

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

**Izumi Co., Ltd.**

(Stock code: 8273)

**1. Consolidated: Comparative Statements of Income**

(Unit: millions of yen)

	FY2016		FY2017		
	1Q (March-May)		1Q (March-May)		YoY
		% of Sales		% of Sales	
Operating revenue	171,672	—	178,741	—	104.1%
Net sales	163,851	100.0%	170,549	100.0%	104.1%
Gross profit	35,280	21.5%	36,800	21.6%	104.3%
Operating revenue	7,821	4.8%	8,191	4.8%	104.7%
Operating gross profit	43,101	26.3%	44,992	26.4%	104.4%
Selling, general and administrative expenses	35,322	21.6%	37,530	22.0%	106.2%
Personnel expenses	14,906	9.1%	15,956	9.4%	107.0%
Depreciation	3,592	2.2%	3,770	2.2%	105.0%
Amortization of goodwill	250	0.2%	275	0.2%	110.0%
Rental expenses	2,975	1.8%	2,960	1.7%	99.5%
Utilities expenses	1,759	1.1%	1,819	1.1%	103.4%
Other	11,839	7.2%	12,748	7.5%	107.7%
Operating income	7,778	4.7%	7,462	4.4%	95.9%
Non-operating income	464	0.3%	414	0.2%	89.3%
Non-operating expenses	520	0.3%	592	0.3%	113.7%
Ordinary income	7,722	4.7%	7,285	4.3%	94.3%
Extraordinary income	245	0.1%	32	0.0%	13.1%
Extraordinary losses	1,233	0.8%	162	0.1%	13.2%
Profit before income taxes	6,734	4.1%	7,154	4.2%	106.2%
Total income taxes	2,623	1.6%	2,295	1.3%	87.5%
Profit attributable to non-controlling interests	132	0.1%	94	0.1%	71.6%
Profit attributable to owners of parent	3,978	2.4%	4,763	2.8%	119.7%

**(Profit and loss by segment)**

(Unit: millions of yen)

		FY2016 1Q		FY2017 1Q	
			YoY		YoY
Operating revenue	Retail operations	166,704	—	173,794	104.3%
	Retail-peripheral operations	20,904	—	25,125	120.2%
	Other	1,259	—	1,355	107.6%
	Adjustment	-17,195	—	-21,534	—
	Total	171,672	—	178,741	104.1%
Operating income	Retail operations	6,632	—	6,162	92.9%
	Retail-peripheral operations	902	—	1,111	123.1%
	Other	265	—	311	117.1%
	Adjustment	-22	—	-123	—
	Total	7,778	—	7,462	95.9%

\* 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 quarter 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%	—	
First half total (March-August)	17,256	116.9%	(forecast) 18,200	105.5%
3Q (September-November)	6,693	96.5%	—	
Three quarters total (March-November)	23,950	110.4%	—	
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 1Q (March-May)		FY2017 1Q (March-May)		
		% of Sales		% of Sales	YoY
Operating revenue	152,185	—	167,327	—	110.0%
Operating income	6,658	4.6%	5,971	3.7%	89.7%
Ordinary income	6,712	4.6%	5,901	3.7%	87.9%
Profit	3,743	2.6%	4,050	2.5%	108.2%

**(Other)**

		FY2016 1Q (March-May)	FY2017 1Q (March-May)
YoY sales at existing stores	Clothing	98.7%	100.9%
	Household goods	101.9%	101.0%
	Foods	102.3%	99.2%
	Directly managed stores total	101.4%	99.8%
	Tenants	101.0%	99.0%
	Total	101.3%	99.5%
	Number of customers	99.6%	100.2%
	Average spent per customer	101.8%	99.6%
	Average spent per item	101.6%	100.8%
	Number of purchases	100.2%	98.8%
Number of stores at the end of the period		103 stores	107 stores