



Support Documentation about the Consolidated Financial Results for the First Quarter of the Year Ending February 29, 2024 (FY2023)

1. Summary of Financial Results

1) Consolidated Financial Results

(Unit: millions of yen)

	FY2022		FY2023	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	110,112	460,140	114,314	476,600
(YoY)	-	-	103.8%	103.6%
Operating profit	7,868	33,644	8,150	31,000
(YoY)	-	-	103.6%	92.1%
Ordinary profit	7,940	34,396	8,324	31,000
(YoY)	-	-	104.8%	90.1%
Profit attributable to owners of parent	5,295	23,188	5,529	19,100
(YoY)	-	-	104.4%	82.4%
Earnings per share	¥74.09	¥324.36	¥77.35	¥267.15
Total assets	472,567	478,541	485,251	/
Net assets	262,430	278,104	280,786	
Net assets per share	¥3,483.00	¥3,706.99	¥3,742.58	
Equity ratio	52.7%	55.4%	55.1%	
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	187,968	168,894	169,347	
Average number of shares during the period (excl. treasury shares)	71,477,411	71,490,583	71,496,004	
Number of consolidated subsidiaries	15	15	15	
Number of equity-method affiliates	4	4	4	
(*Reference) Total operating revenue	170,394	700,824	178,461	
(YoY)	103.3%	103.5%	104.7%	104.2%

2) Non-consolidated Financial Results

(Unit: millions of yen)

	FY2022		FY2023	
	1Q	Full Term	1Q	Full Term Forecast
Operating revenue	86,493	363,011	89,822	377,300
(YoY)	-	-	103.8%	103.9%
Operating profit	6,542	27,577	6,361	23,800
(YoY)	-	-	97.2%	86.3%
Ordinary profit	6,645	28,192	6,534	23,800
(YoY)	-	-	98.3%	84.4%
Profit	4,707	19,769	4,446	14,900
(YoY)	-	-	94.5%	75.4%
Dividends per share	-	¥87.00	-	¥88.00
Total assets	410,556	412,386	419,175	/
Net assets	201,608	213,973	215,316	
Equity ratio	49.1%	51.9%	51.4%	
(*Reference) Total operating revenue	159,549	655,862	167,068	
(YoY)	103.6%	103.6%	104.7%	104.3%

* 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 FY2022 are not presented because the accounting method for revenue differs from the method used before the application of the standard.
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

(Unit: millions of yen)

	FY2022 1Q (Mar-May)		FY2023 1Q (Mar-May)			FY2022 Full Term (Mar-Feb)	
	Amount	% of Revenue	Amount	% of Revenue	YoY	Amount	% of Revenue
Operating revenue	110,112	100.0%	114,314	100.0%	103.8%	460,140	100.0%
Net sales	96,976	88.1%	100,369	87.8%	103.5%	406,857	88.4%
Gross profit	32,322	29.4%	33,729	29.5%	104.4%	136,245	29.6%
Operating revenue	13,135	11.9%	13,945	12.2%	106.2%	53,282	11.6%
Operating gross profit	45,458	41.3%	47,674	41.7%	104.9%	189,528	41.2%
Selling, general and administrative expenses	37,589	34.1%	39,524	34.6%	105.1%	155,883	33.9%
Personnel expenses	16,843	15.3%	17,416	15.2%	103.4%	68,148	14.8%
Depreciation	3,597	3.3%	3,659	3.2%	101.7%	15,147	3.3%
Amortization of goodwill	133	0.1%	133	0.1%	100.0%	532	0.1%
Rental expenses	2,845	2.6%	2,823	2.5%	99.2%	11,307	2.5%
Utilities expenses	3,016	2.7%	3,612	3.2%	119.8%	14,979	3.3%
Advertising expenses	2,276	2.1%	2,358	2.1%	103.6%	8,814	1.9%
Other	8,877	8.1%	9,520	8.3%	107.2%	36,953	8.0%
Operating profit	7,868	7.1%	8,150	7.1%	103.6%	33,644	7.3%
Non-operating income	313	0.3%	325	0.3%	104.0%	1,388	0.3%
Interest and dividend income	55	0.0%	37	0.0%	67.4%	226	0.0%
Non-operating expenses	241	0.2%	151	0.1%	62.6%	636	0.1%
Interest expenses	119	0.1%	88	0.1%	74.0%	429	0.1%
Ordinary profit	7,940	7.2%	8,324	7.3%	104.8%	34,396	7.5%
Extraordinary income	128	0.1%	266	0.2%	206.9%	831	0.2%
Extraordinary losses	86	0.1%	274	0.2%	318.4%	962	0.2%
Profit before income taxes	7,983	7.3%	8,317	7.3%	104.2%	34,265	7.4%
Total income taxes	2,604	2.4%	2,725	2.4%	104.7%	10,843	2.4%
Profit attributable to non-controlling interests	82	0.1%	62	0.1%	74.9%	232	0.1%
Profit attributable to owners of parent	5,295	4.8%	5,529	4.8%	104.4%	23,188	5.0%

1) Segment Information

(Unit: millions of yen)

	FY2022 1Q (Mar-May)		FY2023 1Q (Mar-May)			FY2022 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(Operating revenue)							
Retail operations	106,106	96.4%	109,999	96.2%	103.7%	444,350	96.6%
Retail-peripheral operations	9,871	9.0%	10,698	9.4%	108.4%	40,625	8.8%
Other	1,476	1.3%	1,530	1.3%	103.7%	5,488	1.2%
Adjustment	- 7,343	- 6.7%	- 7,913	- 6.9%	-	- 30,325	- 6.6%
Total	110,112	100.0%	114,314	100.0%	103.8%	460,140	100.0%
(Operating profit)							
Retail operations	6,643	84.4%	6,664	81.8%	100.3%	28,609	85.0%
Retail-peripheral operations	1,047	13.3%	1,339	16.4%	127.9%	4,664	13.9%
Other	242	3.1%	241	3.0%	99.5%	632	1.9%
Adjustment	- 65	- 0.8%	- 96	- 1.2%	-	- 261	- 0.8%
Total	7,868	100.0%	8,150	100.0%	103.6%	33,644	100.0%

2) Financial Results of Major Subsidiaries

(Unit: millions of yen)

Company	Business / Segment	Level of profit	FY2022	FY2023		FY2022	
			1Q	1Q (Mar-May)		Full Term (Mar-Feb)	
			Amount	Amount	YoY	Amount	YoY
YOU-ME CARD CO., LTD.	Finance	Operating revenue	2,060	2,123	103.0%	8,362	-
	Retail-peripheral	Operating profit	484	486	100.4%	2,016	-
IZUMI TECHNO Co., Ltd.	Store management	Operating revenue	4,120	4,288	104.1%	16,328	-
	Retail-peripheral	Operating profit	439	535	121.9%	1,884	-
IZUMI FOOD SERVICE CO., LTD.	Food services	Operating revenue	1,403	1,653	117.8%	5,962	-
	Retail-peripheral	Operating profit	31	99	321.8%	160	-
Youme Mart Kumamoto Co., Ltd.	Retail	Operating revenue	6,134	6,360	103.7%	25,806	-
	Retail	Operating profit	78	258	327.8%	957	-
Youme Mart Kitakyushu Co., Ltd.	Retail	Operating revenue	6,055	6,327	104.5%	25,027	-
	Retail	Operating profit	142	145	101.8%	698	-
YOURS Co., Ltd.	Retail	Operating revenue	5,451	5,636	103.4%	22,318	-
	Retail	Operating profit	52	87	166.9%	275	-

* 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 FY2022 are not presented because the accounting method for revenue differs from the method used before the application of the standard.

3) Change in Consolidated Operating Profit by Quarter*

(Unit: millions of yen)

	FY2021		FY2022		FY2023	
		YoY		YoY		YoY
1Q (Mar-May)	7,832	124.2%	7,868	—	8,150	103.6%
2Q (Jun-Aug)	8,137	80.2%	7,826	—	—	—
First half total (Mar-Aug)	15,970	97.0%	15,694	—	Forecast 14,200	90.5%
3Q (Sep-Nov)	7,898	92.0%	6,503	—	—	—
Three quarters total (Mar-Nov)	23,868	95.3%	22,198	—	—	—
4Q (Dec-Feb)	10,848	101.2%	11,446	—	—	—
Annual total (Mar-Feb)	34,717	97.0%	33,644	—	Forecast 31,000	92.1%

3. Consolidated Balance Sheets

(Unit: millions of yen)

	As of Feb. 28, 2023		As of May 31, 2023		
	Amount	% of Total	Amount	% of Total	Change
Total assets	478,541	100.0%	485,251	100.0%	+ 6,709
Cash and deposits	10,331	2.2%	9,364	1.9%	- 966
Notes and accounts receivable - trade, and contract assets	47,493	9.9%	51,541	10.6%	+ 4,048
Merchandise and finished goods	23,741	5.0%	25,920	5.3%	+ 2,179
Property, plant and equipment	328,209	68.6%	333,271	68.7%	+ 5,061
Leasehold and guarantee deposits	15,488	3.2%	15,357	3.2%	- 131
Investment securities	7,931	1.7%	8,358	1.7%	+ 427
Other	45,345	9.5%	41,436	8.5%	- 3,908
Liabilities	200,437	41.9%	204,465	42.1%	+ 4,028
Notes and accounts payable - trade	26,076	5.4%	28,632	5.9%	+ 2,556
Interest-bearing liabilities	76,552	16.0%	73,050	15.1%	- 3,501
Other	97,808	20.4%	102,782	21.2%	+ 4,973
Net assets	278,104	58.1%	280,786	57.9%	+ 2,681
Equity	265,035	55.4%	267,579	55.1%	+ 2,543
Non-controlling interests	13,068	2.7%	13,206	2.7%	+ 138

*Change in the number of issued shares

		FY2022 (Mar-Feb)	FY2023 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	187,562	168,894
	at the end of the period (B)	168,894	169,347
	(Acquired during the period)	774	453
	(Share-based remuneration)	19,442	0
	(Cancelled during the period)	0	0
A - B		71,496,306	71,495,853
(Average during the period)		71,490,583	71,496,004

4. Consolidated Statements of Cash Flows

(Unit: millions of yen)

	FY2022 1Q (Mar-May)	FY2023 1Q (Mar-May)	FY2022 Full Term (Mar-Feb)
Cash flows from operating activities	+ 9,225	+ 9,466	+ 38,313
Profit before income taxes	+ 7,983	+ 8,317	+ 34,265
Non-cash loss/gain (depreciation, etc.)	+ 4,079	+ 4,244	+ 17,261
Increase/decrease in claims and obligations related to operating activities	+ 1,477	+ 914	- 1,915
Income taxes and interest income	- 5,765	- 5,716	- 11,387
Other	+ 1,450	+ 1,706	+ 90
Cash flows from investing activities	- 2,310	- 3,752	- 10,045
Capital investment related	- 2,791	- 4,189	- 12,148
Other	+ 481	+ 436	+ 2,103
Cash flows from financing activities	- 8,623	- 6,680	- 29,557
Interest-bearing liabilities related	- 5,516	- 3,501	- 22,814
Other	- 3,107	- 3,179	- 6,743
Increase/decrease in cash and cash equivalents	- 1,708	- 966	- 1,289

* 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

	FY2022 1Q (Mar-May)		FY2023 1Q (Mar-May)			FY2022 Full Term (Mar-Feb)	
	Amount	% of Revenue	Amount	% of Revenue	YoY	Amount	% of Revenue
Operating revenue	86,493	100.0%	89,822	100.0%	103.8%	363,011	100.0%
Net sales	73,680	85.2%	76,069	84.7%	103.2%	310,887	85.6%
Gross profit	24,875	28.8%	25,394	28.3%	102.1%	104,329	28.7%
Operating revenue	12,812	14.8%	13,752	15.3%	107.3%	52,123	14.4%
Real estate lease revenue	6,745	7.8%	7,112	7.9%	105.4%	27,099	7.5%
Store lease joint management expense revenue	2,067	2.4%	2,024	2.3%	97.9%	8,237	2.3%
Other	4,000	4.6%	4,615	5.1%	115.4%	16,786	4.6%
Operating gross profit	37,688	43.6%	39,147	43.6%	103.9%	156,453	43.1%
Selling, general and administrative expenses	31,145	36.0%	32,785	36.5%	105.3%	128,876	35.5%
Personnel expenses	11,828	13.7%	12,328	13.7%	104.2%	47,991	13.2%
Depreciation	3,025	3.5%	3,057	3.4%	101.1%	12,628	3.5%
Rental expenses	2,416	2.8%	2,453	2.7%	101.6%	9,637	2.7%
Store management expenses	2,986	3.5%	3,037	3.4%	101.7%	12,055	3.3%
Utilities expenses	2,563	3.0%	3,144	3.5%	122.7%	12,748	3.5%
Advertising expenses	2,037	2.4%	2,135	2.4%	104.8%	7,894	2.2%
Other	6,287	7.3%	6,628	7.4%	105.4%	25,920	7.1%
Operating profit	6,542	7.6%	6,361	7.1%	97.2%	27,577	7.6%
Non-operating income	261	0.3%	286	0.3%	109.5%	1,175	0.3%
Interest and dividend income	126	0.1%	124	0.1%	98.6%	329	0.1%
Non-operating expenses	158	0.2%	113	0.1%	71.6%	560	0.2%
Interest expenses	133	0.2%	105	0.1%	79.2%	491	0.1%
Ordinary profit	6,645	7.7%	6,534	7.3%	98.3%	28,192	7.8%
Extraordinary income	230	0.3%	156	0.2%	67.7%	1,065	0.3%
Extraordinary losses	71	0.1%	196	0.2%	274.6%	731	0.2%
Profit before income taxes	6,804	7.9%	6,494	7.2%	95.4%	28,527	7.9%
Profit	4,707	5.4%	4,446	5.0%	94.5%	19,769	5.4%

2) Sales Information

	FY2022 1Q (Mar-May)		FY2023 1Q (Mar-May)			FY2022 Full Term (Mar-Feb)	
	Amount	% of Total	Amount	% of Total	YoY	Amount	% of Total
(By Product)							
Lifestyle*	21,238	28.8%	22,147	29.1%	104.3%	84,926	27.3%
Foods	52,442	71.2%	53,922	70.9%	102.8%	225,961	72.7%
Total	73,680	100.0%	76,069	100.0%	103.2%	310,887	100.0%
(By Region)							
Chugoku	39,110	53.1%	40,360	53.1%	103.2%	163,069	52.5%
Kyushu	27,052	36.7%	28,210	37.1%	104.3%	115,965	37.3%
Other	7,517	10.2%	7,499	9.9%	99.7%	31,852	10.2%
Total	73,680	100.0%	76,069	100.0%	103.2%	310,887	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. Accordingly, the figures for Lifestyle for 1Q and Full Term of FY2022 have been adjusted.

			Non-Consolidated	
3) YoY Sales at Existing Stores *2		FY2022 1Q (Mar-May)	FY2023 1Q (Mar-May)	FY2022 Full Term (Mar-Feb)
	Lifestyle	106.9%	104.8%	103.8%
	Foods	99.9%	103.3%	100.7%
	Directly managed stores total	102.0%	103.8%	101.6%
	Tenants	107.4%	106.0%	106.3%
	Total	104.2%	104.8%	103.5%
	Chugoku	103.4%	103.9%	103.0%
	Kyushu	104.9%	105.0%	104.2%
	Number of customers	99.6%	100.6%	99.8%
	Average spent per customer	102.4%	103.0%	101.8%
	Average spent per item	103.6%	106.0%	103.9%
	Number of purchases	98.8%	97.2%	98.0%
	4) Gross Profit Ratio *3		FY2022 1Q (Mar-May)	FY2023 1Q (Mar-May)
Lifestyle		36.7%	36.0%	35.9%
Foods		32.6%	32.3%	32.7%
Total		33.8%	33.4%	33.6%
5) Loss Rate and Inventory Turnover in Days *2		FY2022 1Q (Mar-May)	FY2023 1Q (Mar-May)	FY2022 Full Term (Mar-Feb)
	(Loss rate)			
	Lifestyle	6.5%	6.5%	6.4%
	Foods	2.5%	2.3%	2.3%
	Directly managed stores total	3.7%	3.7%	3.5%
	(Inventory turnover in days)			
	Lifestyle	71.0	68.5	67.3
	Foods	8.9	8.9	8.6
Directly managed stores total	27.7	28.4	26.2	
6) Average Number of Employees during the Period		FY2022 1Q (Mar-May)	FY2023 1Q (Mar-May)	FY2022 Full Term (Mar-Feb)
	Full employees *1	2,957	2,982	2,897
	Semi-full employees (8-hour equivalent)	5,710	5,870	5,929
	Part-time employees (8-hour equivalent)	3,290	3,217	3,580
	Total	11,957	12,068	12,406
	(% of Total)			
	Full employees	24.7%	24.7%	23.4%
	Semi-full employees (8-hour equivalent)	47.8%	48.6%	47.8%
	Part-time employees (8-hour equivalent)	27.5%	26.7%	28.9%
	Total	100.0%	100.0%	100.0%
	(Indicators: Directly managed stores) *3			
	Net sales per employee	6,162 thousand yen	6,303 thousand yen	25,060 thousand yen
	Gross profit per employee	2,080 thousand yen	2,104 thousand yen	8,410 thousand yen
	Personnel expenses per employee	989 thousand yen	1,022 thousand yen	3,868 thousand yen
	Personnel expenses/sales ratio	16.1%	16.2%	15.4%
Personnel expenses/gross profit ratio	47.6%	48.5%	46.0%	

*1 Number of full employees at the end of period: 2,925 in FY2022 1Q; 2,966 in FY2023 1Q; 2,852 in FY2022 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. The figures are presented 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. Accordingly, the figures for Lifestyle and the directly managed stores total for 1Q and Full Term of FY2022 have been adjusted.

*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 the first quarter of the fiscal year ended February 28, 2023. Accordingly, the figures for Lifestyle for 1Q and Full Term of FY2022 have been adjusted.

7) Stores and Capital Investment

	Non-Consolidated		
	As of May 31, 2022	As of May 31, 2023	As of Feb. 28, 2023
New stores	0	0	1
(X-SELL stand-alone type stores)	0	0	0
Stores closed	0	1	3
Number of stores at the end of the period	107	104	105
(X-SELL stand-alone type stores)	7	6	6
Sales floor area at the end of period *1	493,233㎡	488,863㎡	488,180㎡
Capital investment (construction basis)	2,448 million yen	8,714 million yen	15,172 million yen
Capital investment (payment basis)	1,821 million yen	3,492 million yen	9,561 million yen
(Reference) Sales floor area at the end of period *2	1,121,647㎡	1,123,512㎡	1,119,369㎡

New Stores Planned to Open from FY2023 1Q (Mar-May) Onward

Month Opened	Store Name	Location	Store Area
June 2023	Youme Terrace Gion*	Asaminami-ku, Hiroshima City	Approx. 7,000 m ²
July 2023	Youme Town Iizuka	Iizuka City, Fukuoka Prefecture	Approx. 30,500 m ²
Spring 2024	Youme Mart Shin-Omura (tentative name)	Omura City, Nagasaki Prefecture	Approx. 2,190 m ²

* Under the reconstruction of Youme Town Gion, and only its food shop opened first on June 1, 2023.

6. Consolidated Reference Information

	Consolidated		
	As of May 31, 2022	As of May 31, 2023	As of Feb. 28, 2023
Number of stores *3			
New stores *4	1	0	2
Stores closed	0	1	6
Number of stores at the end of the period *4	195	189	190
Number of employees *5			
Full employees	4,534	4,521	4,407
Semi-full employees (8-hour equivalent)	10,582	10,703	10,930
Capital investment (construction basis)	3,361 million yen	9,410 million yen	17,615 million yen
Capital investment (payment basis)	2,791 million yen	4,189 million yen	12,148 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, 2022, February 28, 2023, and May 31, 2023 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.

*2 The sales floor area at the end of the term, 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 one other company.

*4 New stores as of May 31, 2022 and the number of stores as of February 28, 2023 include stores opened in YOURS Co., Ltd.'s Youme Town Hatsukaichi.

*5 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.