



## Support Documentation about the Consolidated Financial Results for the Second 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)	
	2Q	Full Term	2Q	Full Term Forecast	2Q	Full Term Forecast
Operating revenue	331,844	676,800	224,061	454,300	339,743	697,100
(YoY)	101.7%	99.6%	–	–	102.4%	103.0%
Operating profit	15,970	34,717	15,694	32,600	15,694	32,600
(YoY)	97.0%	97.0%	–	–	98.3%	93.9%
Ordinary profit	16,214	34,696	15,907	32,600	15,907	32,600
(YoY)	97.4%	96.2%	–	–	98.1%	94.0%
Profit attributable to owners of parent	10,719	23,204	10,634	20,900	10,634	20,900
(YoY)	100.4%	100.7%	–	–	99.2%	90.1%
Earnings per share	¥149.81	¥324.45	¥148.77	¥292.40		
Total assets	467,700	468,798	470,754			
Net assets	252,535	262,433	268,019			
Net assets per share	¥3,350.33	¥3,479.26	¥3,558.65			
Equity ratio	51.2%	53.0%	54.0%			
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	187,224	187,562	168,724			
Average number of shares during the period (excl. treasury shares)	71,551,778	71,517,631	71,485,587			
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 second 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 second 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)	
	2Q	Full Term	2Q	Full Term Forecast	2Q	Full Term Forecast
Operating revenue	309,779	632,836	176,238	355,500	317,666	651,700
(YoY)	102.1%	99.7%	–	–	102.5%	103.0%
Operating profit	12,651	28,065	12,855	25,600	12,855	25,600
(YoY)	98.7%	96.3%	–	–	101.6%	91.2%
Ordinary profit	12,851	28,273	13,071	25,600	13,071	25,600
(YoY)	98.1%	96.1%	–	–	101.7%	90.5%
Profit	8,683	19,140	9,364	16,600	9,364	16,600
(YoY)	109.1%	109.6%	–	–	107.9%	86.7%
Dividends per share	¥43.00	¥86.00	¥43.00	¥86.00		
Total assets	406,353	407,231	408,694			
Net assets	193,997	201,520	206,396			
Equity ratio	47.7%	49.5%	50.5%			

\* 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 second 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 second 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. Consolidated Statements of Income

(Unit: millions of yen)

	FY2021 2Q (Mar-Aug)		FY2022 2Q (Mar-Aug)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	331,844	–	224,061	100.0%	339,743	–	102.4%	676,800	–
Net sales	315,182	100.0%	197,984	88.4%	322,844	100.0%	102.4%	643,280	100.0%
Gross profit	71,915	22.8%	66,130	29.5%	74,213	23.0%	103.2%	145,943	22.7%
Operating revenue	16,661	5.3%	26,076	11.6%	16,899	5.2%	101.4%	33,519	5.2%
Operating gross profit	88,577	28.1%	92,207	41.2%	91,112	28.2%	102.9%	179,463	27.9%
Selling, general and administrative expenses	72,606	23.0%	76,512	34.1%	75,417	23.4%	103.9%	144,745	22.5%
Personnel expenses	33,872	10.7%	33,596	15.0%	33,596	10.4%	99.2%	66,831	10.4%
Depreciation	7,454	2.4%	7,293	3.3%	7,293	2.3%	97.9%	15,267	2.4%
Amortization of goodwill	266	0.1%	266	0.1%	266	0.1%	100.0%	532	0.1%
Rental expenses	5,672	1.8%	5,635	2.5%	5,634	1.7%	99.3%	11,248	1.7%
Utilities expenses	3,982	1.3%	7,173	3.2%	5,043	1.6%	126.6%	7,986	1.2%
Advertising expenses	4,739	1.5%	4,323	1.9%	5,621	1.7%	118.6%	9,647	1.5%
Other	16,619	5.3%	18,222	8.1%	17,962	5.6%	108.1%	33,230	5.2%
Operating profit	15,970	5.1%	15,694	7.0%	15,694	4.9%	98.3%	34,717	5.4%
Non-operating income	837	0.3%	649	0.3%	649	0.2%	77.5%	1,600	0.2%
Interest and dividend income	118	0.0%	121	0.1%	121	0.0%	102.3%	224	0.0%
Non-operating expenses	593	0.2%	436	0.2%	436	0.1%	73.6%	1,621	0.3%
Interest expenses	295	0.1%	232	0.1%	232	0.1%	78.7%	555	0.1%
Ordinary profit	16,214	5.1%	15,907	7.1%	15,907	4.9%	98.1%	34,696	5.4%
Extraordinary income	305	0.1%	293	0.1%	293	0.1%	96.1%	1,039	0.2%
Extraordinary losses	537	0.2%	237	0.1%	237	0.1%	44.2%	1,456	0.2%
Profit before income taxes	15,983	5.1%	15,964	7.1%	15,964	4.9%	99.9%	34,280	5.3%
Total income taxes	5,095	1.6%	5,159	2.3%	5,159	1.6%	101.3%	10,758	1.7%
Profit attributable to non-controlling interests	168	0.1%	170	0.1%	170	0.1%	100.9%	317	0.0%
Profit attributable to owners of parent	10,719	3.4%	10,634	4.7%	10,634	3.3%	99.2%	23,204	3.6%

\* 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 six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. The presentation of each figure for the first six months of the fiscal year ending February 28, 2023 reclassified to the figure before applying the accounting standard and relevant ASBJ regulations together with the variable factors are presented in the "Breakdown of the amount of financial impact" at the end of this document for reference. In addition, for a more accurate reflection of the real state associated with the application of the accounting standard, we have changed the comparison for each figure for the first six months of the fiscal year ending February 28, 2023 from the previous "% of Sales" to "% of Revenue."

## 1) Segment Information

	FY2021 2Q (Mar-Aug)		FY2022 2Q (Mar-Aug)		*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	321,974	97.0%	216,194	96.5%	329,134	96.9%	102.2%	656,914	97.1%
Retail-peripheral operations	48,154	14.5%	20,202	9.0%	49,888	14.7%	103.6%	96,419	14.2%
Other	2,419	0.7%	2,715	1.2%	2,715	0.8%	112.2%	5,079	0.8%
Adjustment	-40,704	-12.3%	-15,051	-6.7%	-41,995	-12.4%	–	-81,611	-12.1%
Total	331,844	100.0%	224,061	100.0%	339,743	100.0%	102.4%	676,800	100.0%
<b>(Operating profit)</b>									
Retail operations	13,519	84.7%	13,286	84.7%	13,286	84.7%	98.3%	29,589	85.2%
Retail-peripheral operations	1,984	12.4%	2,159	13.8%	2,159	13.8%	108.8%	4,321	12.4%
Other	530	3.3%	401	2.6%	401	2.6%	75.7%	1,004	2.9%
Adjustment	-63	-0.4%	-152	-1.0%	-152	-1.0%	–	-198	-0.6%
Total	15,970	100.0%	15,694	100.0%	15,694	100.0%	98.3%	34,717	100.0%

\* 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, and each figure for the first six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. Each figure for the first six 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.

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

(Unit: millions of yen)

Company	Business / Segment		FY2021	FY2022	*Reference (Before application)	FY2021
			2Q (Mar-Aug)	2Q (Mar-Aug)		Full Term (Mar-Feb)
YOU-ME CARD CO., LTD.	Finance	Operating revenue	4,577	4,055	4,812 ( 105.1%)	9,181
	Retail-peripheral operations	Operating profit	1,105	931	931 ( 84.3%)	2,157
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	7,260	8,479	8,493 ( 117.0%)	14,863
	Retail-peripheral operations	Operating profit	726	919	919 ( 126.5%)	1,760
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	2,565	2,856	2,856 ( 111.4%)	5,277
	Retail-peripheral operations	Operating profit	2	52	52 ( 1984.9%)	74
Yume Mart Kumamoto Co., Ltd.	Retail	Operating revenue	14,110	12,668	14,060 ( 99.6%)	28,083
	Retail operations	Operating profit	432	345	345 ( 80.0%)	872
Yume Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	13,987	12,302	13,692 ( 97.9%)	27,746
	Retail operations	Operating profit	476	342	342 ( 71.9%)	850
YOURS Co., Ltd.	Retail	Operating revenue	11,767	11,021	11,422 ( 97.1%)	23,364
	Retail operations	Operating profit	209	110	110 ( 52.9%)	409

\* 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 six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. Each figure for the first six 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.

## 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%	7,826	—
First half total (Mar-Aug)	16,457	116.2%	15,970	97.0%	15,694	—
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	—

\* 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 six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations.

## 3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 28, 2022		As of Aug. 31, 2022		
	Amount	% of Total	Amount	% of Total	Change
Total assets	468,798	100.0%	470,754	100.0%	+ 1,956
Cash and deposits	11,621	2.5%	9,671	2.1%	- 1,950
Notes and accounts receivable - trade, and contract assets	–	–	46,236	9.8%	+ 46,236
Notes and accounts receivable - trade	42,794	9.1%	–	–	- 42,794
Merchandise and finished goods	20,381	4.3%	21,970	4.7%	+ 1,588
Property, plant and equipment	329,367	70.3%	327,467	69.6%	- 1,900
Leasehold and guarantee deposits	15,846	3.4%	15,578	3.3%	- 268
Investment securities	8,729	1.9%	7,111	1.5%	- 1,617
Other	40,057	8.5%	42,719	9.1%	+ 2,662
Liabilities	206,364	44.0%	202,735	43.1%	- 3,629
Notes and accounts payable - trade	29,697	6.3%	28,189	6.0%	- 1,507
Interest-bearing liabilities	99,366	21.2%	84,686	18.0%	- 14,679
Other	77,301	16.5%	89,859	19.1%	+ 12,558
Net assets	262,433	56.0%	268,019	56.9%	+ 5,585
Equity	248,689	53.0%	254,430	54.0%	+ 5,741
Non-controlling interests	13,744	2.9%	13,588	2.9%	- 155

\* 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 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	8,106	187,562
	at the end of the period (B)	187,562	168,724
	(Acquired during the period)	200,717	604
	(Share-based remuneration)	21,261	19,442
	(Cancelled during the period)	0	0
A – B		71,477,638	71,496,476
(Average during the period)		71,517,631	71,485,587

## 4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2021 2Q (Mar-Aug)	FY2022 2Q (Mar-Aug)	FY2021 Full Term (Mar-Feb)
Cash flows from operating activities	+ 1,320	+ 20,625	+ 18,577
Profit before income taxes	+ 15,983	+ 15,964	+ 34,280
Non-cash loss/gain (depreciation, etc.)	+ 8,506	+ 8,228	+ 17,348
Increase/decrease in claims and obligations related to operating activities	- 15,771	+ 1,942	- 20,515
Income taxes and interest income	- 7,564	- 5,900	- 13,077
Other	+ 166	+ 390	+ 542
Cash flows from investing activities	- 8,298	- 4,788	- 14,246
Capital investment related	- 8,677	- 5,785	- 16,336
Other	+ 379	+ 997	+ 2,089
Cash flows from financing activities	- 9,197	- 17,787	- 18,016
Interest-bearing liabilities related	- 5,215	- 14,680	- 10,960
Other	- 3,982	- 3,107	- 7,056
Increase/decrease in cash and cash equivalents	- 16,174	- 1,950	- 13,685

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

## 1) Statement of Income

(Unit: millions of yen)

	FY2021 2Q (Mar-Aug)		FY2022 2Q (Mar-Aug)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	309,779	—	176,238	100.0%	317,666	—	102.5%	632,836	—
Net sales	294,369	100.0%	150,794	85.6%	302,098	100.0%	102.6%	601,881	100.0%
Gross profit	57,063	19.4%	50,796	28.8%	58,891	19.5%	103.2%	116,432	19.3%
Operating revenue	15,409	5.2%	25,443	14.4%	15,567	5.2%	101.0%	30,954	5.1%
Real estate lease revenue	4,040	1.4%	13,256	7.5%	4,140	1.4%	102.5%	8,125	1.4%
Distribution center revenue	4,578	1.6%	—	—	4,834	1.6%	105.6%	9,217	1.5%
Store lease joint management expense revenue	4,267	1.4%	4,133	2.3%	4,133	1.4%	96.9%	8,470	1.4%
Other	2,524	0.9%	8,053	4.6%	2,458	0.8%	97.4%	5,141	0.9%
Operating gross profit	72,473	24.6%	76,239	43.3%	74,458	24.6%	102.7%	147,387	24.5%
Selling, general and administrative expenses	59,822	20.3%	63,384	36.0%	61,603	20.4%	103.0%	119,321	19.8%
Personnel expenses	23,947	8.1%	23,559	13.4%	23,559	7.8%	98.4%	47,142	7.8%
Depreciation	6,341	2.2%	6,118	3.5%	6,118	2.0%	96.5%	12,910	2.1%
Rental expenses	4,831	1.6%	4,776	2.7%	4,776	1.6%	98.9%	9,684	1.6%
Store management expenses	5,255	1.8%	6,025	3.4%	5,953	2.0%	113.3%	10,649	1.8%
Utilities expenses	3,120	1.1%	6,118	3.5%	4,068	1.3%	130.4%	6,221	1.0%
Advertising expenses	4,013	1.4%	3,874	2.2%	4,426	1.5%	110.3%	8,173	1.4%
Other	12,312	4.2%	12,911	7.3%	12,700	4.2%	103.1%	24,539	4.1%
Operating profit	12,651	4.3%	12,855	7.3%	12,855	4.3%	101.6%	28,065	4.7%
Non-operating income	668	0.2%	526	0.3%	526	0.2%	78.7%	1,288	0.2%
Interest and dividend income	204	0.1%	205	0.1%	205	0.1%	100.7%	329	0.1%
Non-operating expenses	468	0.2%	310	0.2%	310	0.1%	66.2%	1,080	0.2%
Interest expenses	320	0.1%	261	0.1%	261	0.1%	81.7%	605	0.1%
Ordinary profit	12,851	4.4%	13,071	7.4%	13,071	4.3%	101.7%	28,273	4.7%
Extraordinary income	304	0.1%	567	0.3%	567	0.2%	186.2%	466	0.1%
Extraordinary losses	510	0.2%	188	0.1%	188	0.1%	37.0%	1,027	0.2%
Profit before income taxes	12,646	4.3%	13,449	7.6%	13,449	4.5%	106.4%	27,712	4.6%
Profit	8,683	2.9%	9,364	5.3%	9,364	3.1%	107.9%	19,140	3.2%

\* 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, and each figure for the first six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. The presentation of each figure for the first six months of the fiscal year ending February 28, 2023 reclassified to the figure before applying the accounting standard and relevant ASBJ regulations together with the variable factors are presented in the "Breakdown of the amount of financial impact" at the end of this document for reference. In addition, for a more accurate reflection of the real state associated with the application of the accounting standard, we have changed the comparison for each figure for the first six months of the fiscal year ending February 28, 2023 from the previous "% of Sales" to "% of Revenue."

## 2) Sales Information

	FY2021 2Q (Mar-Aug)		FY2022 2Q (Mar-Aug)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)									
Lifestyle	42,885	14.6%	37,117	24.6%	45,726	15.1%	106.6%	87,609	14.6%
Foods	112,499	38.2%	109,416	72.6%	112,067	37.1%	99.6%	227,820	37.9%
Directly managed stores total	155,384	52.8%	146,533	97.2%	157,793	52.2%	101.6%	315,430	52.4%
Tenants	104,213	35.4%	—	—	110,321	36.5%	105.9%	215,647	35.8%
X-SELL Department	4,575	1.6%	4,260	2.8%	4,830	1.6%	105.6%	10,845	1.8%
Product supply, etc.	30,196	10.3%	—	—	29,152	9.7%	96.5%	59,958	10.0%
Total	294,369	100.0%	150,794	100.0%	302,098	100.0%	102.6%	601,881	100.0%
(By Region)									
Chugoku	123,227	41.9%	79,512	52.7%	125,427	41.5%	101.8%	249,878	41.5%
Kyushu	109,240	37.1%	55,997	37.1%	113,637	37.6%	104.0%	225,587	37.5%
Other	61,902	21.0%	15,284	10.1%	63,034	20.9%	101.8%	126,415	21.0%
Total	294,369	100.0%	150,794	100.0%	302,098	100.0%	102.6%	601,881	100.0%

\* 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, and each figure for the first six months of the fiscal year ending February 28, 2023, is the figure after applying the accounting standard and relevant ASBJ regulations. Each figure for the first six 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.

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

	FY2021 2Q (Mar-Aug)	FY2022 2Q (Mar-Aug)	Non-Consolidated FY2021 Full Term (Mar-Feb)
Lifestyle	101.6%	104.5%	99.9%
Foods	99.1%	99.1%	99.2%
Directly managed stores total	99.8%	100.6%	99.4%
Tenants	111.0%	106.0%	103.8%
Total	104.0%	102.8%	101.1%
Chugoku	102.2%	102.1%	100.4%
Kyushu	104.3%	103.5%	101.0%
Number of customers	101.2%	99.3%	99.4%
Average spent per customer	98.6%	101.3%	99.9%
Average spent per item	102.1%	103.3%	102.0%
Number of purchases	96.6%	98.0%	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 2Q (Mar-Aug)	FY2022 2Q (Mar-Aug)	FY2021 Full Term (Mar-Feb)
		(Ref)	
Lifestyle	35.5%	37.6%	35.6%
Foods	28.1%	32.7%	28.2%
Directly managed stores total	30.2%	33.9%	30.3%
Tenants	8.5%	8.2%	8.3%
X-SELL Department	26.1%	25.3%	26.0%
Product supply, etc.	0.4%	0.5%	0.5%
Total	19.4%	19.5%	19.3%

\* 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 six months of the fiscal year ending February 28, 2023 are presented after applying the accounting standard, etc. The gross profit ratio for the first six 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 2Q (Mar-Aug)	FY2022 2Q (Mar-Aug)	FY2021 Full Term (Mar-Feb)
(Loss rate)			
Lifestyle	7.6%	6.6%	7.2%
Foods	2.3%	2.4%	2.3%
Directly managed stores total	3.8%	3.6%	3.6%
(Inventory turnover in days)			
Lifestyle	75.4	70.0	72.5
Foods	9.2	8.8	8.9
Directly managed stores total	27.5	26.9	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 2Q (Mar-Aug)	FY2022 2Q (Mar-Aug)	FY2021 Full Term (Mar-Feb)
Full employees	2,935	2,926	2,912
Semi-full employees (8-hour equivalent)	5,736	5,847	5,822
Part-time employees (8-hour equivalent)	3,631	3,502	3,702
Total	12,302	12,274	12,436
(% of Total)			
Full employees	23.9%	23.8%	23.4%
Semi-full employees (8-hour equivalent)	46.6%	47.6%	46.8%
Part-time employees (8-hour equivalent)	29.5%	28.5%	29.8%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Department)			
Net sales per employee	13,003 thousand yen	12,286 thousand yen	26,236 thousand yen
Gross profit per employee	3,907 thousand yen	4,139 thousand yen	7,903 thousand yen
Personnel expenses per employee	1,947 thousand yen	1,919 thousand yen	3,791 thousand yen
Personnel expenses/sales ratio	15.0%	15.6%	14.4%
Personnel expenses/gross profit ratio	49.8%	46.4%	48.0%

\* Number of full employees at the end of period: 2,902 in FY2021 2Q; 2,883 in FY2022 2Q; 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 six 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

	Non-Consolidated		
	As of Aug. 31, 2021	As of Aug. 31, 2022	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	1,134,477m <sup>2</sup>	492,448m <sup>2</sup>	1,115,118m <sup>2</sup>
Capital investment (construction basis)	4,004 million yen	5,100 million yen	10,331 million yen
Capital investment (payment basis)	4,057 million yen	4,124 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 August 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 August 31, 2022 using the former calculation method is 1,118,234m<sup>2</sup>.

New Stores Planned to Open from FY2022 2Q (Mar-Aug) Onward

Month Opened	Store Name	Location	Store Area
October 2022	Youme Mall Saijo	Higashihiroshima City, Hiroshima Prefecture	Approx. 29,300 m <sup>2</sup>
Summer 2023	Youme Terrace Gion*	Asaminami-ku, Hiroshima City	Approx. 8,100 m <sup>2</sup>
Summer 2023	Youme Town Iizuka	Iizuka City, Fukuoka Prefecture	Approx. 30,500 m <sup>2</sup>

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

New Stores Planned to Close from FY2022 2Q (Mar-Aug) Onward

Month Opened	Store Name	Location	Store Area
November 2022	Youme Town Takehara	Takehara City, Hiroshima Prefecture	Approx. 4,988 m <sup>2</sup>
November 2022	Youme Mart Kita	Takamatsu City, Kagawa Prefecture	Approx. 1,880 m <sup>2</sup>

7) Store Information as of August 31, 2022 (Excluding X-SELL stand-alone type stores)

	Stores	Sales Share
(By Store Area)		
20,000 m <sup>2</sup> or more	19	53.2%
Up to 20,000 m <sup>2</sup>	22	24.7%
Up to 10,000 m <sup>2</sup>	28	13.5%
Less than 3,000 m <sup>2</sup>	31	8.6%
Total	100	100.0%
(By Store Age)		
10 years or less	29	20.4%
20 years or less	19	39.3%
30 years or less	37	32.9%
More than 30 years	15	7.5%
Total	100	100.0%

\* Although 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 above figures for store area and sales share are presented using the former calculation method before applying the accounting standard and relevant ASBJ regulations.

8) Shareholder Information  
(Excluding shares less than one unit)

	As of Aug. 31, 2021	As of Aug. 31, 2022	As of Feb. 28, 2022
(Number of shareholders)			
Financial instruments traders	26	25	29
Foreign investors	265	229	242
Financial institutions	44	31	40
Other domestic companies	303	334	296
Individuals, etc.	8,393	11,484	8,667
Total	9,031	12,103	9,274
(Percentage held)			
Financial instruments traders	1.1%	1.2%	1.9%
Foreign investors	9.1%	9.2%	8.3%
Financial institutions	28.0%	27.1%	28.5%
Other domestic companies	42.9%	42.9%	42.9%
Individuals and treasury shares	18.9%	19.7%	18.4%
Total	100.0%	100.0%	100.0%

Consolidated

6. Consolidated reference information

	As of Aug. 31, 2021	As of Aug. 31, 2022	As of Feb. 28, 2022
Number of stores *1			
New stores *2	2	1	3
Stores closed	1	0	3
Number of stores at the end of the period *2	195	195	194
Number of employees *3			
Full employees	4,461	4,476	4,399
Semi-full employees (8-hour equivalent)	10,879	11,046	10,945
Capital investment (construction basis)	6,065 million yen	6,587 million yen	14,118 million yen
Capital investment (payment basis)	8,677 million yen	5,785 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 Hatsuokaichi.

\*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 2Q (Mar-Aug)			Main breakdown of the amount of financial impact						FY2022 2Q (Mar-Aug)	
	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	339,743	-	102.4%	- 100,435	- 8,692	- 1,992	- 5,556	994	- 115,682	224,061	100.0%
Net sales	322,844	100.0%	102.4%	- 109,555	- 12,122	- 1,992	0	- 1,188	- 124,859	197,984	88.4%
Gross profit	74,213	23.0%	103.2%	- 9,120	- 3,430	0	5,556	- 1,088	- 8,082	66,130	29.5%
Operating revenue	16,899	5.2%	101.4%	9,120	3,430	0	- 5,556	2,182	9,177	26,076	11.6%
Operating gross profit	91,112	28.2%	102.9%	0	0	0	0	1,094	1,094	92,207	41.2%
Selling, general and administrative expenses	75,417	23.4%	103.9%	0	0	0	0	1,094	1,094	76,512	34.1%
Personnel expenses	33,596	10.4%	99.2%	0	0	0	0	0	0	33,596	15.0%
Depreciation	7,293	2.3%	97.9%	0	0	0	0	0	0	7,293	3.3%
Amortization of goodwill	266	0.1%	100.0%	0	0	0	0	0	0	266	0.1%
Rental expenses	5,634	1.7%	99.3%	0	0	0	0	1	1	5,635	2.5%
Utilities expenses	5,043	1.6%	126.6%	0	0	0	0	2,129	2,129	7,173	3.2%
Advertising expenses	5,621	1.7%	118.6%	0	0	0	0	- 1,297	- 1,297	4,323	1.9%
Other	17,962	5.6%	108.1%	0	0	0	0	259	259	18,222	8.1%
Operating profit	15,694	4.9%	98.3%	0	0	0	0	0	0	15,694	7.0%
Ordinary profit	15,907	4.9%	98.1%	0	0	0	0	0	0	15,907	7.1%
Profit attributable to owners of parent	10,634	3.3%	99.2%	0	0	0	0	0	0	10,634	4.7%

\*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: Mainly changed utility charges received from specialty stores, which had been recognized as negative selling, general and administrative expenses, to a method of recognizing as operating revenue, and changed the method for recognizing revenue concerning points, etc.

### 2) Non-Consolidated

(Unit: millions of yen)

	FY2022 2Q (Mar-Aug)			Main breakdown of the amount of financial impact						FY2022 2Q (Mar-Aug)	
	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	317,666	-	102.5%	- 101,577	- 7,779	- 29,017	- 4,834	1,781	- 141,427	176,238	100.0%
Net sales	302,098	100.0%	102.6%	- 110,694	- 11,033	- 29,152	0	- 424	- 151,304	150,794	85.6%
Gross profit	58,891	19.5%	103.2%	- 9,116	- 3,253	- 135	4,834	- 424	- 8,094	50,796	28.8%
Operating revenue	15,567	5.2%	101.0%	9,116	3,253	135	- 4,834	2,205	9,876	25,443	14.4%
Real estate lease revenue	4,140	1.4%	102.5%	9,116	0	0	0	0	9,116	13,256	7.5%
Distribution center revenue	4,834	1.6%	105.6%	0	0	0	- 4,834	0	- 4,834	0	0.0%
Store lease joint management expense revenue	4,133	1.4%	96.9%	0	0	0	0	0	0	4,133	2.3%
Other	2,458	0.8%	97.4%	0	3,253	135	0	2,205	5,594	8,053	4.6%
Operating gross profit	74,458	24.6%	102.7%	0	0	0	0	1,781	1,781	76,239	43.3%
Selling, general and administrative expenses	61,603	20.4%	103.0%	0	0	0	0	1,781	1,781	63,384	36.0%
Personnel expenses	23,559	7.8%	98.4%	0	0	0	0	0	0	23,559	13.4%
Depreciation	6,118	2.0%	96.5%	0	0	0	0	0	0	6,118	3.5%
Rental expenses	4,776	1.6%	98.9%	0	0	0	0	0	0	4,776	2.7%
Store management expenses	5,953	2.0%	113.3%	0	0	0	0	72	72	6,025	3.4%
Utilities expenses	4,068	1.3%	130.4%	0	0	0	0	2,050	2,050	6,118	3.5%
Advertising expenses	4,426	1.5%	110.3%	0	0	0	0	- 551	- 551	3,874	2.2%
Other	12,700	4.2%	103.1%	0	0	0	0	211	211	12,911	7.3%
Operating profit	12,855	4.3%	101.6%	0	0	0	0	0	0	12,855	7.3%
Ordinary profit	13,071	4.3%	101.7%	0	0	0	0	0	0	13,071	7.4%
Profit	9,364	3.1%	107.9%	0	0	0	0	0	0	9,364	5.3%

\*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: Mainly changed utility charges received from specialty stores, which had been recognized as negative selling, general and administrative expenses, to a method of recognizing as operating revenue, and changed the method for recognizing revenue concerning points, etc.