



## Support Documentation about the Consolidated Financial Results for the Year Ended February 29, 2020 (FY2019)

### 1. Summary of Financial Results

#### 1) Consolidated Financial Results

(Unit: millions of yen)

	Year ended Feb. 28, 2019	Year ended Feb. 29, 2020	Year ending Feb. 28, 2021 (Forecast)
Operating revenue	732,136	744,349	Undetermined*
(YoY)	100.3%	101.7%	
Operating profit	35,273	31,888	
(YoY)	91.7%	90.4%	
Ordinary profit	35,099	31,979	
(YoY)	91.9%	91.1%	
Profit attributable to owners of parent	23,488	19,953	
(YoY)	87.2%	84.9%	
Earnings per share	¥327.79	¥278.45	
Profit/equity	12.3%	9.6%	
Ordinary profit/total assets	7.3%	6.6%	
Operating profit/net sales	5.1%	4.5%	
Total assets	484,876	490,106	
Net assets	211,546	226,264	
Net assets per share	¥2,789.58	¥2,991.24	
Equity ratio	41.2%	43.7%	
Total number of issued shares at the end of period (excl. treasury shares)	71,658,500	71,657,854	
Average number of shares during the period (excl. treasury shares)	71,658,940	71,658,190	
Number of consolidated subsidiaries	15	14	
Number of equity-method affiliates	3	5	

#### 2) Non-consolidated Financial Results

(Unit: millions of yen)

	Year ended Feb. 28, 2019	Year ended Feb. 29, 2020	Year ending Feb. 28, 2021 (Forecast)
Operating revenue	686,991	700,142	Undetermined*
(YoY)	100.5%	101.9%	
Operating profit	29,141	26,026	
(YoY)	91.0%	89.3%	
Ordinary profit	29,177	26,240	
(YoY)	91.4%	89.9%	
Profit	20,466	17,053	
(YoY)	87.6%	83.3%	
Dividends per share	¥80.00	¥80.00	
Total assets	414,350	423,476	
Net assets	166,105	177,249	
Equity ratio	40.1%	41.9%	

\* As it remains unclear as to whether infections of the novel coronavirus (COVID-19) will continue to spread or decrease, it is difficult to predict the impact of the government's declaration of a state of emergency and large-scale economic measures. Given this situation, as there are many uncertainties at this time that could affect the financial results, the company has determined that it would be difficult to appropriately and reasonably calculate the forecast of the financial results. Accordingly, the forecast of the financial results is yet to be determined. The forecast of the financial results will be announced promptly once it becomes possible to make a reasonable calculation.

## 2. Consolidated Statements of Income

(Unit: millions of yen)

	Year ended Feb. 28, 2019		Year ended Feb. 29, 2020		
	Amount	% of Sales	Amount	% of Sales	YoY
Operating revenue	732,136	—	744,349	—	101.7%
Net sales	697,679	100.0%	709,455	100.0%	101.7%
Gross profit	153,571	22.0%	156,103	22.0%	101.6%
Operating revenue	34,457	4.9%	34,893	4.9%	101.3%
Operating gross profit	188,028	27.0%	190,997	26.9%	101.6%
Selling, general and administrative expenses	152,754	21.9%	159,108	22.4%	104.2%
Personnel expenses	66,811	9.6%	70,362	9.9%	105.3%
Depreciation	15,357	2.2%	15,672	2.2%	102.1%
Amortization of goodwill	822	0.1%	785	0.1%	95.5%
Rental expenses	11,556	1.7%	11,855	1.7%	102.6%
Utilities expenses	8,639	1.2%	8,471	1.2%	98.0%
Advertising expenses	14,864	2.1%	16,430	2.3%	110.5%
Other	34,702	5.0%	35,531	5.0%	102.4%
Operating profit	35,273	5.1%	31,888	4.5%	90.4%
Non-operating income	1,518	0.2%	1,484	0.2%	97.7%
Interest and dividend income	258	0.0%	250	0.0%	96.9%
Non-operating expenses	1,692	0.2%	1,393	0.2%	82.3%
Interest expenses	919	0.1%	818	0.1%	89.0%
Ordinary profit	35,099	5.0%	31,979	4.5%	91.1%
Extraordinary income	1,480	0.2%	669	0.1%	45.2%
Extraordinary losses	3,085	0.4%	2,803	0.4%	90.9%
Profit before income taxes	33,495	4.8%	29,845	4.2%	89.1%
Total income taxes	9,894	1.4%	9,505	1.3%	96.1%
Profit attributable to non-controlling interests	111	0.0%	385	0.1%	345.5%
Profit attributable to owners of parent	23,488	3.4%	19,953	2.8%	84.9%

## 1) Segment Information

	Year ended Feb. 28, 2019		Year ended Feb. 29, 2020		
	Amount	% of Total	Amount	% of Total	YoY
<b>(Operating revenue)</b>					
Retail operations	712,410	97.3%	722,910	97.1%	101.5%
Retail-peripheral operations	96,924	13.2%	94,949	12.8%	98.0%
Other	5,332	0.7%	5,268	0.7%	98.8%
Adjustment	-82,530	-11.3%	-78,779	-10.6%	—
Total	732,136	100.0%	744,349	100.0%	101.7%
<b>(Operating profit)</b>					
Retail operations	30,224	85.7%	26,607	83.4%	88.0%
Retail-peripheral operations	4,183	11.9%	4,351	13.6%	104.0%
Other	1,086	3.1%	1,064	3.3%	97.9%
Adjustment	-220	-0.6%	-134	-0.4%	—
Total	35,273	100.0%	31,888	100.0%	90.4%

## 2) Financial Results of Major Subsidiaries

Company	Business / Segment		Year ended Feb. 28, 2019	Year ended Feb. 29, 2020	YoY
YOU-ME CARD CO., LTD.	Finance	Operating revenue	9,132	9,835	107.7%
	Retail-peripheral operations	Operating profit	1,790	2,157	120.5%
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	13,180	14,059	106.7%
	Retail-peripheral operations	Operating profit	1,488	1,371	92.1%
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	5,779	5,963	103.2%
	Retail-peripheral operations	Operating profit	286	312	109.1%
Youme Mart Kumamoto Co., Ltd.*	Retail	Operating revenue	27,674	27,125	98.0%
	Retail operations	Operating profit	763	704	92.3%
Youme Mart Kitakyushu Co., Ltd.*	Retail	Operating revenue	15,912	27,161	170.7%
	Retail operations	Operating profit	328	304	92.7%
YOURS Co., Ltd.*	Retail	Operating revenue	39,486	24,135	61.1%
	Retail operations	Operating profit	649	390	60.1%

\* As of March 1, 2019, Yume Mart Co., Ltd. changed its name to Youme Mart Kumamoto Co., Ltd. and Super Dai-ichi Co., Ltd. to Youme Mart Kitakyushu Co., Ltd. respectively.

In addition, 14 stores of YOURS Co., Ltd. have been transferred to Youme Mart Kitakyushu Co., Ltd. as of March 1, 2019.

## 3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 28, 2019		As of Feb. 29, 2020		
	Amount	% of Total	Amount	% of Total	Change
Total assets	484,876	100.0%	490,106	100.0%	+ 5,230
Cash and deposits	8,136	1.7%	8,982	1.8%	+ 845
Notes and accounts receivable - trade	39,784	8.2%	46,392	9.5%	+ 6,608
Merchandise and finished goods	28,355	5.8%	25,780	5.3%	- 2,574
Property, plant and equipment	338,121	69.7%	337,447	68.9%	- 673
Leasehold and guarantee deposits	17,540	3.6%	17,722	3.6%	+ 181
Investment securities	10,396	2.1%	11,039	2.3%	+ 643
Other	42,541	8.8%	42,741	8.7%	+ 199
Liabilities	273,329	56.4%	263,841	53.8%	- 9,487
Notes and accounts payable - trade	31,275	6.5%	49,977	10.2%	+ 18,702
Interest-bearing liabilities	162,974	33.6%	128,928	26.3%	- 34,045
Other	79,079	16.3%	84,935	17.3%	+ 5,856
Net assets	211,546	43.6%	226,264	46.2%	+ 14,717
Treasury shares	-25	0.0%	-27	0.0%	- 2
Other	199,922	41.2%	214,373	43.7%	+ 14,451
Non-controlling interests	11,649	2.4%	11,918	2.4%	+ 269

## \*Change in the number of issued shares

		<u>Year ended</u> <u>Feb. 28, 2019</u>	<u>Year ended</u> <u>Feb. 29, 2020</u>
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	5,676	6,700
	at the end of the period (B)	6,700	7,346
	(Acquired during the period)	1,024	646
	(Cancelled during the period)	0	0
A—B		71,658,500	71,657,854
(Average during the period)		71,658,940	71,658,190

## 4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	<u>Year ended</u> <u>Feb. 28, 2019</u>	<u>Year ended</u> <u>Feb. 29, 2020</u>
Cash flows from operating activities	+ 33,642	+ 57,681
Profit before income taxes	+ 33,495	+ 29,845
Non-cash loss/gain (depreciation, etc.)	+ 18,976	+ 19,214
Increase/decrease in claims and obligations related to operating activities	- 5,321	+ 17,304
Income taxes and interest income	- 14,588	- 10,041
Other	+ 1,080	+ 1,359
Cash flows from investing activities	- 19,101	- 16,693
Capital investment related	- 18,877	- 16,596
Other	- 224	- 96
Cash flows from financing activities	- 14,793	- 40,142
Interest-bearing liabilities related	- 9,019	- 34,345
Other	- 5,773	- 5,796
Increase/decrease in cash and cash equivalents	- 252	+ 845

## 5. Izumi Co., Ltd.: Income Statement and Other Financial Information

## 1) Statement of Income

(Unit: millions of yen)

	Year ended Feb. 28, 2019		Year ended Feb. 29, 2020		
	Amount	% of Sales	Amount	% of Sales	YoY
Operating revenue	686,991	—	700,142	—	101.9%
Net sales	655,328	100.0%	667,833	100.0%	101.9%
Gross profit	122,806	18.7%	126,313	18.9%	102.9%
Operating revenue	31,663	4.8%	32,309	4.8%	102.0%
Real estate lease revenue	8,218	1.3%	8,322	1.2%	101.3%
Distribution center revenue	9,503	1.5%	9,633	1.4%	101.4%
Store lease joint management expense revenue	9,081	1.4%	9,133	1.4%	100.6%
Other	4,859	0.7%	5,219	0.8%	107.4%
Operating gross profit	154,469	23.6%	158,622	23.8%	102.7%
Selling, general and administrative expenses	125,328	19.1%	132,596	19.9%	105.8%
Personnel expenses	47,078	7.2%	50,548	7.6%	107.4%
Depreciation	13,113	2.0%	13,550	2.0%	103.3%
Rental expenses	9,637	1.5%	10,083	1.5%	104.6%
Store management expenses	9,776	1.5%	10,251	1.5%	104.9%
Utilities expenses	6,565	1.0%	6,591	1.0%	100.4%
Advertising expenses	12,705	1.9%	14,362	2.2%	113.0%
Other	26,451	4.0%	27,208	4.1%	102.9%
Operating profit	29,141	4.4%	26,026	3.9%	89.3%
Non-operating income	1,395	0.2%	1,396	0.2%	100.1%
Interest and dividend income	378	0.1%	333	0.0%	87.9%
Non-operating expenses	1,358	0.2%	1,181	0.2%	87.0%
Interest expenses	898	0.1%	822	0.1%	91.6%
Ordinary profit	29,177	4.5%	26,240	3.9%	89.9%
Extraordinary income	1,371	0.2%	105	0.0%	7.7%
Extraordinary losses	1,744	0.3%	1,826	0.3%	104.7%
Profit before income taxes	28,804	4.4%	24,519	3.7%	85.1%
Profit	20,466	3.1%	17,053	2.6%	83.3%

## 2) Sales Information

	Year ended Feb. 28, 2019		Year ended Feb. 29, 2020		
	Amount	% of Total	Amount	% of Total	YoY
(By Product)					
Clothing	70,175	10.7%	68,525	10.3%	97.6%
Household goods	46,956	7.2%	48,352	7.2%	103.0%
Foods	220,819	33.7%	228,914	34.3%	103.7%
Directly managed stores total	337,950	51.6%	345,792	51.8%	102.3%
Tenants	238,689	36.4%	247,397	37.0%	103.6%
X-SELL Division	15,328	2.3%	14,727	2.2%	96.1%
Product supply, etc.	63,358	9.7%	59,915	9.0%	94.6%
Total	655,328	100.0%	667,833	100.0%	101.9%
(By Region)					
Chugoku	263,976	40.3%	272,346	40.8%	103.2%
Kyushu	258,960	39.5%	260,314	39.0%	100.5%
Other	132,391	20.2%	135,171	20.2%	102.1%
Total	655,328	100.0%	667,833	100.0%	101.9%

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

	Year ended Feb. 28, 2019	Year ended Feb. 29, 2020
Clothing	97.2%	95.3%
Household goods	100.2%	100.9%
Foods	100.4%	99.8%
Directly managed stores total	99.7%	99.1%
Tenants	98.9%	99.3%
Total	99.4%	99.1%
Chugoku	99.3%	99.5%
Kyushu	99.1%	99.0%
Number of customers	98.8%	98.5%
Average spent per customer	101.0%	100.6%
Average spent per item	99.8%	100.6%
Number of purchases	101.1%	100.0%

4) Gross Profit Ratio

	Year ended Feb. 28, 2019	Year ended Feb. 29, 2020
Clothing	38.3%	38.1%
Household goods	32.3%	32.3%
Foods	26.0%	26.5%
Directly managed stores total	29.5%	29.6%
Tenants	8.0%	8.0%
X-SELL Division	26.0%	25.8%
Product supply, etc.	0.4%	0.6%
Total	18.7%	18.9%
(Loss rate)		
Clothing	10.5%	10.8%
Household goods	3.2%	3.2%
Foods	3.1%	3.1%
Directly managed stores total	4.7%	4.6%
(Inventory turnover in days)		
Clothing	72.3	72.2
Household goods	83.9	83.9
Foods	10.7	10.4
Directly managed stores total	33.3	32.7

5) Average Number of  
Employees during  
the Period

	Year ended Feb. 28, 2019	Year ended Feb. 29, 2020
Full employees	2,712	2,910
Semi-full employees (8-hour equivalent)	6,147	6,438
Part-time employees (8-hour equivalent)	4,309	4,351
Total	13,168	13,699
(% of Total)		
Full employees	20.6%	21.2%
Semi-full employees (8-hour equivalent)	46.7%	47.0%
Part-time employees (8-hour equivalent)	32.7%	31.8%
Total	100.0%	100.0%
(Indicators: Directly managed stores and X-SELL Division)		
Net sales per employee	26,828 thousand yen	26,317 thousand yen
Gross profit per employee	7,862 thousand yen	7,752 thousand yen
Personnel expenses per employee	3,575 thousand yen	3,690 thousand yen
Personnel expenses/sales ratio	13.3%	14.0%
Personnel expenses/gross profit ratio	45.5%	47.6%

## 6) Stores and Capital Investment

	As of Feb. 28, 2019	As of Feb. 29, 2020
New stores	6	5
(X-SELL stand-alone type stores)	1	0
Stores closed	4	6
Number of stores at the end of the period	112	111
(X-SELL stand-alone type stores)	10	9
Sales floor area at the end of period	1,135,551 m <sup>2</sup>	1,150,996 m <sup>2</sup>
Capital investment (construction basis)	18,907 million yen	13,622 million yen
Capital investment (payment basis)	16,186 million yen	12,622 million yen

7) Store Information as of February 29, 2020  
(Excluding X-SELL stand-alone type stores)

	Stores	Sales Share
(By Store Area)		
20,000 m <sup>2</sup> or more	17	51.7%
Up to 20,000 m <sup>2</sup>	26	27.6%
Up to 10,000 m <sup>2</sup>	30	13.6%
Less than 3,000 m <sup>2</sup>	29	7.0%
Total	102	100.0%
(By Store Age)		
10 years or less	35	25.4%
20 years or less	20	43.0%
30 years or less	35	25.9%
More than 30 years	12	5.7%
Total	102	100.0%

## 8) New Stores

(Results of the year ended February 29, 2020)

Month Opened	Store Name	Location	Store Area
2019/04	youme Mart Hita	Hita, Oita Pref.	Approx. 2,350 m <sup>2</sup>
2019/04	youme Mart Mitajiri	Hofu, Yamaguchi Pref.	Approx. 1,540 m <sup>2</sup>
2019/05	youme Mart Minamionoda	Sanyo-Onoda, Yamaguchi Pref.	Approx. 2,020 m <sup>2</sup>
2019/06	youme Town Fukuyama	Fukuyama, Hiroshima Pref.	Approx. 20,200 m <sup>2</sup>
2019/07	youme Mart Aoyama	Yahatanishi-ku, Kitakyushu	Approx. 2,000 m <sup>2</sup>

9) Shareholder Information  
(Excluding shares less than one unit)

	As of Feb. 28, 2019	As of Feb. 29, 2020
(Number of shareholders)		
Financial instruments traders	26	34
Foreign investors	269	273
Financial institutions	45	50
Other domestic companies	286	283
Individuals, etc.	3,635	5,188
Total	4,261	5,828
(Percentage held)		
Financial instruments traders	1.6%	3.0%
Foreign investors	14.1%	11.9%
Financial institutions	25.0%	25.4%
Other domestic companies	43.0%	42.9%
Individuals and treasury shares	16.3%	16.8%
Total	100.0%	100.0%