

**Support Documentation about the Consolidated Financial Results
for the Third Quarter of FY2017**

Izumi Co., Ltd.

(Stock code: 8273)

1. Consolidated: Comparative Statements of Income

(Unit: millions of yen)

	FY2016		FY2017		
	3Q (March-November)		3Q (March-November)		YoY
		% of Sales		% of Sales	
Operating revenue	513,269	—	536,768	—	104.6%
Net sales	489,652	100.0%	511,781	100.0%	104.5%
Gross profit	107,228	21.9%	112,136	21.9%	104.6%
Operating revenue	23,617	4.8%	24,986	4.9%	105.8%
Operating gross profit	130,845	26.7%	137,122	26.8%	104.8%
Selling, general and administrative expenses	106,895	21.8%	111,433	21.8%	104.2%
Personnel expenses	46,072	9.4%	47,922	9.4%	104.0%
Depreciation	11,215	2.3%	11,675	2.3%	104.1%
Amortization of goodwill	750	0.2%	775	0.2%	103.3%
Rental expenses	8,603	1.8%	8,654	1.7%	100.6%
Utilities expenses	5,589	1.1%	6,255	1.2%	111.9%
Other	34,664	7.1%	36,149	7.1%	104.3%
Operating income	23,950	4.9%	25,689	5.0%	107.3%
Non-operating income	1,464	0.3%	1,240	0.2%	84.7%
Non-operating expenses	1,332	0.3%	1,380	0.3%	103.6%
Ordinary income	24,082	4.9%	25,549	5.0%	106.1%
Extraordinary income	823	0.2%	903	0.2%	109.7%
Extraordinary losses	12,412	2.5%	566	0.1%	4.6%
Profit before income taxes	12,493	2.6%	25,885	5.1%	207.2%
Total income taxes	4,895	1.0%	8,244	1.6%	168.4%
Profit attributable to non-controlling interests	297	0.1%	293	0.1%	98.4%
Profit attributable to owners of parent	7,299	1.5%	17,347	3.4%	237.7%

(Profit and loss by segment)

(Unit: millions of yen)

		FY2016 3Q		FY2017 3Q		
			% of Total		% of Total	YoY
Operating revenue	Retail operations	498,757	97.2%	522,320	97.3%	104.7%
	Retail-peripheral operations	71,183	13.9%	68,614	12.8%	96.4%
	Other	3,741	0.7%	4,033	0.8%	107.8%
	Adjustment	-60,412	-11.8%	-58,199	-10.8%	—
	Total	513,269	100.0%	536,768	100.0%	104.6%
Operating income	Retail operations	20,413	85.2%	21,847	85.0%	107.0%
	Retail-peripheral operations	3,029	12.6%	3,309	12.9%	109.2%
	Other	721	3.0%	801	3.1%	111.1%
	Adjustment	-214	-0.9%	-268	-1.0%	—
	Total	23,950	100.0%	25,689	100.0%	107.3%

* In order to more accurately grasp the condition of operating results in each reportable segment, the measurement methods for the company as a whole and for each reportable segment have been reviewed from the previous fiscal year. The segment information for the first nine months of the previous fiscal year is prepared using the revised method.

(By quarter: Change in consolidated operating income)

(Unit: millions of yen)

	FY2016		FY2017	
		YoY		YoY
1Q (March-May)	7,778	96.2%	7,462	95.9%
2Q (June-August)	9,478	142.1%	9,639	101.7%
First half total (March-August)	17,256	116.9%	17,102	99.1%
3Q (September-November)	6,693	96.5%	8,587	128.3%
Three quarters total (March-November)	23,950	110.4%	25,689	107.3%
4Q (December-February)	11,720	114.8%	—	
Annual total (March-February)	35,670	111.8%	(forecast) 39,000	109.3%

2. Non-consolidated: Profit and Loss Situation

(Unit: millions of yen)

	FY2016 3Q (March-November)		FY2017 3Q (March-November)		
		% of Sales		% of Sales	YoY
Operating revenue	470,882	—	502,597	—	106.7%
Operating income	20,064	4.5%	21,182	4.4%	105.6%
Ordinary income	20,069	4.5%	21,119	4.4%	105.2%
Profit	5,609	1.2%	14,717	3.1%	262.4%

(Other)

		FY2016 3Q (March-November)	FY2017 3Q (March-November)
YoY sales at existing stores	Clothing	101.3%	99.8%
	Household goods	101.6%	101.0%
	Foods	103.2%	98.9%
	Directly managed stores total	102.5%	99.4%
	Tenants	101.5%	98.5%
	Total	102.1%	99.0%
	Number of customers	101.1%	99.3%
	Average spent per customer	101.4%	100.1%
	Average spent per item	101.7%	100.5%
	Number of purchases	99.6%	99.7%
Number of stores at the end of the period		104 stores	109 stores