



**Support Documentation about the Consolidated Financial Results  
 for the Nine Months of the Year Ending February 28, 2025**

**1. Summary of Financial Results**

1) Consolidated Financial Results

(Millions of yen)

	FY2023		FY2024	
	Nine months	Full term	Nine months	Full-term forecast
Operating revenue	344,819	471,166	373,266	527,300
(YoY)	103.3%	102.4%	108.2%	111.9%
Operating profit	21,836	31,425	17,005	26,500
(YoY)	98.4%	93.4%	77.9%	84.3%
Ordinary profit	22,325	32,322	17,173	26,300
(YoY)	99.2%	94.0%	76.9%	81.4%
Profit attributable to owners of parent	14,525	20,485	11,858	14,400
(YoY)	95.2%	88.3%	81.6%	70.3%
Earnings per share	¥203.13	¥286.47	¥165.76	¥201.35
Total assets	495,201	489,509	586,126	/
Net assets	287,179	294,233	299,178	
Net assets per share	¥3,829.11	¥3,922.84	¥3,989.00	
Equity ratio	55.3%	57.3%	48.7%	
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	146,889	146,909	111,047	
Average number of shares during the period (excl. treasury shares)	71,509,466	71,511,503	71,539,824	
Number of consolidated subsidiaries	15	15	16	
Number of equity-method affiliates	3	3	3	
(* Reference) Total operating revenue	531,115	726,281	572,023	
(YoY)	104.4%	103.6%	107.7%	109.9%

2) Non-consolidated Financial Results

(Millions of yen)

	FY2023		FY2024	
	Nine months	Full term	Nine months	Full-term plan
Operating revenue	271,557	372,782	270,001	374,500
(YoY)	103.5%	102.7%	99.4%	100.5%
Operating profit	16,542	24,202	14,247	19,700
(YoY)	90.9%	87.8%	86.1%	81.4%
Ordinary profit	17,025	24,905	14,337	19,400
(YoY)	92.2%	88.3%	84.2%	77.9%
Profit	11,275	16,121	9,942	11,100
(YoY)	85.9%	81.5%	88.2%	68.9%
Dividends per share	–	¥89.00	–	¥90.00
Total assets	429,163	426,448	515,151	/
Net assets	219,459	224,555	228,377	
Equity ratio	51.1%	52.7%	44.3%	
(* Reference) Total operating revenue	497,221	680,710	509,921	
(YoY)	104.6%	103.8%	102.6%	102.7%

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022.  
 Operating revenue reclassified to the figures before applying the accounting standard and relevant ASBJ regulations is presented outside of the table as "Total operating revenue" for reference.

Consolidated  
(Millions of yen)

## 2. Consolidated Statement of Income

	FY2023 3Q (Mar-Nov)		FY2024 3Q (Mar-Nov)			FY2023 Full term (Mar-Feb)	
	Amount	% of operating revenue	Amount	% of operating revenue	YoY	Amount	% of operating revenue
Operating revenue	344,819	100.0%	373,266	100.0%	108.2%	471,166	100.0%
Net sales	303,500	88.0%	331,175	88.7%	109.1%	415,633	88.2%
Gross profit	102,216	29.6%	106,660	28.6%	104.3%	139,831	29.7%
Operating revenue	41,319	12.0%	42,090	11.3%	101.9%	55,532	11.8%
Operating gross profit	143,535	41.6%	148,751	39.9%	103.6%	195,363	41.5%
Selling, general and administrative expenses	121,698	35.3%	131,746	35.3%	108.3%	163,938	34.8%
Personnel expenses	52,172	15.1%	56,296	15.1%	107.9%	71,086	15.1%
Depreciation	11,659	3.4%	12,550	3.4%	107.6%	15,823	3.4%
Amortization of goodwill	399	0.1%	1,377	0.4%	344.9%	532	0.1%
Rent expenses	8,390	2.4%	9,433	2.5%	112.4%	11,208	2.4%
Utilities expenses	11,726	3.4%	12,594	3.4%	107.4%	14,970	3.2%
Advertising expenses	6,991	2.0%	7,175	1.9%	102.6%	9,479	2.0%
Other	30,358	8.8%	32,317	8.7%	106.5%	40,839	8.7%
Operating profit	21,836	6.3%	17,005	4.6%	77.9%	31,425	6.7%
Non-operating income	960	0.3%	895	0.2%	93.3%	1,352	0.3%
Interest and dividend income	146	0.0%	112	0.0%	76.8%	214	0.0%
Non-operating expenses	471	0.1%	727	0.2%	154.4%	455	0.1%
Interest expenses	243	0.1%	388	0.1%	159.6%	310	0.1%
Ordinary profit	22,325	6.5%	17,173	4.6%	76.9%	32,322	6.9%
Extraordinary income	504	0.1%	2,860	0.8%	567.4%	1,420	0.3%
Extraordinary losses	1,081	0.3%	449	0.1%	41.6%	4,254	0.9%
Profit before income taxes	21,748	6.3%	19,583	5.2%	90.0%	29,488	6.3%
Total Income taxes	7,066	2.0%	6,845	1.8%	96.9%	8,857	1.9%
Profit attributable to non-controlling interests	156	0.0%	880	0.2%	562.5%	144	0.0%
Profit attributable to owners of parent	14,525	4.2%	11,858	3.2%	81.6%	20,485	4.3%

### 1) Segment Information

	FY2023 3Q (Mar-Nov)		FY2024 3Q (Mar-Nov)			FY2023 Full term (Mar-Feb)	
	Amount	% of total	Amount	% of total	YoY	Amount	% of total
<b>(Operating revenue)</b>							
Retail operations	332,304	96.4%	360,150	96.5%	108.4%	454,471	96.5%
Retail-peripheral operations	32,759	9.5%	34,732	9.3%	106.0%	44,644	9.5%
Other	4,268	1.2%	3,882	1.0%	91.0%	5,297	1.1%
Adjusted amount	-24,513	-7.1%	-25,499	-6.8%	-	-33,247	-7.1%
Total	344,819	100.0%	373,266	100.0%	108.2%	471,166	100.0%
<b>(Operating profit)</b>							
Retail operations	17,537	80.3%	12,805	75.3%	73.0%	25,403	80.8%
Retail-peripheral operations	4,005	18.3%	3,920	23.1%	97.9%	5,702	18.1%
Other	555	2.5%	475	2.8%	85.5%	650	2.1%
Adjusted amount	-262	-1.2%	-196	-1.2%	-	-331	-1.1%
Total	21,836	100.0%	17,005	100.0%	77.9%	31,425	100.0%

### 2) Financial Results of Major Subsidiaries

Company	Business / Segment	Revenue and profit	FY2023	FY2024		FY2023	
			Nine months	3Q (Mar-Nov)		Full term (Mar-Feb)	
			Amount	Amount	YoY	Amount	YoY
YOU-ME CARD CO., LTD.	Finance	Operating revenue	6,095	6,121	100.4%	8,244	98.6%
	Retail-peripheral	Operating profit	1,257	1,031	82.0%	1,871	92.8%
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	13,482	14,088	104.5%	18,332	112.3%
	Retail-peripheral	Operating profit	1,698	1,659	97.7%	2,310	122.6%
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	5,089	5,684	111.7%	7,031	117.9%
	Retail-peripheral	Operating profit	320	436	135.9%	501	313.5%
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	19,389	47,691	246.0%	26,261	101.8%
	Retail	Operating profit	860	-100	-	1,177	122.9%
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	19,009	18,108	95.3%	25,499	101.9%
	Retail	Operating profit	446	26	6.0%	584	83.7%
YOURS Co., Ltd.	Retail	Operating revenue	16,872	16,514	97.9%	22,548	101.0%
	Retail	Operating profit	243	-66	-	325	118.3%

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022.

Consolidated

## 3) Change in Consolidated Operating Profit by Quarter\*

(Millions of yen)

	FY2022		FY2023		FY2024	
		YoY		YoY		YoY
1Q (Mar-May)	7,868	–	8,150	103.6%	5,811	71.3%
2Q (Jun-Aug)	7,826	–	7,368	94.1%	6,217	84.4%
First half total (Mar-Aug)	15,694	–	15,518	98.9%	12,029	77.5%
3Q (Sep-Nov)	6,503	–	6,318	97.2%	4,975	78.8%
Nine months total (Mar-Nov)	22,198	–	21,836	98.4%	17,005	77.9%
4Q (Dec-Feb)	11,446	–	9,588	83.8%	–	–
Annual total (Mar-Feb)	33,644	–	31,425	93.4%	Forecast 26,500	84.3%

## 3. Consolidated Balance Sheet

(Millions of yen)

	As of Feb. 29, 2024		As of Nov. 30, 2024		Change
	Amount	% of total	Amount	% of total	
<b>Total assets</b>	489,509	100.0%	586,126	100.0%	+96,616
Cash and deposits	11,997	2.5%	15,594	2.7%	+3,596
Notes and accounts receivable - trade, and contract assets	52,002	10.6%	63,445	10.8%	+11,443
Merchandise and finished goods	25,496	5.2%	32,252	5.5%	+6,755
Property, plant and equipment	334,444	68.3%	352,085	60.1%	+17,640
Leasehold and guarantee deposits	15,056	3.1%	17,160	2.9%	+2,103
Investment securities	10,540	2.2%	5,175	0.9%	-5,365
Other	39,970	8.2%	100,413	17.1%	+60,442
<b>Liabilities</b>	195,276	39.9%	286,947	49.0%	+91,671
Notes and accounts payable – trade	24,140	4.9%	50,832	8.7%	+26,691
Interest-bearing liabilities	77,730	15.9%	125,941	21.5%	+48,210
Other	93,405	19.1%	110,173	18.8%	+16,768
<b>Net assets</b>	294,233	60.1%	299,178	51.0%	+4,944
Equity	280,554	57.3%	285,429	48.7%	+4,874
Non-controlling interests	13,678	2.8%	13,748	2.3%	+70

## \* Change in the number of issued shares

	FY2023 (Mar-Feb)	FY2024 Nine months
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	168,894	146,909
at the end of the period (B)	146,909	111,047
(Acquired during the period)	944	300
(Share-based remuneration)	22,929	36,162
(Cancelled during the period)	0	0
A-B	71,518,291	71,554,153
(Average during the period)	71,511,503	71,539,824

## 4. Consolidated Statement of Cash Flows

(Millions of yen)

	FY2023	FY2024	FY2023
	Nine months (Mar-Nov)	Nine months (Mar-Nov)	Full term (Mar-Feb)
<b>Cash flows from operating activities</b>	+23,448	+48,650	+31,563
Profit before income taxes	+21,748	+19,583	+29,488
Non-cash loss/gain (depreciation, etc.)	+13,388	+14,979	+19,099
Increase/decrease in claims and obligations related to operating activities	-3,228	+24,936	-7,724
Income taxes and interest income	-11,116	-10,278	-11,122
Other	+2,657	-571	+1,822
<b>Cash flows from investing activities</b>	-15,915	-86,631	-24,747
Capital investment related	-16,856	-13,328	-28,441
Other	+941	-73,302	+3,693
<b>Cash flows from financing activities</b>	-8,454	+41,577	-5,149
Interest-bearing liabilities related	-2,127	+48,049	+1,178
Other	-6,327	-6,471	-6,327
<b>Increase/decrease in cash and cash equivalents</b>	-921	+3,596	+1,666

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. The YoY changes for operating profit for FY2022 are not presented because the accounting method for revenue differs from the method used before the application of the standard.

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

## 1) Statement of Income

(Millions of yen)

	FY2023 3Q (Mar-Nov)		FY2024 3Q (Mar-Nov)			FY2023 Full term (Mar-Feb)	
	Amount	% of operating revenue	Amount	% of operating revenue	YoY	Amount	% of operating revenue
Operating revenue	271,557	100.0%	270,001	100.0%	99.4%	372,782	100.0%
Net sales	230,807	85.0%	228,914	84.8%	99.2%	317,996	85.3%
Gross profit	77,185	28.4%	74,844	27.7%	97.0%	105,861	28.4%
Operating revenue	40,749	15.0%	41,087	15.2%	100.8%	54,786	14.7%
Real estate lease revenue	21,026	7.7%	21,701	8.0%	103.2%	28,397	7.6%
Store lease joint management expense revenue	6,058	2.2%	5,971	2.2%	98.6%	8,068	2.2%
Other	13,664	5.0%	13,414	5.0%	98.2%	18,319	4.9%
Operating gross profit	117,934	43.4%	115,932	42.9%	98.3%	160,648	43.1%
Selling, general and administrative expenses	101,392	37.3%	101,685	37.7%	100.3%	136,445	36.6%
Personnel expenses	36,932	13.6%	37,365	13.8%	101.2%	50,501	13.5%
Depreciation	9,798	3.6%	10,101	3.7%	103.1%	13,284	3.6%
Rent expenses	7,273	2.7%	7,284	2.7%	100.2%	9,735	2.6%
Store management expenses	9,534	3.5%	9,721	3.6%	102.0%	12,867	3.5%
Utilities expenses	10,212	3.8%	10,345	3.8%	101.3%	13,024	3.5%
Advertising expenses	6,328	2.3%	6,255	2.3%	98.9%	8,569	2.3%
Other	21,312	7.8%	20,609	7.6%	96.7%	28,463	7.6%
Operating profit	16,542	6.1%	14,247	5.3%	86.1%	24,202	6.5%
Non-operating income	804	0.3%	786	0.3%	97.9%	1,131	0.3%
Interest and dividend income	241	0.1%	238	0.1%	99.0%	308	0.1%
Non-operating expenses	320	0.1%	696	0.3%	217.1%	428	0.1%
Interest expenses	298	0.1%	479	0.2%	160.7%	385	0.1%
Ordinary profit	17,025	6.3%	14,337	5.3%	84.2%	24,905	6.7%
Extraordinary income	425	0.2%	282	0.1%	66.2%	1,342	0.4%
Extraordinary losses	978	0.4%	81	0.0%	8.4%	3,551	1.0%
Profit before income taxes	16,473	6.1%	14,537	5.4%	88.2%	22,695	6.1%
Profit	11,275	4.2%	9,942	3.7%	88.2%	16,121	4.3%

## 2) Sales Information

(Millions of yen)

	FY2023 3Q (Mar-Nov)		FY2024 3Q (Mar-Nov)			FY2023 Full term (Mar-Feb)	
	Amount	% of total	Amount	% of total	YoY	Amount	% of total
(By product)							
Lifestyle*	65,001	28.2%	62,773	27.4%	96.6%	87,434	27.5%
Foods	165,805	71.8%	166,140	72.6%	100.2%	230,561	72.5%
Total	230,807	100.0%	228,914	100.0%	99.2%	317,996	100.0%
(By region)							
Chugoku	122,064	52.9%	119,944	52.4%	98.3%	167,347	52.6%
Kyushu	86,510	37.5%	86,995	38.0%	100.6%	119,947	37.7%
Other	22,232	9.6%	21,973	9.6%	98.8%	30,701	9.7%
Total	230,807	100.0%	228,914	100.0%	99.2%	317,996	100.0%

\* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. In addition, with regard to the sales information, the figures for the X-SELL Department have been included in Lifestyle from FY2023 1Q.

## 3) YoY Sales at Existing Stores \*2

	FY2023 Nine months (Mar-Nov)	FY2024 Nine months (Mar-Nov)	FY2023 Full term (Mar-Feb)
Lifestyle	104.2%	96.8%	102.9%
Foods	102.4%	99.1%	101.7%
Directly managed stores total	102.9%	98.4%	102.1%
Tenants	105.2%	103.2%	104.3%
Total	103.9%	100.4%	103.0%
Chugoku	103.5%	100.3%	102.8%
Kyushu	103.7%	100.3%	102.8%
Number of customers	99.9%	98.3%	99.8%
Average spent per customer	102.8%	100.0%	102.1%
Average spent per item	105.5%	100.9%	104.8%
Number of purchases	97.4%	99.0%	97.5%

## 4) Gross Profit Ratio \*3

	FY2023 Nine months (Mar-Nov)	FY2024 Nine months (Mar-Nov)	FY2023 Full term (Mar-Feb)
Lifestyle	35.8%	35.6%	35.4%
Foods	32.5%	31.6%	32.5%
Total	33.4%	32.7%	33.3%

## 5) Loss Rate and Inventory Turnover in Days \*2

	FY2023 Nine months (Mar-Nov)	FY2024 Nine months (Mar-Nov)	FY2023 Full term (Mar-Feb)
(Loss rate)			
Lifestyle	6.5%	6.3%	6.6%
Foods	2.1%	2.4%	2.1%
Directly managed stores total	3.5%	3.6%	3.5%
(Inventory turnover in days)			
Lifestyle	68.1	72.5	67.6
Foods	8.9	9.8	8.9
Directly managed stores total	27.5	29.0	27.0

## 6) Average Number of Employees during the Period

	FY2023 Nine months (Mar-Nov)	FY2024 Nine months (Mar-Nov)	FY2023 Full term (Mar-Feb)
Full-time employees *1	2,954	3,006	2,941
Semi-full-time employees (8-hour equivalent)	6,080	6,090	6,149
Part-time employees (8-hour equivalent)	3,396	3,216	3,409
Total	12,430	12,312	12,499
(% of total)			
Full-time employees	23.8%	24.4%	23.5%
Semi-full-time employees (8-hour equivalent)	48.9%	49.5%	49.2%
Part-time employees (8-hour equivalent)	27.3%	26.1%	27.3%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores) *3			
Net sales per employee	18,568 thousand yen	18,593 thousand yen	25,443 thousand yen
Gross profit per employee	6,209 thousand yen	6,079 thousand yen	8,470 thousand yen
Personnel expenses per employee	2,971 thousand yen	3,035 thousand yen	4,041 thousand yen
Personnel expenses/sales ratio	16.0%	16.3%	15.9%
Personnel expenses/gross profit ratio	47.8%	49.9%	47.7%

\*1 Number of full-time employees at the end of period: 2,924 in FY2023 3Q; 2,2,969 in FY2024 3Q; 2,893 in FY2023 Full term

\*2 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. However, the figures presented are those before applying the accounting standard and relevant ASBJ regulations.

In addition, with regard to YoY sales at existing stores, the figures for the X-SELL Department have been included in Lifestyle from FY2023 1Q

\*3 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. In addition, with regard to gross profit, the figures for the X-SELL Department have been included in Lifestyle from FY2023 1Q.

7) Stores and Capital Investment

	Non-Consolidated		
	As of Nov. 30, 2023	As of Nov. 30, 2024	As of Feb. 29, 2024
New stores	2	3	2
(X-SELL stand-alone type stores)	0	0	0
Stores closed	1	1	2
Number of stores at the end of the period	106	107	105
(X-SELL stand-alone type stores)	6	6	6
Sales floor area at the end of period *1	500,037 m <sup>3</sup>	496,454 m <sup>3</sup>	493,939 m <sup>3</sup>
Capital investment (construction basis)	18,418 million yen	7,190 million yen	22,032 million yen
Capital investment (payment basis)	14,054 million yen	9,987 million yen	24,378 million yen
(Reference) Sales floor area at the end of period *2	1,149,765 m <sup>3</sup>	1,146,353 m <sup>3</sup>	1,137,109 m <sup>3</sup>

New Stores Opened during Nine Months of FY2024 (Mar-Nov)

Month opened	Store name	Location	Sales floor space
April 2024	Youme Mart Shinomura	Omura City, Nagasaki Prefecture	Approx. 2,190 m <sup>2</sup>
May 2024	Youme Mall Koshi	Koshi City, Kumamoto Prefecture	Approx. 5,400 m <sup>2</sup>
September 2024	Youme Mall Itsukaichi	Saeki-ku, Hiroshima City	Approx. 5,500 m <sup>2</sup>

New Stores Planned to Open after FY2024 3Q

Month opened	Store name	Location	Sales floor space
In 2025	Youme Mall Sanyo *3	Akaiwa City, Okayama Prefecture	TBD

6. Reference relating to Consolidated Results

	Consolidated		
	As of Nov. 30, 2023	As of Nov. 30, 2024	As of Feb. 29, 2024
Number of stores *4			
New stores	2	3	3
Stores closed	2	2	3
Stores added through M&A *5	—	73	—
Number of stores at the end of the period *6	190	264	190
Number of employees *7			
Full-time employees	4,442	5,027	4,400
Semi-full-time employees (8-hour equivalent)	11,012	13,415	11,048
Capital investment (construction basis)	21,595 million yen	10,418 million yen	26,293 million yen
Capital investment (payment basis)	16,856 million yen	13,323 million yen	28,441 million yen

\*1 The Company follows the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) and the related guidance from the beginning of FY2022. The sales floor space as of August 31, 2023, February 29, 2024, and August 31, 2024 does not include areas occupied by tenants who pay percentage rent or departments directly managed by the Company where merchandise purchases are recorded at the time of sale (*shoka shiire*). These areas were included prior to the application of the accounting standard.

\*2 Sales floor space areas calculated using the method before the application of the accounting standard are noted in the margin.

\*3 Youme Town Sanyo will be rebuilt.

\*4 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 two other company.

\*5 In addition to the four stores that were added due to making Sunlife Co., Ltd. a consolidated subsidiary, 69 stores were added as a result of acquiring the food supermarket operations that had been operated in the Kyushu region by Seiyu Co., Ltd.

\*6 The number of stores at the end of the period includes stores opened in YOURS Co., Ltd.'s Youme Town Hatsukaichi.

\*7 The number of full-time employees refers to the number of such employees at the end of the period. The number of semi-full-time employees represents an average number of employees during the period calculated using an eight-hour-day basis.