

**Support Documentation about the Consolidated Financial Results
 for the First Quarter of the Year Ending February 28, 2025 (FY2024)**

1. Summary of Financial Results

1) Consolidated Financial Results

(Unit: millions of yen)

	FY2023		FY2024	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	114,314	471,166	108,784	527,300
(YoY)	103.8%	102.4%	95.2%	111.9%
Operating profit	8,150	31,425	5,811	26,500
(YoY)	103.6%	93.4%	71.3%	84.3%
Ordinary profit	8,324	32,322	6,063	26,300
(YoY)	104.8%	94.0%	72.8%	81.4%
Profit attributable to owners of parent	5,529	20,485	3,933	14,400
(YoY)	104.4%	88.3%	71.1%	70.3%
Earnings per share	¥77.35	¥286.47	¥55.00	¥201.35
Total assets	485,251	489,509	496,872	
Net assets	280,786	294,233	294,560	
Net assets per share	¥3,742.58	¥3,922.84	¥3,932.29	
Equity ratio	55.1%	57.3%	56.6%	
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	169,347	146,909	146,966	
Average number of shares during the period (excl. treasury shares)	71,496,004	71,511,503	71,518,266	
Number of consolidated subsidiaries	15	15	16	
Number of equity-method affiliates	4	3	3	

(*Reference) Total operating revenue	178,461	726,281	175,146	798,300
(YoY)	104.7%	103.6%	98.1%	109.9%

2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2023		FY2024	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	89,822	372,782	85,823	374,500
(YoY)	103.8%	102.7%	95.5%	100.5%
Operating profit	6,361	24,202	4,966	19,700
(YoY)	97.2%	87.8%	78.1%	81.4%
Ordinary profit	6,534	24,905	5,206	19,400
(YoY)	98.3%	88.3%	79.7%	77.9%
Profit	4,446	16,121	3,574	11,100
(YoY)	94.5%	81.5%	80.4%	68.9%
Dividends per share	–	¥89.00	–	¥90.00
Total assets	419,175	426,448	428,502	
Net assets	215,316	224,555	225,350	
Equity ratio	51.4%	52.7%	52.6%	

(*Reference) Total operating revenue	167,068	680,710	164,914	699,000
(YoY)	104.7%	103.8%	98.7%	102.7%

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

	FY2023 1Q (Mar-May)		FY2024 1Q (Mar-May)			FY2023 Full Term (Mar-Feb)	
	Amount	% of Revenue	Amount	% of Revenue	YoY	Amount	% of Revenue
Operating revenue	114,314	100.0%	108,784	100.0%	95.2%	471,166	100.0%
Net sales	100,369	87.8%	94,812	87.2%	94.5%	415,633	88.2%
Gross profit	33,729	29.5%	30,765	28.3%	91.2%	139,831	29.7%
Operating revenue	13,945	12.2%	13,972	12.8%	100.2%	55,532	11.8%
Operating gross profit	47,674	41.7%	44,738	41.1%	93.8%	195,363	41.5%
Selling, general and administrative expenses	39,524	34.6%	38,926	35.8%	98.5%	163,938	34.8%
Personnel expenses	17,416	15.2%	17,278	15.9%	99.2%	71,086	15.1%
Depreciation	3,659	3.2%	3,967	3.6%	108.4%	15,823	3.4%
Amortization of goodwill	133	0.1%	133	0.1%	100.0%	532	0.1%
Rental expenses	2,823	2.5%	2,793	2.6%	99.0%	11,208	2.4%
Utilities expenses	3,612	3.2%	3,311	3.0%	91.6%	14,970	3.2%
Advertising expenses	2,358	2.1%	1,993	1.8%	84.5%	9,479	2.0%
Other	9,520	8.3%	9,449	8.7%	99.2%	40,839	8.7%
Operating profit	8,150	7.1%	5,811	5.3%	71.3%	31,425	6.7%
Non-operating income	325	0.3%	364	0.3%	111.7%	1,352	0.3%
Interest and dividend income	37	0.0%	24	0.0%	67.2%	214	0.0%
Non-operating expenses	151	0.1%	111	0.1%	74.1%	455	0.1%
Interest expenses	88	0.1%	64	0.1%	72.4%	310	0.1%
Ordinary profit	8,324	7.3%	6,063	5.6%	72.8%	32,322	6.9%
Extraordinary income	266	0.2%	-	0.0%	0.0%	1,420	0.3%
Extraordinary losses	274	0.2%	263	0.2%	96.2%	4,254	0.9%
Profit before income taxes	8,317	7.3%	5,800	5.3%	69.7%	29,488	6.3%
Total income taxes	2,725	2.4%	1,850	1.7%	67.9%	8,857	1.9%
Profit attributable to non-controlling interests	62	0.1%	15	0.0%	25.5%	144	0.0%
Profit attributable to owners of parent	5,529	4.8%	3,933	3.6%	71.1%	20,485	4.3%

1) Segment Information

(Unit: millions of yen)

	FY2023 1Q (Mar-May)		FY2024 1Q (Mar-May)			FY2023 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(Operating revenue)							
Retail operations	109,999	96.2%	104,474	96.0%	95.0%	454,471	96.5%
Retail-peripheral operations	10,698	9.4%	10,842	10.0%	101.3%	44,644	9.5%
Other	1,530	1.3%	1,341	1.2%	87.6%	5,297	1.1%
Adjustment	-7,913	-6.9%	-7,873	-7.2%	-	-33,247	-7.1%
Total	114,314	100.0%	108,784	100.0%	95.2%	471,166	100.0%
(Operating profit)							
Retail operations	6,664	81.8%	4,456	76.7%	66.9%	25,403	80.8%
Retail-peripheral operations	1,339	16.4%	1,227	21.1%	91.6%	5,702	18.1%
Other	241	3.0%	176	3.0%	73.3%	650	2.1%
Adjustment	-96	-1.2%	-49	-0.8%	-	-331	-1.1%
Total	8,150	100.0%	5,811	100.0%	71.3%	31,425	100.0%

2) Financial Results of Major Subsidiaries

(Unit: millions of yen)

Company	Business / Segment	Level of profit	FY2023	FY2024		FY2023	
			1Q	1Q (Mar-May)		Full Term (Mar-Feb)	
			Amount	Amount	YoY	Amount	YoY
YOU-ME CARD CO., LTD.	Finance	Operating revenue	2,123	2,082	98.1%	8,244	98.6%
	Retail-peripheral	Operating profit	486	373	76.8%	1,871	92.8%
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	4,288	4,090	95.4%	18,332	112.3%
	Retail-peripheral	Operating profit	535	442	82.6%	2,310	122.6%
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	1,653	1,801	108.9%	7,031	117.9%
	Retail-peripheral	Operating profit	99	151	151.5%	501	313.5%
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	6,360	5,899	92.8%	26,261	101.8%
	Retail	Operating profit	258	-40	-	1,177	122.9%
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	6,327	5,793	91.6%	25,499	101.9%
	Retail	Operating profit	145	-21	-	584	83.7%
YOURS Co., Ltd.	Retail	Operating revenue	5,636	5,233	92.8%	22,548	101.0%
	Retail	Operating profit	87	-106	-	325	118.3%

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022.

3) Change in Consolidated Operating Profit by Quarter*

(Unit: millions of yen)

	FY2022		FY2023		FY2024	
		YoY		YoY		YoY
1Q (Mar-May)	7,868	–	8,150	103.6%	5,811	71.3%
2Q (Jun-Aug)	7,826	–	7,368	94.1%	–	–
First half total (Mar-Aug)	15,694	–	15,518	98.9%	Forecast 11,700	75.4%
3Q (Sep-Nov)	6,503	–	6,318	97.2%	–	–
Three quarters total (Mar-Nov)	22,198	–	21,836	98.4%	–	–
4Q (Dec-Feb)	11,446	–	9,588	83.8%	–	–
Annual total (Mar-Feb)	33,644	–	31,425	93.4%	Forecast 26,500	84.3%

3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 29, 2024		As of May 31, 2024		
	Amount	% of Total	Amount	% of Total	Change
Total assets	489,509	100.0%	496,872	100.0%	+ 7,362
Cash and deposits	11,997	2.5%	10,180	2.0%	-1,817
Notes and accounts receivable - trade, and contract assets	52,002	10.6%	55,839	11.2%	+ 3,836
Merchandise and finished goods	25,496	5.2%	28,883	5.8%	+ 3,387
Property, plant and equipment	334,444	68.3%	335,657	67.6%	+ 1,212
Leasehold and guarantee deposits	15,056	3.1%	15,013	3.0%	-43
Investment securities	10,540	2.2%	10,037	2.0%	-503
Other	39,970	8.2%	41,261	8.3%	1,290
Liabilities	195,276	39.9%	202,311	40.7%	+ 7,035
Notes and accounts payable - trade	24,140	4.9%	30,282	6.1%	+ 6,142
Interest-bearing liabilities	77,730	15.9%	72,463	14.6%	-5,267
Other	93,405	19.1%	99,565	20.0%	+ 6,160
Net assets	294,233	60.1%	294,560	59.3%	+ 327
Equity	280,554	57.3%	281,230	56.6%	+ 675
Non-controlling interests	13,678	2.8%	13,329	2.7%	-348

*Change in the number of issued shares

	FY2023 (Mar-Feb)	FY2024 1Q
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	146,966
(Acquired during the period)	944	57
(Share-based remuneration)	22,929	0
(Cancelled during the period)	0	0
A – B	71,518,291	71,518,234
(Average during the period)	71,511,503	71,518,266

4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2023 1Q (Mar-May)	FY2024 1Q (Mar-May)	FY2023 Full Term (Mar-Feb)
Cash flows from operating activities	+ 9,466	+ 14,441	+ 31,563
Profit before income taxes	+ 8,317	+ 5,800	+ 29,488
Non-cash loss/gain (depreciation, etc.)	+ 4,244	+ 4,500	+ 19,099
Increase/decrease in claims and obligations related to operating activities	+ 914	+ 3,336	-7,724
Income taxes and interest income	-5,716	-732	-11,122
Other	+ 1,706	+ 1,536	+ 1,822
Cash flows from investing activities	-3,752	-7,740	-24,747
Capital investment related	-4,189	-6,236	-28,441
Other	+ 436	-1,504	+ 3,693
Cash flows from financing activities	-6,680	-8,518	-5,149
Interest-bearing liabilities related	-3,501	-5,267	+ 1,178
Other	-3,179	-3,251	-6,327
Increase/decrease in cash and cash equivalents	-966	-1,817	+ 1,666

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. The YoY changes for operating profit for FY2022 are not presented because the accounting method for revenue differs from the method used before the application of the standard.

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

1) Statement of Income

(Unit: millions of yen)

	FY2023 1Q (Mar-May)		FY2024 1Q (Mar-May)			FY2023 Full Term (Mar-Feb)	
	Amount	% of Revenue	Amount	% of Revenue	YoY	Amount	% of Revenue
Operating revenue	89,822	100.0%	85,823	100.0%	95.5%	372,782	100.0%
Net sales	76,069	84.7%	72,070	84.0%	94.7%	317,996	85.3%
Gross profit	25,394	28.3%	23,336	27.2%	91.9%	105,861	28.4%
Operating revenue	13,752	15.3%	13,752	16.0%	100.0%	54,786	14.7%
Real estate lease revenue	7,112	7.9%	7,313	8.5%	102.8%	28,397	7.6%
Store lease joint management expense revenue	2,024	2.3%	1,999	2.3%	98.8%	8,068	2.2%
Other	4,615	5.1%	4,439	5.2%	96.2%	18,319	4.9%
Operating gross profit	39,147	43.6%	37,089	43.2%	94.7%	160,648	43.1%
Selling, general and administrative expenses	32,785	36.5%	32,123	37.4%	98.0%	136,445	36.6%
Personnel expenses	12,328	13.7%	12,157	14.2%	98.6%	50,501	13.5%
Depreciation	3,057	3.4%	3,341	3.9%	109.3%	13,284	3.6%
Rental expenses	2,453	2.7%	2,423	2.8%	98.7%	9,735	2.6%
Store management expenses	3,037	3.4%	3,127	3.6%	103.0%	12,867	3.5%
Utilities expenses	3,144	3.5%	2,858	3.3%	90.9%	13,024	3.5%
Advertising expenses	2,135	2.4%	1,790	2.1%	83.9%	8,569	2.3%
Other	6,628	7.4%	6,424	7.5%	96.9%	28,463	7.6%
Operating profit	6,361	7.1%	4,966	5.8%	78.1%	24,202	6.5%
Non-operating income	286	0.3%	351	0.4%	122.7%	1,131	0.3%
Interest and dividend income	124	0.1%	113	0.1%	90.8%	308	0.1%
Non-operating expenses	113	0.1%	110	0.1%	97.7%	428	0.1%
Interest expenses	105	0.1%	86	0.1%	81.9%	385	0.1%
Ordinary profit	6,534	7.3%	5,206	6.1%	79.7%	24,905	6.7%
Extraordinary income	156	0.2%	–	0.0%	0.0%	1,342	0.4%
Extraordinary losses	196	0.2%	4	0.0%	2.2%	3,551	1.0%
Profit before income taxes	6,494	7.2%	5,202	6.1%	80.1%	22,695	6.1%
Profit	4,446	5.0%	3,574	4.2%	80.4%	16,121	4.3%

2) Sales Information

(Unit: millions of yen)

	FY2023 1Q (Mar-May)		FY2024 1Q (Mar-May)			FY2023 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)							
Lifestyle*	22,147	29.1%	20,492	28.4%	92.5%	87,434	27.5%
Foods	53,922	70.9%	51,578	71.6%	95.7%	230,561	72.5%
Total	76,069	100.0%	72,070	100.0%	94.7%	317,996	100.0%
(By Region)							
Chugoku	40,360	53.1%	38,061	52.8%	94.3%	167,347	52.6%
Kyushu	28,210	37.1%	27,033	37.5%	95.8%	119,947	37.7%
Other	7,499	9.9%	6,976	9.7%	93.0%	30,701	9.7%
Total	76,069	100.0%	72,070	100.0%	94.7%	317,996	100.0%

* The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. In addition, with regard to the sales information, the figures for the X-SELL Department have been included in Lifestyle from FY2023 1Q.

3) YoY Sales at Existing Stores *2

	FY2023 1Q (Mar-May)	FY2024 1Q (Mar-May)	FY2023 Full Term (Mar-Feb)
Lifestyle	104.8%	92.9%	102.9%
Foods	103.3%	93.9%	101.7%
Directly managed stores total	103.8%	93.6%	102.1%
Tenants	106.0%	100.7%	104.3%
Total	104.8%	96.7%	103.0%
Chugoku	103.9%	96.6%	102.8%
Kyushu	105.0%	96.8%	102.8%
Number of customers	100.6%	94.8%	99.8%
Average spent per customer	103.0%	98.7%	102.1%
Average spent per item	106.0%	100.2%	104.8%
Number of purchases	97.2%	98.5%	97.5%

4) Gross Profit Ratio *3

	FY2023 1Q (Mar-May)	FY2024 1Q (Mar-May)	FY2023 Full Term (Mar-Feb)
Lifestyle	36.0%	36.2%	35.4%
Foods	32.3%	30.9%	32.5%
Total	33.4%	32.4%	33.3%

5) Loss Rate and Inventory Turnover in Days *2

	FY2023 1Q (Mar-May)	FY2024 1Q (Mar-May)	FY2023 Full Term (Mar-Feb)
(Loss rate)			
Lifestyle	6.5%	6.3%	6.6%
Foods	2.3%	3.4%	2.1%
Directly managed stores total	3.7%	4.3%	3.5%
(Inventory turnover in days)			
Lifestyle	68.5	75.2	67.6
Foods	8.9	10.5	8.9
Directly managed stores total	28.4	31.4	27.0

6) Average Number of Employees during the Period

	FY2023 1Q (Mar-May)	FY2024 1Q (Mar-May)	FY2023 Full Term (Mar-Feb)
Full employees *1	2,982	3,034	2,941
Semi-full employees (8-hour equivalent)	5,870	5,931	6,149
Part-time employees (8-hour equivalent)	3,217	3,061	3,409
Total	12,068	12,026	12,499
(% of Total)			
Full employees	24.7%	25.2%	23.5%
Semi-full employees (8-hour equivalent)	48.6%	49.3%	49.2%
Part-time employees (8-hour equivalent)	26.7%	25.5%	27.3%
Total	100.0%	100.0%	100.0%
(Indicators: Directly managed stores) *3			
Net sales per employee	6,303 thousand yen	5,993 thousand yen	25,443 thousand yen
Gross profit per employee	2,104 thousand yen	1,941 thousand yen	8,470 thousand yen
Personnel expenses per employee	1,022 thousand yen	1,011 thousand yen	4,041 thousand yen
Personnel expenses/sales ratio	16.2%	16.9%	15.9%
Personnel expenses/gross profit ratio	48.5%	52.1%	47.7%

*1 Number of full employees at the end of period: 2,966 in FY2023 1Q; 3,026 in FY2024 1Q; 2,893 in FY2023 Full Term

*2 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from 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 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022. In addition, 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

	Non-Consolidated		
	As of May 31, 2023	As of May 31, 2024	As of Feb. 29, 2024
New stores	0	2	2
(X-SELL stand-alone type stores)	0	0	0
Stores closed	1	0	2
Number of stores at the end of the period	104	107	105
(X-SELL stand-alone type stores)	6	6	6
Sales floor area at the end of period *1	488,863㎡	498,088㎡	493,939㎡
Capital investment (construction basis)	8,714 million yen	2,676 million yen	22,032 million yen
Capital investment (payment basis)	3,492 million yen	4,887 million yen	24,378 million yen
(Reference) Sales floor area at the end of period *2	1,123,512㎡	1,143,758㎡	1,137,109㎡

New Stores Planned to Open from FY2024 1Q (Mar-May) Onward

Month Opened	Store Name	Location	Sales Area
Sept. 2024	Youme Mall Itsukaichi *	Saeki-ku, Hiroshima City	Approx. 5,500m ²
In 2025	Youme Mall Sanyo *	Akaiwa City, Okayama Prefecture	Undetermined

* There are plans for reconstruction of Youme Town Itsukaichi and Youme Town Sanyo.

6. Consolidated Reference Information

	Consolidated		
	As of May 31, 2023	As of May 31, 2024	As of Feb. 29, 2024
Number of stores *3			
New stores	0	2	3
Stores closed	1	0	3
Stores added through M&A *4	–	4	–
Number of stores at the end of the period *5	189	196	190
Number of employees *6			
Full employees	4,521	4,603	4,400
Semi-full employees (8-hour equivalent)	10,703	10,921	11,048
Capital investment (construction basis)	9,410 million yen	4,213 million yen	26,293 million yen
Capital investment (payment basis)	4,189 million yen	6,235 million yen	28,441 million yen

*1 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) and relevant ASBJ regulations from the beginning of FY2022 and the sales floor area as of May 31, 2023, February 29, 2024, and May 31, 2024 excludes the area of percentage rent tenants and the area for divisions conducting transactions in which purchase of goods, etc. is recognized at the time of sales thereof (*shoka shiire*) at directly managed stores, which were previously included in sales floor area.

*2 The sales floor area at the end of the period, which uses the former calculation method before applying the above-mentioned accounting standard and relevant ASBJ regulations, is presented outside of the table for reference.

*3 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 company.

*4 Four stores were added due to making Sunlife Co., Ltd. a consolidated subsidiary.

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

*6 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.