



Support Documentation about the Consolidated Financial Results for the Fiscal Year Ended February 28, 2025 (FY2024)

1. Summary of Financial Results

1) Consolidated Financial Results

(Millions of yen)

	FY2023	FY2024	FY2025
Operating revenue	471,166	524,142	590,100
(YoY)	102.4%	111.2%	112.6%
Operating profit	31,425	25,425	30,700
(YoY)	93.4%	80.9%	120.7%
Ordinary profit	32,322	25,708	30,400
(YoY)	94.0%	79.5%	118.2%
Profit attributable to owners of parent	20,485	11,919	18,300
(YoY)	88.3%	58.2%	153.5%
Earnings per share	¥286.47	¥166.60	¥255.75
Profit/equity	7.5%	4.2%	
Ordinary profit/total assets	6.7%	4.9%	
Operating profit/operating revenue	6.7%	4.9%	
Total assets	489,509	569,611	
Net assets	294,233	299,218	
Net assets per share	¥3,922.84	¥3,990.31	
Equity ratio	57.3%	50.1%	
Total number of shares at the end of period (excl. treasury shares)	71,518,291	71,554,035	
Average number of shares during the period (excl. treasury shares)	71,511,503	71,543,105	
Number of consolidated subsidiaries	15	16	
Number of equity-method affiliates	3	3	
(* Reference) Total operating revenue	726,281	795,503	874,800
(YoY)	103.6%	109.5%	110.0%

2) Non-consolidated Financial Results

(Millions of yen)

	FY2023	FY2024	FY2025
Operating revenue	372,782	372,839	394,900
(YoY)	102.7%	100.0%	105.9%
Operating profit	24,202	21,267	23,500
(YoY)	87.8%	87.9%	110.5%
Ordinary profit	24,905	21,420	23,100
(YoY)	88.3%	86.0%	107.8%
Profit	16,121	9,635	14,500
(YoY)	81.5%	59.8%	150.5%
Dividends per share	¥89.00	¥90.00	¥90.00
Total assets	426,448	500,687	
Net assets	224,555	228,189	
Equity ratio	52.7%	45.6%	
(* Reference) Total operating revenue	680,710	700,193	798,400
(YoY)	103.8%	102.9%	114.0%

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations since 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.

2. Consolidated Statement of Income

(Millions of yen)

	FY2023		FY2024		
	Amount	% of operating revenue	Amount	% of operating revenue	YoY
Operating revenue	471,166	100.0%	524,142	100.0%	111.2%
Net sales	415,633	88.2%	467,345	89.2%	112.4%
Gross profit	139,831	29.7%	150,804	28.8%	107.8%
Operating revenue	55,532	11.8%	56,797	10.8%	102.3%
Operating gross profit	195,363	41.5%	207,602	39.6%	106.3%
Selling, general and administrative expenses	163,938	34.8%	182,177	34.8%	111.1%
Personnel expenses	71,086	15.1%	77,607	14.8%	109.2%
Depreciation	15,823	3.4%	17,307	3.3%	109.4%
Amortization of goodwill	532	0.1%	2,234	0.4%	419.7%
Rent expenses	11,208	2.4%	13,067	2.5%	116.6%
Utilities expenses	14,970	3.2%	16,542	3.2%	110.5%
Advertising expenses	9,479	2.0%	9,924	1.9%	104.7%
Other	40,839	8.7%	45,492	8.7%	111.4%
Operating profit	31,425	6.7%	25,425	4.9%	80.9%
Non-operating income	1,352	0.3%	1,272	0.2%	94.1%
Interest and dividend income	214	0.0%	174	0.0%	81.4%
Non-operating expenses	455	0.1%	989	0.2%	217.3%
Interest expenses	310	0.1%	617	0.1%	198.7%
Ordinary profit	32,322	6.9%	25,708	4.9%	79.5%
Extraordinary income	1,420	0.3%	3,028	0.6%	213.3%
Extraordinary losses	4,254	0.9%	8,238	1.6%	193.6%
Profit before income taxes	29,488	6.3%	20,499	3.9%	69.5%
Income taxes	8,857	1.9%	7,745	1.5%	87.4%
Profit attributable to non-controlling interests	144	0.0%	834	0.2%	577.2%
Profit attributable to owners of parent	20,485	4.3%	11,919	2.3%	58.2%

1) Segment Information

	FY2023		FY2024		
	Amount	% of total	Amount	% of total	YoY
(Operating revenue)					
Retail operations	454,471	96.5%	506,985	96.7%	111.6%
Retail-peripheral operations	44,644	9.5%	47,927	9.1%	107.4%
Other	5,297	1.1%	4,968	0.9%	93.8%
Adjusted amount	-33,247	-7.1%	-35,738	-6.8%	—
Total	471,166	100.0%	524,142	100.0%	111.2%
(Operating profit)					
Retail operations	25,403	80.8%	19,671	77.4%	77.4%
Retail-peripheral operations	5,702	18.1%	5,510	21.7%	96.6%
Other	650	2.1%	574	2.3%	88.3%
Adjusted amount	-331	-1.1%	-331	-1.3%	—
Total	31,425	100.0%	25,425	100.0%	80.9%

2) Financial Results of Major Subsidiaries

Company	Business / Segment		FY2023	FY2024	YoY
YOU-ME CARD CO., LTD.	Finance	Operating revenue	8,244	8,212	99.6%
	Retail-peripheral	Operating profit	1,871	1,415	75.6%
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	18,332	19,942	108.8%
	Retail-peripheral	Operating profit	2,310	2,412	104.4%
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	7,031	7,705	109.6%
	Retail-peripheral	Operating profit	501	569	113.5%
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	26,261	76,369	290.8%
	Retail	Operating profit	1,177	-214	-18.2%
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	25,499	24,535	96.2%
	Retail	Operating profit	584	163	28.0%
YOURS Co., Ltd.	Retail	Operating revenue	22,548	22,373	99.2%
	Retail	Operating profit	325	59	18.4%

3. Consolidated Balance Sheet

(Millions of yen)

	As of Feb. 29, 2024		As of Feb. 28, 2025		
	Amount	% of total	Amount	% of total	Change
Total assets	489,509	100.0%	569,611	100.0%	+80,102
Cash and deposits	11,997	2.5%	15,717	2.8%	+3,719
Notes and accounts receivable - trade, and contract assets	52,002	10.6%	59,259	10.4%	+7,256
Merchandise and finished goods	25,496	5.2%	29,231	5.1%	+3,734
Property, plant and equipment	334,444	68.3%	344,469	60.5%	+10,025
Goodwill*	843	0.2%	55,722	9.8%	+54,879
Investment securities	10,540	2.2%	4,667	0.8%	-5,873
Leasehold and guarantee deposits	15,056	3.1%	16,782	2.9%	+1,725
Other	39,127	8.0%	43,760	7.7%	+4,633
Liabilities	195,276	39.9%	270,392	47.5%	+75,116
Notes and accounts payable – trade	24,140	4.9%	29,024	5.1%	+4,884
Interest-bearing liabilities	77,730	15.9%	139,456	24.5%	+61,725
Other	93,405	19.1%	101,911	17.9%	+8,506
Net assets	294,233	60.1%	299,218	52.5%	+4,985
Equity:	280,554	57.3%	285,522	50.1%	+4,967
Non-controlling interests	13,678	2.8%	13,696	2.4%	+17

	As of February 29, 2024	Year ended February 28, 2025
* Change in the number of issued shares		
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	111,165
(Acquired during the period)	944	418
(Share-based remuneration)	22,929	36,162
(Cancelled during the period)	0	0
A-B	71,518,291	71,554,035
(Average during the period)	71,511,503	71,543,105

4. Consolidated Statement of Cash Flows

(Millions of yen)

	FY2023	FY2024
Cash flows from operating activities	+31,563	+40,282
Profit before income taxes	+29,488	+20,499
Non-cash loss/gain (depreciation, etc.)	+19,099	+28,225
Increase/decrease in claims and obligations related to operating activities	-7,724	+4,332
Income taxes and interest income	-11,122	-10,049
Other	+1,822	-2,725
Cash flows from investing activities	-24,747	-91,636
Capital investment related	-28,441	-18,787
Other	+3,693	-72,849
Cash flows from financing activities	-5,149	+55,073
Interest-bearing liabilities related	+1,178	+61,564
Other	-6,327	-6,491
Increase/decrease in cash and cash equivalents	+1,666	+3,719

* In the fiscal year ended February 28, 2025, goodwill increased 54,879 million yen primarily due to the acquisition of the supermarket business operated by Seiyu Co., Ltd. in the Kyushu region.
As allocation of the acquisition costs has not been completed, the amounts of goodwill are provisional estimates.

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

1) Statement of Income

(Millions of yen)

	FY2023		FY2024		
	Amount	% of operating revenue	Amount	% of operating revenue	YoY
Operating revenue	372,782	100.0%	372,839	100.0%	100.0%
Net sales	317,996	85.3%	317,534	85.2%	99.9%
Gross profit	105,861	28.4%	103,941	27.9%	98.2%
Operating revenue	54,786	14.7%	55,304	14.8%	100.9%
Real estate lease revenue	28,397	7.6%	29,193	7.8%	102.8%
Store lease joint management expense revenue	8,068	2.2%	7,950	2.1%	98.5%
Other	18,319	4.9%	18,159	4.9%	99.1%
Operating gross profit	160,648	43.1%	159,245	42.7%	99.1%
Selling, general and administrative expenses	136,445	36.6%	137,978	37.0%	101.1%
Personnel expenses	50,501	13.5%	50,671	13.6%	100.3%
Depreciation	13,284	3.6%	13,587	3.6%	102.3%
Rent expenses	9,735	2.6%	9,777	2.6%	100.4%
Store management expenses	12,867	3.5%	13,393	3.6%	104.1%
Utilities expenses	13,024	3.5%	13,431	3.6%	103.1%
Advertising expenses	8,569	2.3%	8,550	2.3%	99.8%
Other	28,463	7.6%	28,566	7.7%	100.4%
Operating profit	24,202	6.5%	21,267	5.7%	87.9%
Non-operating income	1,131	0.3%	1,137	0.3%	100.5%
Interest and dividend income	308	0.1%	342	0.1%	110.9%
Non-operating expenses	428	0.1%	984	0.3%	229.9%
Interest expenses	385	0.1%	756	0.2%	196.2%
Ordinary profit	24,905	6.7%	21,420	5.7%	86.0%
Extraordinary income	1,342	0.4%	444	0.1%	33.1%
Extraordinary losses	3,551	1.0%	7,656	2.1%	215.6%
Profit before income taxes	22,695	6.1%	14,207	3.8%	62.6%
Profit	16,121	4.3%	9,635	2.6%	59.8%

2) Sales Information

	FY2023		FY2024		
	Amount	% of total	Amount	% of total	YoY
(By product)					
Lifestyle	87,434	27.5%	84,856	26.7%	97.1%
Foods	230,561	72.5%	232,677	73.3%	100.9%
Total	317,996	100.0%	317,534	100.0%	99.9%
(By region)					
Chugoku	167,347	52.6%	165,528	52.1%	98.9%
Kyushu	119,947	37.7%	121,470	38.3%	101.3%
Other	30,701	9.7%	30,535	9.6%	99.5%
Total	317,996	100.0%	317,534	100.0%	99.9%

* With regard to the sales information, the figures for the X-SELL Department have been included in Lifestyle from FY2022 1Q. Accordingly, the FY2022 figure for Lifestyle has been adjusted.

3) YoY Sales at Existing Stores*2

	FY2023	FY2024
Lifestyle	102.9%	97.4%
Foods	101.7%	100.0%
Directly managed stores total	102.1%	99.2%
Tenants	104.3%	102.7%
Total	103.0%	100.7%
Chugoku	102.8%	100.6%
Kyushu	102.8%	100.7%
Number of customers	99.8%	98.4%
Average spent per customer	102.1%	100.7%
Average spent per item	104.8%	101.6%
Number of purchases	97.5%	99.2%

4) Gross Profit Ratio*3

	FY2023	FY2024
Lifestyle	35.4%	35.3%
Foods	32.5%	31.8%
Total	33.3%	32.7%

5) Loss Rate and Inventory Turnover in Days*2

	FY2023	FY2024
(Loss rate)		
Lifestyle	6.6%	6.3%
Foods	2.1%	2.4%
Directly managed stores total	3.5%	3.5%
(Inventory turnover in days)		
Lifestyle	67.6	70.9
Foods	8.9	9.7
Directly managed stores total	27.0	28.1

6) Average Number of Employees during the Period

	FY2023	FY2024
Full-time employees	2,941	2,987
Semi-full-time employees (8-hour equivalent)	6,149	6,145
Part-time employees (8-hour equivalent)	3,409	3,293
Total	12,499	12,425
(% of total)		
Full-time employees	23.5%	24.0%
Semi-full-time employees (8-hour equivalent)	49.2%	49.5%
Part-time employees (8-hour equivalent)	27.3%	26.5%
Total	100.0%	100.0%
(Indicators: Directly managed stores)*3		
Net sales per employee	25,443 thousand yen	25,556 thousand yen
Gross profit per employee	8,470 thousand yen	8,365 thousand yen
Personnel expenses per employee	4,041 thousand yen	4,078 thousand yen
Personnel expenses/sales ratio	15.9%	16.0%
Personnel expenses/gross profit ratio	47.7%	48.8%

*1 Number of full-time employees at the end of the period: 2,893 in FY2023 and 2,908 in FY2024

*2 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations since 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 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

	As of Feb. 29, 2024	As of Feb. 28, 2025
New stores	2	3
(X-SELL stand-alone type stores)	(0)	(0)
Stores closed	2	1
Number of stores at the end of the period	105	107
(X-SELL stand-alone type stores)	(6)	(6)
Sales floor area at the end of period*1	493,939 m ²	494,075 m ²
Capital investment (construction basis)	22,032 million yen	10,207 million yen
Capital investment (payment basis)	24,378 million yen	13,945 million yen
(Reference) Sales floor area at the end of period*2	1,137,109 m ²	1,139,232 m ²

8) Store Information as of February 28, 2025*3
(Excluding X-SELL stand-alone type stores)

	Stores	Sales Share
(By Store Area)		
20,000 m ² or more	18	51.8%
Up to 20,000 m ²	24	27.0%
Up to 10,000 m ²	28	13.1%
Less than 3,000 m ²	31	8.0%
Total	101	100.0%
(By Store Age)		
10 years or less	25	19.1%
20 years or less	23	34.1%
30 years or less	34	37.5%
More than 30 years	19	9.2%
Total	101	100.0%

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations since the beginning of FY2022. However, the store area and sales share figures presented above are based on the conventional calculation method before the application of the aforementioned accounting standards and regulations.

9) New Stores

(Opened during FY2024)

Opened	Store Name	Location	Store Area*4
April 2024	Youme Mart Shinomura	Omura City, Nagasaki Prefecture	Approx. 2,190 m ²
May 2024	Youme Mall Koshi*3	Koshi City, Kumamoto Prefecture	Approx. 5,400 m ²
Sept. 2024	Youme Mall Itsukaichi	Saeki-ku, Hiroshima City	Approx. 5,500 m ²

*4 The figure for Youme Mall Itsukaichi represents the sales floor space.

(Planned for FY2025 onward)

Opened	Store Name	Location	Sales floor space
In 2025	Youme Mall Sanyo*5	Akaiwa City, Okayama Prefecture	TBD

10) Shareholder Information

(Excluding shares less than 1%)

	As of Feb. 29, 2024	As of Feb. 28, 2025
(Number of shareholders)		
Financial instruments traders	22	25
Foreign investors	228	216
Financial institutions	34	31
Other domestic companies	321	308
Individuals, etc.	11,749	14,933
Total	12,354	15,513
(Percentage held)		
Financial instruments traders	1.7%	2.6%
Foreign investors	10.5%	12.3%
Financial institutions	26.9%	23.2%
Other domestic companies	42.0%	41.7%
Individuals and treasury shares	19.0%	20.1%
Total	100.0%	100.0%

*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 February 29, 2024, and February 28, 2025 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 The Youme Mart Koshi food supermarket is operated by Youme Mart Kumamoto Co., Ltd., an Izumi Group company.

*5 Youme Town Sanyo will be rebuilt.

6. Reference relating to Consolidated Results

	As of Feb. 29, 2024	As of Feb. 28, 2025
Number of stores*1		
New stores	3	4
Stores closed	3	2
Stores added through M&A*2	-	73
Number of stores at the end of the period*3	190	265
Number of employees*4		
Full-time employees	4,400	4,938
Semi-full-time employees (8-hour equivalent)	11,048	12,496
Capital investment (construction basis)	26,293 million yen	14,976 million yen
Capital investment (payment basis)	28,441 million yen	18,787 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 two other companies.

*2 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.

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

*4 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.