



## Support Documentation about the Consolidated Financial Results for the Third 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)	
	3Q	Full Term	3Q	Full Term Forecast	3Q	Full Term Forecast
Operating revenue	496,093	676,800	333,922	454,300	508,494	697,100
(YoY)	99.9%	99.6%	–	–	102.5%	103.0%
Operating profit	23,868	34,717	22,198	32,600	22,198	32,600
(YoY)	95.3%	97.0%	–	–	93.0%	93.9%
Ordinary profit	23,743	34,696	22,496	32,600	22,496	32,600
(YoY)	93.7%	96.2%	–	–	94.8%	94.0%
Profit attributable to owners of parent	16,371	23,204	15,264	20,900	15,264	20,900
(YoY)	101.2%	100.7%	–	–	93.2%	90.1%
Earnings per share	¥228.88	¥324.45	¥213.52	¥292.40		
Total assets	477,206	468,798	479,829			
Net assets	255,492	262,433	269,524			
Net assets per share	¥3,382.29	¥3,479.26	¥3,587.32			
Equity ratio	50.7%	53.0%	53.5%			
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	187,300	187,562	168,765			
Average number of shares during the period (excl. treasury shares)	71,529,614	71,517,631	71,488,844			
Number of consolidated subsidiaries	17	17	15			
Number of equity-method affiliates	4	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 third 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 third 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)	
	3Q	Full Term	3Q	Full Term Forecast	3Q	Full Term Forecast
Operating revenue	463,509	632,836	262,399	355,500	475,519	651,700
(YoY)	100.2%	99.7%	–	–	102.6%	103.0%
Operating profit	18,973	28,065	18,189	25,600	18,189	25,600
(YoY)	95.9%	96.3%	–	–	95.9%	91.2%
Ordinary profit	19,147	28,273	18,457	25,600	18,457	25,600
(YoY)	95.3%	96.1%	–	–	96.4%	90.5%
Profit	13,179	19,140	13,122	16,600	13,122	16,600
(YoY)	109.3%	109.6%	–	–	99.6%	86.7%
Dividends per share	–	¥86.00	–	¥86.00		
Total assets	414,137	407,231	414,909			
Net assets	195,386	201,520	207,178			
Equity ratio	47.2%	49.5%	49.9%			

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## 2. Consolidated Statements of Income

(Unit: millions of yen)

	FY2021 3Q (Mar-Nov)		FY2022 3Q (Mar-Nov)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	496,093	–	333,922	100.0%	508,494	–	102.5%	676,800	–
Net sales	471,161	100.0%	294,625	88.2%	483,146	100.0%	102.5%	643,280	100.0%
Gross profit	106,745	22.7%	98,049	29.4%	110,323	22.8%	103.4%	145,943	22.7%
Operating revenue	24,931	5.3%	39,296	11.8%	25,348	5.2%	101.7%	33,519	5.2%
Operating gross profit	131,676	27.9%	137,346	41.1%	135,672	28.1%	103.0%	179,463	27.9%
Selling, general and administrative expenses	107,808	22.9%	115,148	34.5%	113,473	23.5%	105.3%	144,745	22.5%
Personnel expenses	49,948	10.6%	50,200	15.0%	50,200	10.4%	100.5%	66,831	10.4%
Depreciation	11,295	2.4%	11,111	3.3%	11,111	2.3%	98.4%	15,267	2.4%
Amortization of goodwill	399	0.1%	399	0.1%	399	0.1%	100.0%	532	0.1%
Rental expenses	8,482	1.8%	8,439	2.5%	8,437	1.7%	99.5%	11,248	1.7%
Utilities expenses	6,043	1.3%	11,238	3.4%	7,958	1.6%	131.7%	7,986	1.2%
Advertising expenses	7,128	1.5%	6,532	2.0%	8,465	1.8%	118.8%	9,647	1.5%
Other	24,511	5.2%	27,226	8.2%	26,901	5.6%	109.8%	33,230	5.2%
Operating profit	23,868	5.1%	22,198	6.6%	22,198	4.6%	93.0%	34,717	5.4%
Non-operating income	1,178	0.3%	888	0.3%	888	0.2%	75.3%	1,600	0.2%
Interest and dividend income	168	0.0%	169	0.1%	169	0.0%	100.4%	224	0.0%
Non-operating expenses	1,304	0.3%	589	0.2%	589	0.1%	45.2%	1,621	0.3%
Interest expenses	428	0.1%	334	0.1%	334	0.1%	78.1%	555	0.1%
Ordinary profit	23,743	5.0%	22,496	6.7%	22,496	4.7%	94.8%	34,696	5.4%
Extraordinary income	1,015	0.2%	469	0.1%	469	0.1%	46.2%	1,039	0.2%
Extraordinary losses	618	0.1%	334	0.1%	334	0.1%	54.1%	1,456	0.2%
Profit before income taxes	24,140	5.1%	22,631	6.8%	22,631	4.7%	93.8%	34,280	5.3%
Total income taxes	7,527	1.6%	7,171	2.1%	7,171	1.5%	95.3%	10,758	1.7%
Profit attributable to non-controlling interests	241	0.1%	195	0.1%	195	0.0%	81.0%	317	0.0%
Profit attributable to owners of parent	16,371	3.5%	15,264	4.6%	15,264	3.2%	93.2%	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 nine 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 nine 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 nine months of the fiscal year ending February 28, 2023 from the previous "% of Sales" to "% of Revenue."

## 1) Segment Information

	FY2021 3Q (Mar-Nov)		FY2022 3Q (Mar-Nov)		*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	481,316	97.0%	321,968	96.4%	492,440	96.8%	102.3%	656,914	97.1%
Retail-peripheral operations	71,916	14.5%	30,221	9.1%	74,709	14.7%	103.9%	96,419	14.2%
Other	3,789	0.8%	4,255	1.3%	4,255	0.8%	112.3%	5,079	0.8%
Adjustment	- 60,929	- 12.3%	- 22,524	- 6.7%	- 62,911	- 12.4%	–	- 81,611	- 12.1%
Total	496,093	100.0%	333,922	100.0%	508,494	100.0%	102.5%	676,800	100.0%
<b>(Operating profit)</b>									
Retail operations	19,987	83.7%	18,718	84.3%	18,718	84.3%	93.7%	29,589	85.2%
Retail-peripheral operations	3,254	13.6%	3,177	14.3%	3,177	14.3%	97.6%	4,321	12.4%
Other	786	3.3%	515	2.3%	515	2.3%	65.5%	1,004	2.9%
Adjustment	- 159	- 0.7%	- 212	- 1.0%	- 212	- 1.0%	–	- 198	- 0.6%
Total	23,868	100.0%	22,198	100.0%	22,198	100.0%	93.0%	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
			3Q (Mar-Nov)	3Q (Mar-Nov)		Full Term (Mar-Feb)
YOU-ME CARD CO., LTD.	Finance	Operating revenue	6,866	6,117	7,241 ( 105.5%)	9,181
	Retail-peripheral operations	Operating profit	1,700	1,336	1,336 ( 78.6%)	2,157
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	11,141	12,600	12,631 ( 113.4%)	14,863
	Retail-peripheral operations	Operating profit	1,353	1,422	1,422 ( 105.1%)	1,760
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	3,819	4,243	4,243 ( 111.1%)	5,277
	Retail-peripheral operations	Operating profit	- 17	41	41 ( - )	74
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	20,780	18,840	20,901 ( 100.6%)	28,083
	Retail operations	Operating profit	577	515	515 ( 89.3%)	872
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	20,694	18,426	20,481 ( 99.0%)	27,746
	Retail operations	Operating profit	629	446	446 ( 70.8%)	850
YOURS Co., Ltd.	Retail	Operating revenue	17,415	16,478	17,071 ( 98.0%)	23,364
	Retail operations	Operating profit	226	125	125 ( 55.3%)	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%	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%	6,503	-
Three quarters total (Mar-Nov)	25,045	118.3%	23,868	95.3%	22,198	-
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 Nov. 30, 2022		
	Amount	% of Total	Amount	% of Total	Change
Total assets	468,798	100.0%	479,829	100.0%	+ 11,030
Cash and deposits	11,621	2.5%	8,117	1.7%	- 3,503
Notes and accounts receivable - trade, and contract assets	–	–	50,255	10.5%	+ 50,255
Notes and accounts receivable - trade	42,794	9.1%	–	–	- 42,794
Merchandise and finished goods	20,381	4.3%	25,443	5.3%	+ 5,061
Property, plant and equipment	329,367	70.3%	328,421	68.4%	- 946
Leasehold and guarantee deposits	15,846	3.4%	15,600	3.3%	- 245
Investment securities	8,729	1.9%	7,787	1.6%	- 942
Other	40,057	8.5%	44,203	9.2%	+ 4,145
Liabilities	206,364	44.0%	210,305	43.8%	+ 3,940
Notes and accounts payable - trade	29,697	6.3%	28,873	6.0%	- 823
Interest-bearing liabilities	99,366	21.2%	86,795	18.1%	- 12,570
Other	77,301	16.5%	94,635	19.7%	+ 17,333
Net assets	262,433	56.0%	269,524	56.2%	+ 7,090
Equity	248,689	53.0%	256,480	53.5%	+ 7,791
Non-controlling interests	13,744	2.9%	13,043	2.7%	- 700

\* 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 3Q
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	168,765
(Acquired during the period)	200,717	645
(Share-based remuneration)	21,261	19,442
(Cancelled during the period)	0	0
A – B	71,477,638	71,496,435
(Average during the period)	71,517,631	71,488,844

## 4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2021	FY2022	FY2021
	3Q (Mar-Nov)	3Q (Mar-Nov)	Full Term (Mar-Feb)
Cash flows from operating activities	+ 7,462	+ 23,509	+ 18,577
Profit before income taxes	+ 24,140	+ 22,631	+ 34,280
Non-cash loss/gain (depreciation, etc.)	+ 12,632	+ 12,525	+ 17,348
Increase/decrease in claims and obligations related to operating activities	- 18,500	- 2,227	- 20,515
Income taxes and interest income	- 13,038	- 11,342	- 13,077
Other	+ 2,229	+ 1,922	+ 542
Cash flows from investing activities	- 11,757	- 7,699	- 14,246
Capital investment related	- 13,691	- 8,977	- 16,336
Other	+ 1,934	+ 1,278	+ 2,089
Cash flows from financing activities	- 11,622	- 19,313	- 18,016
Interest-bearing liabilities related	- 4,566	- 12,570	- 10,960
Other	- 7,055	- 6,742	- 7,056
Increase/decrease in cash and cash equivalents	- 15,916	- 3,503	- 13,685

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

## 1) Statement of Income

(Unit: millions of yen)

	FY2021 3Q (Mar-Nov)		FY2022 3Q (Mar-Nov)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Sales	Amount	% of Revenue	Amount	% of Sales	YoY	Amount	% of Sales
Operating revenue	463,509	—	262,399	100.0%	475,519	—	102.6%	632,836	—
Net sales	440,449	100.0%	224,023	85.4%	452,144	100.0%	102.7%	601,881	100.0%
Gross profit	84,842	19.3%	75,308	28.7%	87,557	19.4%	103.2%	116,432	19.3%
Operating revenue	23,060	5.2%	38,375	14.6%	23,375	5.2%	101.4%	30,954	5.1%
Real estate lease revenue	6,061	1.4%	19,997	7.6%	6,275	1.4%	103.5%	8,125	1.4%
Distribution center revenue	6,860	1.6%	—	—	7,248	1.6%	105.7%	9,217	1.5%
Store lease joint management expense revenue	6,376	1.4%	6,190	2.4%	6,190	1.4%	97.1%	8,470	1.4%
Other	3,762	0.9%	12,186	4.6%	3,660	0.8%	97.3%	5,141	0.9%
Operating gross profit	107,903	24.5%	113,683	43.3%	110,932	24.5%	102.8%	147,387	24.5%
Selling, general and administrative expenses	88,929	20.2%	95,494	36.4%	92,743	20.5%	104.3%	119,321	19.8%
Personnel expenses	35,262	8.0%	35,248	13.4%	35,248	7.8%	100.0%	47,142	7.8%
Depreciation	9,591	2.2%	9,313	3.5%	9,313	2.1%	97.1%	12,910	2.1%
Rental expenses	7,214	1.6%	7,178	2.7%	7,178	1.6%	99.5%	9,684	1.6%
Store management expenses	7,955	1.8%	9,096	3.5%	8,989	2.0%	113.0%	10,649	1.8%
Utilities expenses	4,735	1.1%	9,532	3.6%	6,370	1.4%	134.5%	6,221	1.0%
Advertising expenses	6,030	1.4%	5,862	2.2%	6,682	1.5%	110.8%	8,173	1.4%
Other	18,140	4.1%	19,261	7.3%	18,960	4.2%	104.5%	24,539	4.1%
Operating profit	18,973	4.3%	18,189	6.9%	18,189	4.0%	95.9%	28,065	4.7%
Non-operating income	937	0.2%	704	0.3%	704	0.2%	75.1%	1,288	0.2%
Interest and dividend income	253	0.1%	251	0.1%	251	0.1%	99.3%	329	0.1%
Non-operating expenses	763	0.2%	436	0.2%	436	0.1%	57.2%	1,080	0.2%
Interest expenses	465	0.1%	379	0.1%	379	0.1%	81.5%	605	0.1%
Ordinary profit	19,147	4.3%	18,457	7.0%	18,457	4.1%	96.4%	28,273	4.7%
Extraordinary income	462	0.1%	741	0.3%	741	0.2%	160.3%	466	0.1%
Extraordinary losses	565	0.1%	245	0.1%	245	0.1%	43.5%	1,027	0.2%
Profit before income taxes	19,045	4.3%	18,952	7.2%	18,952	4.2%	99.5%	27,712	4.6%
Profit	13,179	3.0%	13,122	5.0%	13,122	2.9%	99.6%	19,140	3.2%

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## 2) Sales Information

	FY2021 3Q (Mar-Nov)		FY2022 3Q (Mar-Nov)		*Reference (Before application)			FY2021 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)									
Lifestyle	65,431	14.9%	55,935	25.0%	69,094	15.3%	105.6%	87,609	14.6%
Foods	164,647	37.4%	161,517	72.1%	165,450	36.6%	100.5%	227,820	37.9%
Directly managed stores total	230,079	52.2%	217,452	97.1%	234,545	51.9%	101.9%	315,430	52.4%
Tenants	158,148	35.9%	—	—	166,566	36.8%	105.3%	215,647	35.8%
X-SELL Department	7,185	1.6%	6,570	2.9%	7,391	1.6%	102.9%	10,845	1.8%
Product supply, etc.	45,036	10.2%	—	—	43,640	9.7%	96.9%	59,958	10.0%
Total	440,449	100.0%	224,023	100.0%	452,144	100.0%	102.7%	601,881	100.0%
(By Region)									
Chugoku	183,518	41.7%	118,139	52.7%	187,078	41.4%	101.9%	249,878	41.5%
Kyushu	163,775	37.2%	83,100	37.1%	170,271	37.7%	104.0%	225,587	37.5%
Other	93,155	21.2%	22,782	10.2%	94,794	21.0%	101.8%	126,415	21.0%
Total	440,449	100.0%	224,023	100.0%	452,144	100.0%	102.7%	601,881	100.0%

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

			Non-Consolidated
	FY2021 3Q (Mar-Nov)	FY2022 3Q (Mar-Nov)	FY2021 Full Term (Mar-Feb)
Lifestyle	99.5%	103.1%	99.9%
Foods	99.0%	99.6%	99.2%
Directly managed stores total	99.1%	100.6%	99.4%
Tenants	105.3%	105.1%	103.8%
Total	101.6%	102.5%	101.1%
Chugoku	100.6%	102.0%	100.4%
Kyushu	101.3%	103.2%	101.0%
Number of customers	99.9%	99.1%	99.4%
Average spent per customer	99.2%	101.5%	99.9%
Average spent per item	101.7%	103.2%	102.0%
Number of purchases	97.6%	98.4%	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 3Q (Mar-Nov)	FY2022 3Q (Mar-Nov)		FY2021 Full Term (Mar-Feb)
		(Ref)		
Lifestyle	35.5%	37.4%	36.0%	35.6%
Foods	28.0%	32.6%	28.3%	28.2%
Directly managed stores total	30.2%	33.9%	30.6%	30.3%
Tenants	8.5%	–	8.2%	8.3%
X-SELL Department	26.6%	25.8%	26.7%	26.0%
Product supply, etc.	0.4%	–	0.5%	0.5%
Total	19.3%	33.6%	19.4%	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 nine months of the fiscal year ending February 28, 2023 are presented after applying the accounting standard, etc. The gross profit ratio for the first nine 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 3Q (Mar-Nov)	FY2022 3Q (Mar-Nov)	FY2021 Full Term (Mar-Feb)
(Loss rate)			
Lifestyle	7.3%	6.4%	7.2%
Foods	2.3%	2.4%	2.3%
Directly managed stores total	3.7%	3.6%	3.6%
(Inventory turnover in days)			
Lifestyle	73.2	68.9	72.5
Foods	9.1	8.7	8.9
Directly managed stores total	27.1	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 3Q (Mar-Nov)	FY2022 3Q (Mar-Nov)	FY2021 Full Term (Mar-Feb)
Full employees	2,925	2,910	2,912
Semi-full employees (8-hour equivalent)	5,739	5,868	5,822
Part-time employees (8-hour equivalent)	3,613	3,487	3,702
Total	12,277	12,265	12,436
(% of Total)			
Full employees	23.8%	23.7%	23.4%
Semi-full employees (8-hour equivalent)	46.7%	47.8%	46.8%
Part-time employees (8-hour equivalent)	29.4%	28.4%	29.8%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Department)			
Net sales per employee	19,326 thousand yen	18,265 thousand yen	26,236 thousand yen
Gross profit per employee	5,807 thousand yen	6,140 thousand yen	7,903 thousand yen
Personnel expenses per employee	2,872 thousand yen	2,874 thousand yen	3,791 thousand yen
Personnel expenses/sales ratio	14.9%	15.7%	14.4%
Personnel expenses/gross profit ratio	49.5%	46.8%	48.0%

\* Number of full employees at the end of period: 2,901 in FY2021 3Q; 2,873 in FY2022 3Q; 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 nine 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 Nov. 30, 2021	As of Nov. 30, 2022	As of Feb. 28, 2022
New stores	0	1	0
(X-SELL stand-alone type stores)	0	0	0
Stores closed	2	2	2
Number of stores at the end of the period	107	106	107
(X-SELL stand-alone type stores)	7	7	7
Sales floor area at the end of period	1,123,306㎡	489,748㎡	1,115,118㎡
Capital investment (construction basis)	8,283 million yen	9,895 million yen	10,331 million yen
Capital investment (payment basis)	7,943 million yen	6,803 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 November 30, 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 November 30, 2022 using the former calculation method is 1,124,321㎡.

New Stores Planned to Open from FY2022 3Q (Mar-Nov) Onward

Month Opened	Store Name	Location	Store Area
Summer 2023	Youme Terrace Gion*	Asaminami-ku, Hiroshima City	Approx. 8,100 ㎡
Summer 2023	Youme Town Iizuka	Iizuka City, Fukuoka Prefecture	Approx. 30,500 ㎡

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

New Stores Planned to Close from FY2022 3Q (Mar-Nov) Onward

Month Closed	Store Name	Location	Store Area
January 2023	X-SELL Kakogawa	Kakogawa City, Hyogo Prefecture	Approx. 564 ㎡

6. Consolidated reference information

			Consolidated
	As of Nov. 30, 2021	As of Nov. 30, 2022	As of Feb. 28, 2022
Number of stores *1			
New stores *2	3	2	3
Stores closed	2	2	3
Number of stores at the end of the period *2	195	194	194
Number of employees *3			
Full employees	4,453	4,451	4,399
Semi-full employees (8-hour equivalent)	10,814	10,850	10,945
Capital investment (construction basis)	11,411 million yen	11,930 million yen	14,118 million yen
Capital investment (payment basis)	13,691 million yen	8,977 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 YOURS 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 3Q (Mar-Nov)			Main breakdown of the amount of financial impact						FY2022 3Q (Mar-Nov)	
	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	508,494	-	102.5%	- 151,704	- 13,138	- 2,974	- 8,325	1,570	- 174,572	333,922	100.0%
Net sales	483,146	100.0%	102.5%	- 165,434	- 18,352	- 2,974	0	- 1,758	- 188,521	294,625	88.2%
Gross profit	110,323	22.8%	103.4%	- 13,730	- 5,214	0	8,325	- 1,654	- 12,273	98,049	29.4%
Operating revenue	25,348	5.2%	101.7%	13,730	5,214	0	- 8,325	3,329	13,948	39,296	11.8%
Operating gross profit	135,672	28.1%	103.0%	0	0	0	0	1,674	1,674	137,346	41.1%
Selling, general and administrative expenses	113,473	23.5%	105.3%	0	0	0	0	1,674	1,674	115,148	34.5%
Personnel expenses	50,200	10.4%	100.5%	0	0	0	0	0	0	50,200	15.0%
Depreciation	11,111	2.3%	98.4%	0	0	0	0	0	0	11,111	3.3%
Amortization of goodwill	399	0.1%	100.0%	0	0	0	0	0	0	399	0.1%
Rental expenses	8,437	1.7%	99.5%	0	0	0	0	2	2	8,439	2.5%
Utilities expenses	7,958	1.6%	131.7%	0	0	0	0	3,279	3,279	11,238	3.4%
Advertising expenses	8,465	1.8%	118.8%	0	0	0	0	- 1,932	- 1,932	6,532	2.0%
Other	26,901	5.6%	109.8%	0	0	0	0	325	325	27,226	8.2%
Operating profit	22,198	4.6%	93.0%	0	0	0	0	0	0	22,198	6.6%
Ordinary profit	22,496	4.7%	94.8%	0	0	0	0	0	0	22,496	6.7%
Profit attributable to owners of parent	15,264	3.2%	93.2%	0	0	0	0	0	0	15,264	4.6%

\*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 3Q (Mar-Nov)			Main breakdown of the amount of financial impact						FY2022 3Q (Mar-Nov)	
	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	475,519	-	102.6%	- 153,399	- 11,785	- 43,437	- 7,248	2,750	- 213,120	262,399	100.0%
Net sales	452,144	100.0%	102.7%	- 167,121	- 16,737	- 43,640	0	- 620	- 228,120	224,023	85.4%
Gross profit	87,557	19.4%	103.2%	- 13,722	- 4,951	- 202	7,248	- 620	- 12,249	75,308	28.7%
Operating revenue	23,375	5.2%	101.4%	13,722	4,951	202	- 7,248	3,371	14,999	38,375	14.6%
Real estate lease revenue	6,275	1.4%	103.5%	13,722	0	0	0	0	13,722	19,997	7.6%
Distribution center revenue	7,248	1.6%	105.7%	0	0	0	- 7,248	0	- 7,248	0	0.0%
Store lease joint management expense revenue	6,190	1.4%	97.1%	0	0	0	0	0	0	6,190	2.4%
Other	3,660	0.8%	97.3%	0	4,951	202	0	3,371	8,525	12,186	4.6%
Operating gross profit	110,932	24.5%	102.8%	0	0	0	0	2,750	2,750	113,683	43.3%
Selling, general and administrative expenses	92,743	20.5%	104.3%	0	0	0	0	2,750	2,750	95,494	36.4%
Personnel expenses	35,248	7.8%	100.0%	0	0	0	0	0	0	35,248	13.4%
Depreciation	9,313	2.1%	97.1%	0	0	0	0	0	0	9,313	3.5%
Rental expenses	7,178	1.6%	99.5%	0	0	0	0	0	0	7,178	2.7%
Store management expenses	8,989	2.0%	113.0%	0	0	0	0	106	106	9,096	3.5%
Utilities expenses	6,370	1.4%	134.5%	0	0	0	0	3,161	3,161	9,532	3.6%
Advertising expenses	6,682	1.5%	110.8%	0	0	0	0	- 819	- 819	5,862	2.2%
Other	18,960	4.2%	104.5%	0	0	0	0	301	301	19,261	7.3%
Operating profit	18,189	4.0%	95.9%	0	0	0	0	0	0	18,189	6.9%
Ordinary profit	18,457	4.1%	96.4%	0	0	0	0	0	0	18,457	7.0%
Profit	13,122	2.9%	99.6%	0	0	0	0	0	0	13,122	5.0%

\*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.