–	- 81,611	- 12.1%
Total	164,954	100.0%	110,112	100.0%	170,394	100.0%	103.3%	676,800	100.0%
<b>(Operating profit)</b>									
Retail operations	6,714	85.7%	6,643	84.4%	6,643	84.4%	98.9%	29,589	85.2%
Retail-peripheral operations	805	10.3%	1,047	13.3%	1,047	13.3%	130.1%	4,321	12.4%
Other	336	4.3%	242	3.1%	242	3.1%	72.0%	1,004	2.9%
Adjustment	- 23	- 0.3%	- 65	- 0.8%	- 65	- 0.8%	–	- 198	- 0.6%
Total	7,832	100.0%	7,868	100.0%	7,868	100.0%	100.5%	34,717	100.0%

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

(Unit: millions of yen)

Company	Business / Segment		FY2021	FY2022	*Reference (Before application)	FY2021
			1Q (Mar-May)	1Q (Mar-May)		Full Term (Mar-Feb)
YOU-ME CARD CO., LTD.	Finance	Operating revenue	2,321	2,060	2,439 ( 105.1%)	9,181
	Retail-peripheral operations	Operating profit	501	484	484 ( 96.6%)	2,157
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	3,499	4,120	4,124 ( 117.8%)	14,863
	Retail-peripheral operations	Operating profit	293	439	439 ( 149.7%)	1,760
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	1,233	1,403	1,403 ( 113.8%)	5,277
	Retail-peripheral operations	Operating profit	-32	31	31 ( - )	74
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	6,885	6,134	6,833 ( 99.2%)	28,083
	Retail operations	Operating profit	137	78	78 ( 57.4%)	872
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	6,879	6,055	6,753 ( 98.2%)	27,746
	Retail operations	Operating profit	224	142	142 ( 63.6%)	850
YOURS Co., Ltd.	Retail	Operating revenue	5,833	5,451	5,661 ( 97.1%)	23,364
	Retail operations	Operating profit	106	52	52 ( 49.4%)	409

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## 3) Change in Consolidated Operating Profit by Quarter

(Unit: millions of yen)

	FY2020		FY2021		FY2022	
		YoY		YoY		YoY
1Q (Mar-May)	6,305	95.6%	7,832	124.2%	7,868	-
2Q (Jun-Aug)	10,152	134.1%	8,137	80.2%	-	-
First half total (Mar-Aug)	16,457	116.2%	15,970	97.0%	Forecast 15,100	-
3Q (Sep-Nov)	8,588	122.5%	7,898	92.0%	-	-
Three quarters total (Mar-Nov)	25,045	118.3%	23,868	95.3%	-	-
4Q (Dec-Feb)	10,735	100.2%	10,848	101.1%	-	-
Annual total (Mar-Feb)	35,781	112.2%	34,717	97.0%	Forecast 32,600	-

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## 3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 28, 2022		As of May 31, 2022		
	Amount	% of Total	Amount	% of Total	Change
Total assets	468,798	100.0%	472,567	100.0%	+ 3,769
Cash and deposits	11,621	2.5%	9,912	2.1%	- 1,708
Notes and accounts receivable - trade, and contract assets	–	–	48,106	10.2%	+ 48,106
Notes and accounts receivable - trade	42,794	9.1%	–	–	- 42,794
Merchandise and finished goods	20,381	4.3%	22,365	4.7%	+ 1,984
Property, plant and equipment	329,367	70.3%	328,540	69.5%	- 826
Leasehold and guarantee deposits	15,846	3.4%	15,744	3.3%	- 102
Investment securities	8,729	1.9%	7,526	1.6%	- 1,203
Other	40,057	8.5%	40,372	8.5%	+ 314
Liabilities	206,364	44.0%	210,136	44.5%	+ 3,771
Notes and accounts payable - trade	29,697	6.3%	28,679	6.1%	- 1,017
Interest-bearing liabilities	99,366	21.2%	93,849	19.9%	- 5,516
Other	77,301	16.5%	87,607	18.5%	+ 10,305
Net assets	262,433	56.0%	262,430	55.5%	- 2
Equity	248,689	53.0%	248,955	52.7%	+ 265
Non-controlling interests	13,744	2.9%	13,475	2.9%	- 268

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023. The cumulative effect of the retrospective application, assuming the new accounting policy had been applied to periods prior to the beginning of the first three months of the current fiscal year was added to or deducted from the opening balance of retained earnings of the first three months of the current fiscal year, and thus the new accounting policy was applied from such opening balance. As a result of this change, the opening balance of retained earnings decreased by ¥1,449 million.

## \*Change in the number of issued shares

		FY2021 (Mar-Feb)	FY2022 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	8,106	187,562
	at the end of the period (B)	187,562	187,968
	(Acquired during the period)	200,717	406
	(Share-based remuneration)	21,261	0
	(Cancelled during the period)	0	0
A–B		71,477,638	71,477,232
(Average during the period)		71,517,631	71,477,411

## 4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2021	FY2022	FY2021
	1Q (Mar–May)	1Q (Mar–May)	Full Term (Mar–Feb)
Cash flows from operating activities	- 14,445	+ 9,225	+ 18,577
Profit before income taxes	+ 7,619	+ 7,983	+ 34,280
Non-cash loss/gain (depreciation, etc.)	+ 4,300	+ 4,079	+ 17,348
Increase/decrease in claims and obligations related to operating activities	- 20,069	+ 1,477	- 20,515
Income taxes and interest income	- 7,535	- 5,765	- 13,077
Other	+ 1,239	+ 1,450	+ 542
Cash flows from investing activities	- 5,333	- 2,310	- 14,246
Capital investment related	- 5,277	- 2,791	- 16,336
Other	- 55	+ 481	+ 2,089
Cash flows from financing activities	+ 1,925	- 8,623	- 18,016
Interest-bearing liabilities related	+ 5,905	- 5,516	- 10,960
Other	- 3,979	- 3,107	- 7,056
Increase/decrease in cash and cash equivalents	- 17,853	- 1,708	- 13,685

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

## 1) Statement of Income

(Unit: millions of yen)

	FY2021 1Q (Mar-May)		FY2022 1Q (Mar-May)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	154,005	–	86,493	100.0%	159,549	–	103.6%	632,836	–
Net sales	146,306	100.0%	73,680	85.2%	151,835	100.0%	103.8%	601,881	100.0%
Gross profit	27,974	19.1%	24,875	28.8%	29,102	19.2%	104.0%	116,432	19.3%
Operating revenue	7,699	5.3%	12,812	14.8%	7,713	5.1%	100.2%	30,954	5.1%
Real estate lease revenue	2,034	1.4%	6,745	7.8%	2,067	1.4%	101.7%	8,125	1.4%
Distribution center revenue	2,254	1.5%	–	–	2,391	1.6%	106.0%	9,217	1.5%
Store lease joint management expense revenue	2,143	1.5%	2,067	2.4%	2,067	1.4%	96.5%	8,470	1.4%
Other	1,266	0.9%	4,000	4.6%	1,187	0.8%	93.7%	5,141	0.9%
Operating gross profit	35,673	24.4%	37,688	43.6%	36,815	24.2%	103.2%	147,387	24.5%
Selling, general and administrative expenses	29,301	20.0%	31,145	36.0%	30,272	19.9%	103.3%	119,321	19.8%
Personnel expenses	12,178	8.3%	11,828	13.7%	11,828	7.8%	97.1%	47,142	7.8%
Depreciation	3,137	2.1%	3,025	3.5%	3,025	2.0%	96.4%	12,910	2.1%
Rental expenses	2,453	1.7%	2,416	2.8%	2,416	1.6%	98.5%	9,684	1.6%
Store management expenses	2,522	1.7%	2,986	3.5%	2,986	2.0%	118.4%	10,649	1.8%
Utilities expenses	1,219	0.8%	2,563	3.0%	1,569	1.0%	128.7%	6,221	1.0%
Advertising expenses	1,951	1.3%	2,037	2.4%	2,241	1.5%	114.8%	8,173	1.4%
Other	5,838	4.0%	6,287	7.3%	6,205	4.1%	106.3%	24,539	4.1%
Operating profit	6,372	4.4%	6,542	7.6%	6,542	4.3%	102.7%	28,065	4.7%
Non-operating income	365	0.2%	261	0.3%	261	0.2%	71.6%	1,288	0.2%
Interest and dividend income	128	0.1%	126	0.1%	126	0.1%	98.6%	329	0.1%
Non-operating expenses	241	0.2%	158	0.2%	158	0.1%	65.6%	1,080	0.2%
Interest expenses	162	0.1%	133	0.2%	133	0.1%	82.2%	605	0.1%
Ordinary profit	6,495	4.4%	6,645	7.7%	6,645	4.4%	102.3%	28,273	4.7%
Extraordinary income	11	0.0%	230	0.3%	230	0.2%	2072.5%	466	0.1%
Extraordinary losses	425	0.3%	71	0.1%	71	0.0%	16.8%	1,027	0.2%
Profit before income taxes	6,081	4.2%	6,804	7.9%	6,804	4.5%	111.9%	27,712	4.6%
Profit	4,165	2.8%	4,707	5.4%	4,707	3.1%	113.0%	19,140	3.2%

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## 2) Sales Information

	FY2021 1Q (Mar-May)		FY2022 1Q (Mar-May)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)									
Lifestyle	21,908	15.0%	19,108	25.9%	23,851	15.7%	108.9%	87,609	14.6%
Foods	53,606	36.6%	52,442	71.2%	53,698	35.4%	100.2%	227,820	37.9%
Directly managed stores total	75,514	51.6%	71,550	97.1%	77,549	51.1%	102.7%	315,430	52.4%
Tenants	53,515	36.6%	–	–	57,395	37.8%	107.2%	215,647	35.8%
X-SELL Department	2,262	1.5%	2,130	2.9%	2,411	1.6%	106.6%	10,845	1.8%
Product supply, etc.	15,013	10.3%	–	–	14,479	9.5%	96.4%	59,958	10.0%
Total	146,306	100.0%	73,680	100.0%	151,835	100.0%	103.8%	601,881	100.0%
(By Region)									
Chugoku	61,156	41.8%	39,110	53.1%	62,863	41.4%	102.8%	249,878	41.5%
Kyushu	54,219	37.1%	27,052	36.7%	57,101	37.6%	105.3%	225,587	37.5%
Other	30,930	21.1%	7,517	10.2%	31,871	21.0%	103.0%	126,415	21.0%
Total	146,306	100.0%	73,680	100.0%	151,835	100.0%	103.8%	601,881	100.0%

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

	FY2021 1Q (Mar-May)	FY2022 1Q (Mar-May)	Non-Consolidated FY2021 Full Term (Mar-Feb)
Lifestyle	117.7%	106.9%	99.9%
Foods	99.9%	99.9%	99.2%
Directly managed stores total	104.5%	101.9%	99.4%
Tenants	136.9%	107.4%	103.8%
Total	115.9%	104.2%	101.1%
Chugoku	110.4%	103.4%	100.4%
Kyushu	119.2%	104.9%	101.0%
Number of customers	105.4%	99.6%	99.4%
Average spent per customer	99.2%	102.4%	99.9%
Average spent per item	105.9%	103.6%	102.0%
Number of purchases	93.6%	98.8%	98.0%

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023. The figures for YoY sales at existing stores are presented before applying the accounting standard, etc.

4) Gross Profit Ratio

	FY2021 1Q (Mar-May)	FY2022 1Q (Mar-May)	FY2021 Full Term (Mar-Feb)
		(Ref)	
Lifestyle	35.7%	37.8%	36.1%
Foods	27.9%	32.6%	28.1%
Directly managed stores total	30.2%	34.0%	30.6%
Tenants	8.4%	–	8.1%
X-SELL Department	27.9%	26.9%	27.7%
Product supply, etc.	0.4%	–	0.5%
Total	19.1%	33.8%	19.2%

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023. The figures for gross profit ratio for the first three months of the fiscal year ending February 28, 2023 are presented after applying the accounting standard, etc. The gross profit ratio for the first three months of the fiscal year ending February 28, 2023 reclassified to the figure before applying the accounting standard and relevant ASBJ regulations is presented for reference.

	FY2021 1Q (Mar-May)	FY2022 1Q (Mar-May)	FY2021 Full Term (Mar-Feb)
(Loss rate)			
Lifestyle	7.1%	6.5%	7.2%
Foods	2.5%	2.5%	2.3%
Directly managed stores total	3.8%	3.7%	3.6%
(Inventory turnover in days)			
Lifestyle	77.9	71	72.5
Foods	9.8	8.9	8.9
Directly managed stores total	29.5	27.7	26.4

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023. The figures for loss rate and inventory turnover in days are presented before applying the accounting standard, etc.

5) Average Number of Employees during the Period

	FY2021 1Q (Mar-May)	FY2022 1Q (Mar-May)	FY2021 Full Term (Mar-Feb)
Full employees	2,956	2,957	2,912
Semi-full employees (8-hour equivalent)	5,710	5,710	5,822
Part-time employees (8-hour equivalent)	3,514	3,290	3,702
Total	12,180	11,957	12,436
(% of Total)			
Full employees	24.3%	24.7%	23.4%
Semi-full employees (8-hour equivalent)	46.9%	47.8%	46.8%
Part-time employees (8-hour equivalent)	28.9%	27.5%	29.8%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Department)			
Net sales per employee	6,386 thousand yen	6,162 thousand yen	26,236 thousand yen
Gross profit per employee	1,922 thousand yen	2,080 thousand yen	7,903 thousand yen
Personnel expenses per employee	1,000 thousand yen	989 thousand yen	3,791 thousand yen
Personnel expenses/sales ratio	15.7%	16.1%	14.4%
Personnel expenses/gross profit ratio	52.0%	47.6%	48.0%

\* Number of full employees at the end of period: 2,942 in FY2021 1Q; 2,925 in FY2022 1Q; 2,857 in FY2021 Full Term

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023, and each figure for the first three months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations.

6) Stores and Capital Investment

	As of May 31, 2021	As of May 31, 2022	Non-Consolidated As of Feb. 28, 2022
New stores	0	0	0
(X-SELL stand-alone type stores)	0	0	0
Stores closed	1	0	2
Number of stores at the end of the period	108	107	107
(X-SELL stand-alone type stores)	7	7	7
Sales floor area at the end of period	1,125,408㎡	493,233㎡	1,115,118㎡
Capital investment (construction basis)	1,751 million yen	2,448 million yen	10,331 million yen
Capital investment (payment basis)	2,075 million yen	1,821 million yen	9,833 million yen

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of the fiscal year ending February 28, 2023, and the sales floor area as of May 31, 2022 excludes the area of percentage rent tenants and the area for divisions that equate to digestion purchases at directly managed stores, which were previously included in sales floor area. The sales floor area as of May 31, 2022 using the former calculation method is 1,121,647m<sup>2</sup>.

New Stores Planned to Open from FY2022 1Q (Mar-May) Onward

Month Opened	Store Name	Location	Store Area
Autumn 2022	Youme Mall Saijo (tentative name)	Higashihiroshima City, Hiroshima Prefecture	Approx. 29,300㎡
From 2023	Youme Terrace Gion (tentative name)*	Asaminami-ku, Hiroshima City	Undetermined
From 2023	Youme Town Iizuka (tentative name)	Iizuka City, Fukuoka Prefecture	Undetermined

\* There are plans for reconstruction of Youme Town Gion.

New Stores Planned to Close from FY2022 1Q (Mar-May) Onward

Month Opened	Store Name	Location	Store Area
Late November 2022	Youme Town Takehara	Takehara City, Hiroshima Prefecture	Approx. 4,988㎡

6. Consolidated reference information

	As of May 31, 2021	As of May 31, 2022	Consolidated As of Feb. 28, 2022
Number of stores *1			
New stores *2	1	1	3
Stores closed	1	0	3
Number of stores at the end of the period *2	194	195	194
Number of employees *3			
Full employees	4,516	4,534	4,399
Semi-full employees (8-hour equivalent)	10,799	10,582	10,945
Capital investment (construction basis)	2,946 million yen	3,361 million yen	14,118 million yen
Capital investment (payment basis)	5,277 million yen	2,791 million yen	16,336 million yen

\*1 The number of stores is the sum of stores from IZUMI CO., LTD., Youme Mart Kumamoto Co., Ltd., Youme Mart Kitakyushu Co., Ltd., YOURS Co., Ltd. and one other company.

\*2 New stores during the period and the number of stores at the end of the period include stores opened in YOUR Co., Ltd.'s Youme Town Hatsukaichi.

\*3 The number of full employees refers to the number of such employees at the end of the period. The number of semi-full employees represents an average number of employees during the period calculated using an eight-hour-day basis.

## 7. Breakdown of the amount of financial impact

### 1) Consolidated

(Unit: millions of yen)

	FY2022 1Q (Mar-May)			Main breakdown of the amount of financial impact						FY2022 1Q (Mar-May)	
	Before application of Accounting Standard for Revenue Recognition, etc.			Tenants	Digestion purchases	Product supply	Center fees	Other	Total	After application of Accounting Standard for Revenue Recognition, etc.	
	Amount	% of Sales	YoY	*1	*2	*3	*4	*5		Amount	% of Revenue
Operating revenue	170,394	-	103.3%	- 52,372	- 4,672	- 959	- 2,755	477	- 60,282	110,112	100.0%
Net sales	161,999	100.0%	103.4%	- 57,050	- 6,443	- 959	0	- 569	- 65,023	96,976	88.1%
Gross profit	36,586	22.6%	103.7%	- 4,678	- 1,771	0	2,755	- 570	- 4,264	32,322	29.4%
Operating revenue	8,394	5.2%	100.8%	4,678	1,771	0	- 2,755	1,047	4,741	13,135	11.9%
Operating gross profit	44,981	27.8%	103.2%	0	0	0	0	477	477	45,458	41.3%
Selling, general and administrative expenses	37,112	22.9%	103.8%	0	0	0	0	477	477	37,589	34.1%
Personnel expenses	16,843	10.4%	98.0%	0	0	0	0	0	0	16,843	15.3%
Depreciation	3,597	2.2%	97.8%	0	0	0	0	0	0	3,597	3.3%
Amortization of goodwill	133	0.1%	100.0%	0	0	0	0	0	0	133	0.1%
Rental expenses	2,844	1.8%	99.1%	0	0	0	0	0	0	2,845	2.6%
Utilities expenses	2,033	1.3%	127.4%	0	0	0	0	983	983	3,016	2.7%
Advertising expenses	2,861	1.8%	123.4%	0	0	0	0	- 585	- 585	2,276	2.1%
Other	8,799	5.4%	110.4%	0	0	0	0	78	78	8,877	8.1%
Operating profit	7,868	4.9%	100.5%	0	0	0	0	0	0	7,868	7.1%
Ordinary profit	7,940	4.9%	98.6%	0	0	0	0	0	0	7,940	7.2%
Profit attributable to owners of parent	5,295	3.3%	104.2%	0	0	0	0	0	0	5,295	4.8%

\*1 Tenants: The total amount of compensation received from some specialty stores that had been recognized as revenue has been changed to a method of recognizing revenue on a net basis as agency transactions

\*2 Digestion purchases: Changed to a method of recognizing revenue on a net basis as agency transactions with regard to directly managed store divisions that sell digestion purchases mainly at Izumi

\*3 Product supply: Product supply to companies external to Izumi that had been recognized as sale and purchase of product supply has been changed to a method of recognizing revenue on a net basis as agency transactions

\*4 Center fees: Fees for the use of distribution centers that had been recognized as operating income has been changed to a method of recognizing as a negative cost of sales

\*5 Other: Changed the method for recognizing revenue concerning utility charges received from specialty stores and points, etc.

### 2) Non-Consolidated

(Unit: millions of yen)

	FY2022 1Q (Mar-May)			Main breakdown of the amount of financial impact						FY2022 1Q (Mar-May)	
	Before application of Accounting Standard for Revenue Recognition, etc.			Tenants	Digestion purchases	Product supply	Center fees	Other	Total	After application of Accounting Standard for Revenue Recognition, etc.	
	Amount	% of Sales	YoY	*1	*2	*3	*4	*5		Amount	% of Revenue
Operating revenue	159,549	-	103.6%	- 52,899	- 4,226	- 14,411	- 2,391	872	- 73,055	86,493	100.0%
Net sales	151,835	100.0%	103.8%	- 57,576	- 5,916	- 14,479	0	- 182	- 78,155	73,680	85.2%
Gross profit	29,102	19.2%	104.0%	- 4,677	- 1,690	- 67	2,391	- 182	- 4,226	24,875	28.8%
Operating revenue	7,713	5.1%	100.2%	4,677	1,690	67	- 2,391	1,055	5,099	12,812	14.8%
Real estate lease revenue	2,067	1.4%	101.7%	4,677	0	0	0	0	4,677	6,745	7.8%
Distribution center revenue	2,391	1.6%	106.0%	0	0	0	- 2,391	0	- 2,391	0	0.0%
Store lease joint management expense revenue	2,067	1.4%	96.5%	0	0	0	0	0	0	2,067	2.4%
Other	1,187	0.8%	93.7%	0	0	0	0	2,813	2,813	4,000	4.6%
Operating gross profit	36,815	24.2%	103.2%	0	0	0	0	872	872	37,688	43.6%
Selling, general and administrative expenses	30,272	19.9%	103.3%	0	0	0	0	872	872	31,145	36.0%
Personnel expenses	11,828	7.8%	97.1%	0	0	0	0	0	0	11,828	13.7%
Depreciation	3,025	2.0%	96.4%	0	0	0	0	0	0	3,025	3.5%
Rental expenses	2,416	1.6%	98.5%	0	0	0	0	0	0	2,416	2.8%
Store management expenses	2,986	2.0%	118.4%	0	0	0	0	0	0	2,986	3.5%
Utilities expenses	1,569	1.0%	128.7%	0	0	0	0	994	994	2,563	3.0%
Advertising expenses	2,241	1.5%	114.8%	0	0	0	0	- 203	- 203	2,037	2.4%
Other	6,205	4.1%	106.3%	0	0	0	0	82	82	6,287	7.3%
Operating profit	6,542	4.3%	102.7%	0	0	0	0	0	0	6,542	7.6%
Ordinary profit	6,645	4.4%	102.3%	0	0	0	0	0	0	6,645	7.7%
Profit	4,707	3.1%	113.0%	0	0	0	0	0	0	4,707	5.4%

\*1 Tenants: The total amount of compensation received from some specialty stores that had been recognized as revenue has been changed to a method of recognizing revenue on a net basis as agency transactions

\*2 Digestion purchases: Changed to a method of recognizing revenue on a net basis as agency transactions with regard to directly managed store divisions that sell digestion purchases

\*3 Product supply: Product supply to Izumi Group companies and to companies external to Izumi that had been recognized as sale and purchase of product supply has been changed to a method of recognizing revenue on a net basis as agency transactions

\*4 Center fees: Fees for the use of distribution centers that had been recognized as operating income has been changed to a method of recognizing as a negative cost of sales

\*5 Other: Changed the method for recognizing revenue concerning utility charges received from specialty stores and points, etc.