

Financial Results for the Nine Months of Ended November 30, 2026

IZUMI CO., LTD
[Stock code: 8273]

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- Revenue increased significantly, driven by the recovery from last year's ransomware attack and the full operation of the SUNNY business and other initiatives from the beginning of the fiscal year.
- The decline in non-consolidated profit was offset by subsidiaries, resulting in higher operating and ordinary profit. Net profit declined due to the absence of gains of 2.3 billion yen on the sale of investment securities recorded in the previous fiscal year.
- Despite aggressive low-price initiatives amid heightened consumer frugality, sales came in slightly below plan mainly due to weather-related factors.
- Meanwhile, effective control of the gross profit ratio and expenses resulting in profit at each stage exceeding the plan.

(Million yen)	Consolidated ^{*3}			
	FY2025 3Q		Previous fiscal year 3Q	
	Result	YoY	Result	YoY
Operating revenue	416,987	111.7%	373,266	108.2%
Operating profit	17,601	102.4%	17,185	78.7%
Ordinary profit	17,597	101.4%	17,348	77.7%
Profit ^{*1}	11,102	91.9%	12,080	83.2%
Total assets	598,218		575,963	(FY-end result)
Net assets	302,075		299,603	(FY-end result)
(Reference) Total operating revenue ^{*2}	621,945	108.7%	572,023	107.7%
Earning per share	156.79 yen		168.86 yen	
Net assets per share	4,079.86 yen		3,995.69 yen	(FY-end result)
Equity ratio	48.2%		49.6%	(FY-end result)

^{*1} Profit is profit attributable to owners of parent.

^{*2} 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 as "Total operating revenue" for reference.

^{*3} In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

Revenue increased significantly chiefly due to rebound from last year’s ransomware attack and M&A.

Results exceeded the revised profit plan for 3Q.

- Operating revenue Revenue increased, driven by a rebound from last year’s ransomware attack, M&A (the SUNNY business and Sunlife), and measures taken in response to heightened consumer frugality.
- Operating profit The operating gross profit margin was 39.1%, down 0.8 points YoY. The SG&A expense ratio stood at 34.9%, down 0.3 points YoY. The operating profit margin fell 0.4 points YoY, to 4.2%.
- Ordinary profit The ordinary profit margin declined 0.4 points YoY to 4.2%, reflecting higher interest expenses and other factors.
- Profit The absence of the 2.3 billion yen gain on the sale of investment securities recorded in the previous fiscal year resulted in the quarterly net profit margin declining to 2.7%, down 0.5 points YoY.

(Million yen)	Consolidated *1						
	H1 (Mar.-Aug.)		3Q (Sep.-Nov.)		First Nine Months of FY2025 (Mar.-Nov.)		
	Result	YoY	Result	YoY	Result	% of operating revenue	YoY
Operating revenue	281,037	117.8%	135,949	101.0%	416,987	100.0%	111.7%
Net sales	251,932	119.7%	121,665	100.9%	373,597	89.6%	112.8%
Gross profit	80,754	118.7%	38,930	100.8%	119,684	28.7%	112.2%
Operating revenue	29,105	103.5%	14,284	102.3%	43,389	10.4%	103.1%
Operating gross profit	109,859	114.2%	53,214	101.2%	163,073	39.1%	109.6%
SG&A expenses	97,173	115.6%	48,298	101.7%	145,472	34.9%	110.6%
Operating profit	12,685	105.1%	4,915	96.2%	17,601	4.2%	102.4%
Non-operating income and expenses	-71	—	67	—	-3	-0.0%	—
Ordinary profit	12,614	101.8%	4,983	100.6%	17,597	4.2%	101.4%
Extraordinary income and losses	1	0.3%	-41	—	-39	-0.0%	—
Profit *	8,084	98.5%	3,017	78.0%	11,102	2.7%	91.9%

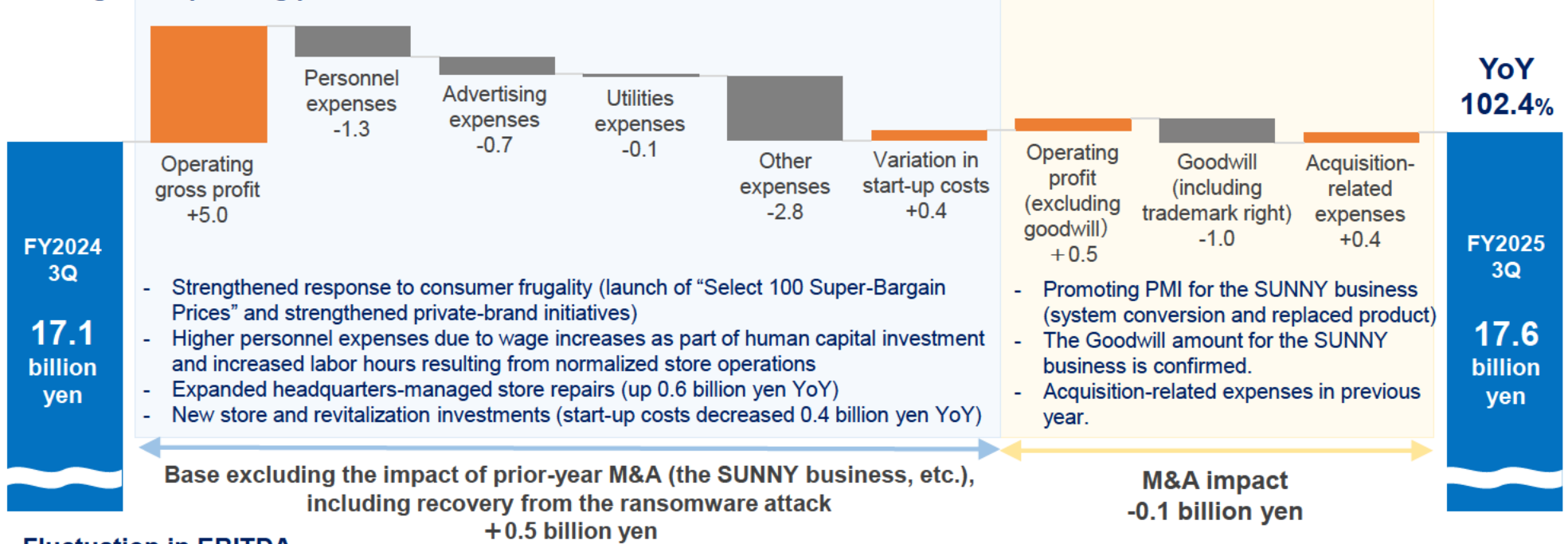
*1::In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

*2: Profit is profit attributable to owners of parent.

Operating profit came to 17.6 billion yen, up 2.4% YoY. EBITDA rose 2.0 billion yen (6.5%) YoY.

- Recovery from the ransomware attack and promotion of initiatives aligned with heightened frugality drove a substantial increase in operating gross profit, while overall expenses remained within plan.
- As an investment in human capital, wages were raised at a higher rate than in the previous year to address a tighter labor market and rising prices driven by inflation.
- Start-up costs for new stores and the revitalization of existing stores rose by 100 million yen YoY. Repairs at headquarters-managed stores were undertaken to enhance their amenities and safety.
- For the SUNNY business, the first half focused on system migration and the rollout of the private-brand (PB) line Kurashi More. In the second half, following the shift to standalone operations, efforts centered on strengthening in-store competitiveness and establishing a solid operational base.

Changes in operating profit (billion yen) *1



*1 In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

*2 Totals may not match exactly as figures have been rounded.

Recovery in retail sales, together with improvements in retail-peripheral businesses, led to higher revenue and profit.

- Youme Mart Kumamoto (excluding the SUNNY business) showed a recovery trend. Youme Mart Kitakyushu opened Youme Mart Sone in September, with start-up costs of 0.14 billion yen.
- The SUNNY business completed system migration and the rollout of the PB line, Kurashi More, in the first half. Sales in the third quarter remained steady, though cost structure remains a challenge.
- Yours recorded strong sales of the Group's private brand Youme-Ichi, returning to profitability on an operating basis excluding start-up costs for new stores (0.07 billion yen).
- Izumi Techno recorded higher revenue and profit. While Youme Card and Izumi Food Service performed well operationally, profits declined mainly due to strengthened promotions and higher personnel expenses from wage increases.

(Million yen)	Consolidated operating revenue *					Consolidated operating profit *				
	FY2025 Nine month			FY2024 Nine month		FY2025 Nine month			FY2024 Nine month	
	Result	% of total	YoY	Result	% of total	Result	% of total	YoY	Result	% of total
Retail operations	403,156	96.7%	111.9%	360,150	96.5%	12,911	73.4%	99.4%	12,985	75.6%
Retail-peripheral operations	39,882	9.6%	114.8%	34,732	9.3%	4,305	24.5%	109.8%	3,920	22.8%
Others and adjustments	-26,052	-6.2%	–	-21,616	-5.8%	384	2.2%	–	279	1.6%
Consolidated total	416,987	100.0%	111.7%	373,266	100.0%	17,601	100.0%	102.4%	17,185	100.0%
<u>Retail operations</u>										
Izumi Co., Ltd. (Non-consolidated)	277,461	66.5%	102.8%	270,001	72.3%	13,977	79.4%	98.1%	14,247	82.9%
Youme Mart Kumamoto Co., Ltd.	80,423	19.3%	168.6%	47,691	12.8%	-164	-0.9%	–	79	-0.5%
(Including the SUNNY business)	(59,769)	(14.3%)	(210.9%)	(28,344)	(7.6%)	(-725)	(-4.1%)	(–)	(-82)	(-0.5%)
Youme Mart Kitakyushu Co., Ltd.	18,751	4.5%	103.5%	18,108	4.9%	131	0.7%	485.9%	26	0.2%
Yours Co., Ltd.	17,797	4.3%	107.8%	16,514	4.4%	-63	-0.4%	–	-66	-0.4%
<u>Retail-peripheral operations</u>										
Youme Card Co., Ltd.	6,362	1.5%	103.9%	6,121	1.6%	954	5.4%	92.6%	1,031	6.0%
Izumi Techno Co., Ltd.	16,389	3.9%	116.3%	14,088	3.8%	1,969	11.2%	118.7%	1,659	9.7%
Izumi Food Service Co., Ltd.	6,007	1.4%	105.7%	5,684	1.5%	308	1.8%	70.8%	436	2.5%

* In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

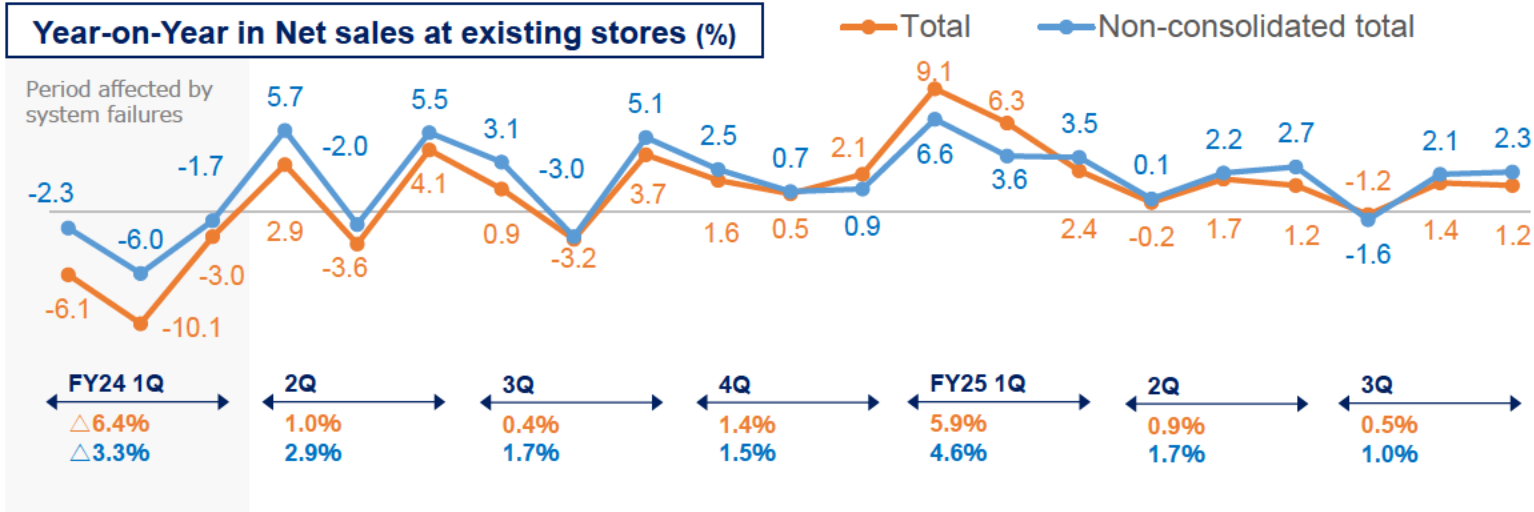
Effective expense control and other measures in the third quarter led to results exceeding the revised profit plan.

- Operating revenue Revenue increased 2.8%. The percentage of operating gross profit in operating revenue remained flat compared to the previous period.
- Operating profit The SG&A expense ratio stood at 3.2% and the ratio of SG&A expenses to operating revenue ratio rose 0.1 points to 37.8%. The operating profit margin fell 0.3 points to 5.0%
- Ordinary profit Interest expenses increased chiefly due to a rise in interest-bearing debt and a hike in interest rates. The ordinary profit margin declined 0.3 points YoY to 5.0%
- Profit The profit margin stood at 3.4%, down 0.3 points YoY

(Million yen)	Non-consolidated						
	H1 (Mar.-Aug.)		3Q (Sep.-Nov.)		First Nine Months of FY2025 (Mar.-Nov.)		
	Result	YoY	Result	YoY	Result	% of operating revenue	YoY
Operating revenue	187,879	103.5%	89,581	101.2%	277,461	100.0%	102.8%
Net sales	159,650	103.7%	75,787	101.0%	235,438	84.9%	102.9%
Gross profit	52,150	104.3%	24,774	99.7%	76,924	27.7%	102.8%
Operating revenue	28,228	102.5%	13,793	101.9%	42,022	15.1%	102.3%
Operating gross profit	80,379	103.6%	38,568	100.5%	118,947	42.9%	102.6%
SG&A expenses	70,271	104.5%	34,699	100.8%	104,970	37.8%	103.2%
Operating profit	10,107	98.1%	3,869	98.2%	13,977	5.0%	98.1%
Non-operating income and expenses	-102	—	-130	—	-232	-0.1%	—
Ordinary profit	10,005	94.1%	3,738	100.9%	13,744	5.0%	95.9%
Extraordinary income and losses	-103	—	-42	—	-146	-0.1%	—
Profit *	6,978	96.2%	2,507	93.4%	9,485	3.4%	95.4%

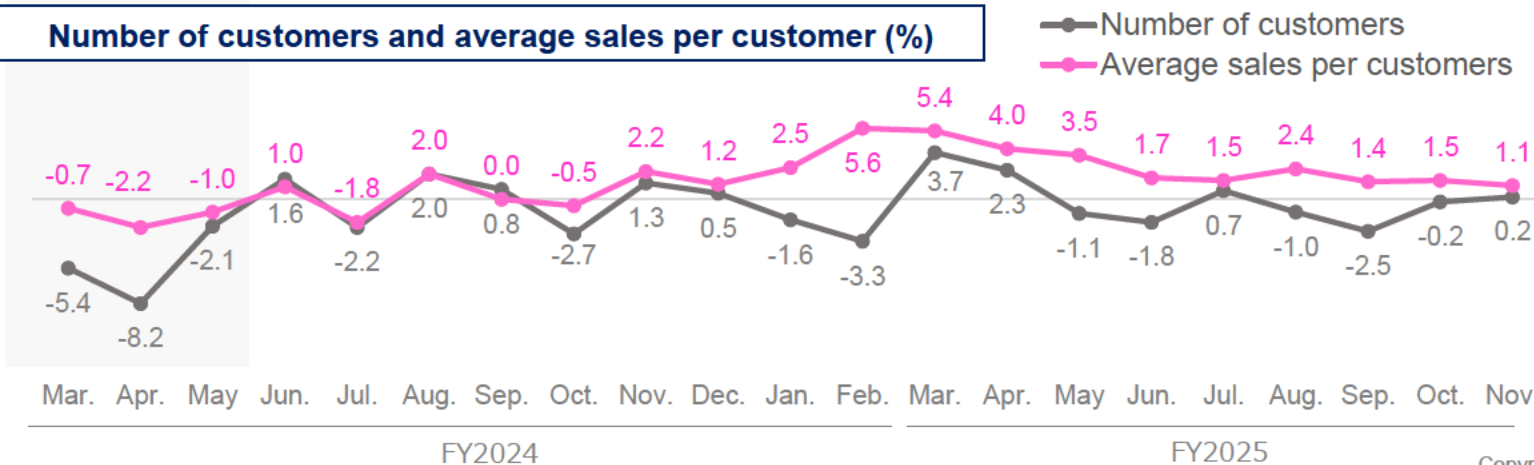
Directly operated stores tracked largely in line with plan in the third quarter, while tenant sales—particularly apparel—struggled.

- Net sales at existing stores:
Sales recovered in the first quarter due to a rebound from the prior year’s ransomware attack, but struggled from May through June amid heightened consumer frugality. Following a review of low-price initiatives, sales gradually recovered from July through August; however, prolonged late-summer heat weighed on apparel sales.
- Number of customers and average sales per customer:
The number of customers recovered in the beginning of the fiscal year but decreased year on year in May and June. Countermeasures such as review of the low-price initiatives were taken in response. In September, customer traffic declined—particularly in the lifestyle category—before stabilizing at prior-year levels from October onward.



	FY2025 3Q
Lifestyle	99.1%
Foods	103.8%
Total	102.4%
Tenants	102.5%
Non-consolidated Total	102.4%

* Breakdown of total directly operated stores



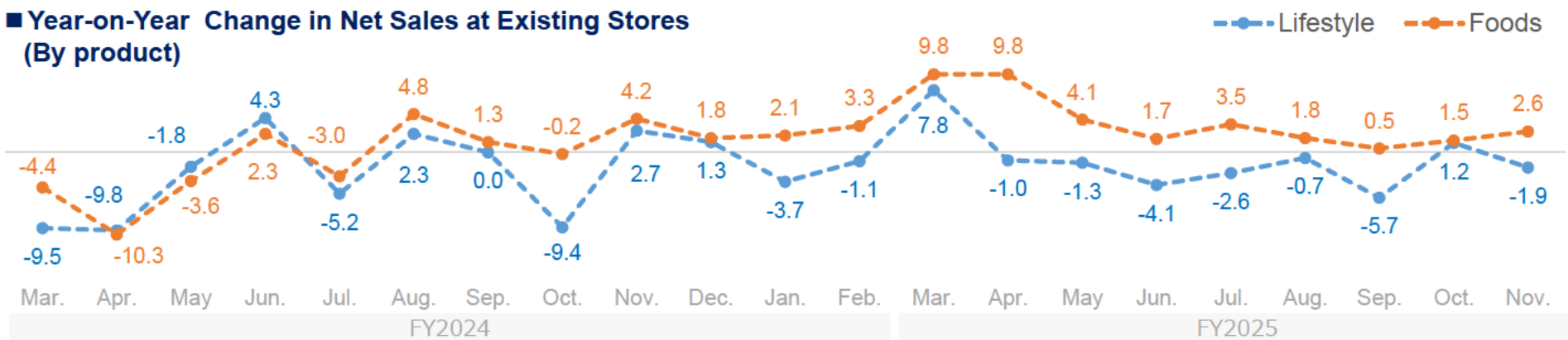
Number of customers	100.0%
Average sales per customers	102.5%
Average spent per item	103.3%
Number of purchases	99.2%

In the third quarter, low-price initiatives were aggressively promoted in response to heightened consumer frugality, while results were also affected by prolonged late-summer heat.

- Lifestyle** Sales of seasonal items, particularly apparel, struggled due to heightened consumer frugality and delayed responses to weather conditions, resulting in YoY sales declines on a cumulative basis. Gross profit was in line with the prior year in the first half, down 0.2 points in the third-quarter period and down 0.1 points on a cumulative basis.
- Foods** In response to heightened consumer frugality, the Company implemented low-price initiatives, such as Select 100 Super-Bargain Prices, and launched the private brand Youme-Ichi in the second half. While the gross profit declined 0.5 points YoY in the third-quarter period, it remained in line with the prior year on a cumulative basis, and sales continued to perform steadily.

(Million yen)		H1 FY2025 (Mar.-Aug.)		3Q FY2025 (Sep.-Nov.)		First Nine Months of FY2025 (Mar.-Nov.)	
		Result	YoY/difference	Result	YoY/difference	Result	YoY/difference
Sales	Lifestyle	41,827	99.6%	20,382	98.0%	62,210	99.1%
	Foods	117,822	105.3%	55,404	102.2%	173,227	104.3%
	Total	159,650	103.7%	75,787	101.0%	235,438	102.9%
Gross profit margin	Lifestyle	35.5%	+0.0pt	35.6%	-0.2pt	35.5%	-0.1pt
	Foods	31.7%	+0.3pt	31.6%	-0.5pt	31.6%	+0.0pt
	Total	32.7%	+0.2pt	32.7%	-0.4pt	32.7%	-0.0pt

■ Year-on-Year Change in Net Sales at Existing Stores (By product)



SG&A expenses rose a modest 0.8% in the third quarter and was up 3.2% on a cumulative basis; the percent (%) of operating revenue increased 0.1 points to 37.8%.

- Personnel expenses Personnel expenses increased due to wage hikes and the running costs of new stores; however, with appropriate control of labor hours, the increase was limited to 1.1 points in the third quarter.
- Utilities expenses Despite higher unit costs from renewable energy surcharges and other factors, utilities expenses recorded a 2.9-point decrease in the third quarter due to effective usage control.
- Advertising expenses While advertising expenses increased due to a rebound from the prior year’s ransomware impact in the first half and stepped-up promotions to address inflation, effective control measures took hold in the third quarter.
- Other Start-up costs for new store openings and existing store revitalization increased.
(An increase of approx. 0.5 billion yen from 1.2 billion yen in the previous fiscal year to 1.7 billion yen in the current fiscal year)
The Company increased investments in store repairs and maintenance to enhance safety and amenities.

(Million yen)	Non-consolidated								
	H1 FY2025 (Mar.-Aug.)			3Q FY2025 (Sep.-Nov.)			First Nine Months of FY2025 (Mar.-Nov.)		
	Result	% of operating revenue	YoY	Result	% of operating revenue	YoY	Result	% of operating revenue	YoY
Operating revenue	187,879	100.0%	103.5%	89,581	100.0%	101.2%	277,461	100.0%	102.8%
Operating gross profit	80,379	42.8%	103.6%	38,568	43.1%	100.5%	118,947	42.9%	102.6%
SG&A expenses	70,271	37.4%	104.5%	34,699	38.7%	100.8%	104,970	37.8%	103.2%
Personnel expenses	25,517	13.6%	102.3%	12,556	14.0%	101.1%	38,074	13.7%	101.9%
Depreciation	6,489	3.5%	97.0%	3,345	3.7%	98.0%	9,835	3.5%	97.4%
Rent expenses	4,799	2.6%	99.1%	2,371	2.6%	97.2%	7,171	2.6%	98.4%
Store management expenses	6,848	3.6%	110.5%	3,818	4.3%	108.4%	10,666	3.8%	109.7%
Utilities expenses	7,050	3.8%	102.6%	3,374	3.8%	97.1%	10,424	3.8%	100.8%
Advertising expenses	4,628	2.5%	118.8%	2,258	2.5%	95.7%	6,886	2.5%	110.1%
Other	14,936	7.9%	108.2%	6,975	7.8%	102.5%	21,911	7.9%	106.3%

Total assets increased 22.2 billion yen due to new store openings and the revitalization of existing stores.

- **Total assets** Total investments, primarily in new store openings and the revitalization, including prior investments, stood at 15.1 billion yen.
Cash and deposits increased 2.9 billion yen due to factors including a bank holiday.
Notes and accounts receivable - trade, and contract assets increased 9.9 billion yen, chiefly due to a rise in credit transaction value.
- **Liabilities** The final day of the fiscal period fell on a bank holiday, which led to an increase of 32.0 billion yen in notes and accounts payable - trade and a decrease in interest-bearing liabilities by 16.9 billion yen.
- **Net assets** In April, the Company bought treasury shares valued at 3.1 billion yen. The shareholders' equity ratio declined 1.4 points YoY to 48.2%.

(Million yen)	Consolidated *			Finalization of provisional accounting for business combinations		
	End of 2Q FY2025			End of FY2024		
	Result	% of total	Amount	Before confirmation	After confirmation	Amount
Total assets	598,218	100.0%	+22,254	569,611	575,963	+ 6,351
Cash and deposits	18,620	3.1%	+2,902	15,717	15,717	
Note and accounts receivable-trade, and contract assets	69,243	11.6%	+9,984	59,259	59,259	
Property, plant and equipment	357,215	59.7%	+4,736	344,469	352,478	+ 8,008
Goodwill	34,682	5.8%	-1,736	55,722	36,419	-19,303
Other	118,456	19.8%	+6,368	94,441	112,088	+ 17,646
Liabilities	296,143	49.5%	+19,783	270,392	276,359	+ 5,966
Notes and accounts payable-trade	61,049	10.2%	+32,025	29,024	29,024	
Interest-bearing liabilities	123,470	20.6%	-16,939	139,456	140,410	+ 953
Other	111,622	18.7%	+4,697	101,911	106,925	+ 5,013
Net assets	302,075	50.5%	+ 2,471	299,218	299,603	+ 384
Equity	288,172	48.2%	+2,264	285,522	285,907	+ 384
Non-controlling interests	13,902	2.3%	+ 206	13,696	13,696	

* In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

The final day of the fiscal period fell on a bank holiday, which led to an increase in notes and accounts payable - trade.
In April, the Company bought treasury shares valued at 3.1 billion yen.

- Cash flows from operating activities Cash flows provided from operating activities amounting to 46.2 billion yen, driven in part by profit before income taxes.
- Cash flow from investing activities Cash used in investing activities stood at 12.8 billion yen, primarily reflecting investments in new store openings, revitalizing existing stores, and digital transformation (cash outflows totaling 13.7 billion yen).
- Cash flows from financing activities Cash used in financing activities came to 30.4 billion yen, chiefly due to the purchase of treasury shares amounting to 3.1 billion yen, dividends paid of 6.3 billion yen, and repayments of borrowings of 20.7 billion yen.

(Million yen)	3Q FY2025	3Q FY2024 *
Cash flows from operating activities	46,218	48,673
Profit before income taxes	17,557	19,758
Non-cash loss/gain (depreciation, etc.)	16,386	14,828
Increase/decrease in claims obligations related to operating activities	19,201	24,936
Income taxes and interest income	-9,817	-10,284
Other	2,889	-565
Cash flows from investing activities	-12,853	-86,631
Capital investment related	-13,787	-13,328
Other	934	-73,302
Cash flows from financing activities	-30,462	41,554
Interest-bearing liabilities related	-20,859	48,026
Other	-9,603	-6,472
Increase/decrease in cash and cash equivalents	2,902	3,596

* Previous fiscal year: SUNNY business acquired for 78.5 billion yen (with interest-bearing debt financing for the entire amount)

* Current fiscal year: Purchase of treasury shares valued at 3.1 billion yen

* In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first nine months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

Management Philosophy

Filling our employees with pride and joy as we continue contributing to communities and our customers' lives.

This document contains descriptions of the future plans and strategies of the Company and its affiliates, as well as predictions and forward-looking statements regarding business performance. It also includes risks and uncertainties related to economic trends, personal consumption, market conditions, taxation, and various systems and regulations. Please take into account that actual results may differ from these forward-looking statements.



[Integrated Report 2025](#)



[Environmental Sustainability Report 2025](#)



[▶ Sustainability section on the IZUMI website](#)



▼ Renewal in November 2025



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Supplementary Material

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- In September, Youme Mart Sone opened following a scrap-and-build (S&B) redevelopment. In October, Youme Town Kure RECRE Building (business transferred in July) opened.
- Large-scale revitalization projects were implemented as planned (Youme Town Otake, Kurume, Nakatsu and Fukuyama).

New store openings in the second half of FY2025

* S&B: Scrap and Build

Youme Mart Sone (Fukuoka) S&B



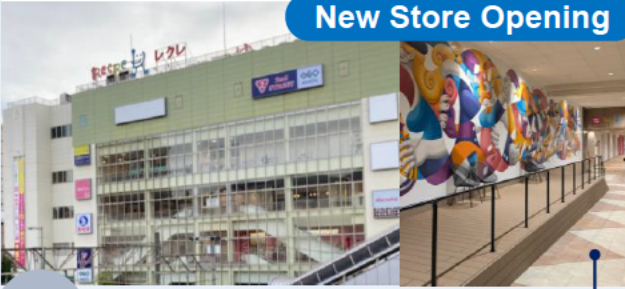
Sept. Total floor area: Approx. 2,500m²
Open 24 hours

Youme Town Fukuyama (Hiroshima) Revitalization



Sept. Sales floor area: Approx. 32,200m²
Introduction of local tenants
Revitalization of food section

Youme Town Kure RECRE (Hiroshima) New Store Opening



Oct. Total floor area: Approx. 10,000m²
Art Project by local artists

FY2025 First Half

FY2025 Second Half

FY2026

New stores openings in the first half of FY2025

New Store Opening En Fleur Petit Minamoa Hiroshima
(Hiroshima) Sales floor area: Approx. 110m²

New Store Opening Avance Minamoa Hiroshima
(Hiroshima) Sales floor area: Approx. 900m²

S&B Youme Mall Sanyo
(Okayama) Total floor area: Approx. 9,200m²



FY2026 store opening plan

Youme Mall Nakagawa (Fukuoka)



Spring New Store Opening
Sales floor area: Approx. 8,400m²

Pilot store for a New SM Business

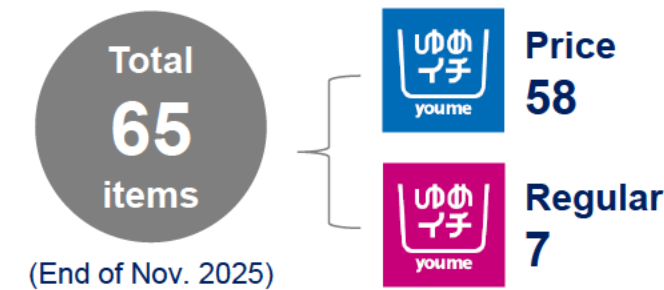
Yours Hirose-Kitamachi (Hiroshima)



Early summer New Store Opening
Sales floor area: TBD

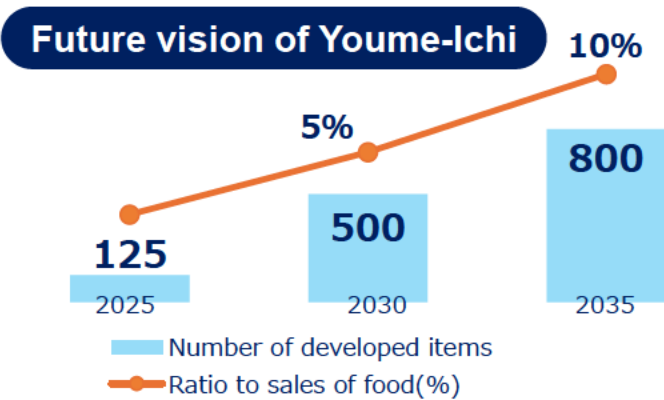
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- The Group's private brand Youme-Ichi was launched across all Izumi Group stores in September
- The lineup started with 50 items and expanded steadily to 65 items as of the end of November.
- Sales have been strong, with Youme-Ichi accounting for 1.7% of food sales across the Izumi Group.



▶ Until Feb. 2026

Planning to release 125 items, including Premium



Ratio to sales food 1.7%
(end of Nov. 2025)

Product examples



Delicious Low-Temperature-Milled Rice
(Teion Seihō-mai Shiyō no Oishii Gohan)
(150 g × 10 servings) 1,280 yen (excluding tax)

- Lower cost achieved through a low-temperature-milled blended rice.
- Delivers a chewy texture and aroma comparable to single-variety rice.
- Designed for singles and dual-income households with lower home-cooking frequency.



Hokkaodo Konsen Milk
(1,000ml) 258 yen (excluding tax)

- Priced 10–20% lower than national brands.
- Made exclusively with milk sourced from the Kōsen region of Hokkaido.
- Appeals to customers seeking the authentic taste of milk.

Initiatives to increase brand awareness

Special Youme-Ichi sales event

In early December, a special sales event was held at a dedicated venue in Youme Town Hiroshima, featuring introductions of new products and tasting sessions to showcase the Youme-Ichi lineup.



Revised downward the business forecast for the fiscal year ending February 2026

- The main reason was that the non-consolidated top line fell short in the first half of the fiscal year.
- From the second half of the fiscal year, we will start selling our private brand Youme-Ichi and strengthen our response to the demand for low prices.
- We will strengthen measures to recover the top line while further tightening the control of selling, general and administrative expenses.

(Million yen)	Consolidated				Non-consolidated			
	FY2025				FY2025			
	Revised plan (on October 14)		Initial plan (on April 14)		Revised plan (on October 14)		Initial plan (on April 14)	
	Plan	YoY *	Plan	YoY *	Plan	YoY	Plan	YoY
Operating revenue ^{*1}	570,300	108.8%	590,100	112.6%	380,900	102.2%	394,900	105.9%
Operating profit	26,400	102.6%	30,700	119.3%	20,200	95.0%	23,500	110.5%
Ordinary profit	26,100	100.3%	30,400	116.9%	19,800	92.4%	23,100	107.8%
Profit ^{*2}	15,200	123.5%	18,300	148.7%	12,300	127.7%	14,500	150.5%
EBITDA ^{*3}	48,200	105.2%	52,400	114.4%	—	—	—	—
Total operating revenue	852,100	107.1%	874,800	110.0%	776,400	110.9%	798,400	114.0%

*1 Consolidated profit is profit attributable to owners of parent.

*2 EBITDA = Operating profit + Depreciation + Amortization of goodwill

*3 In the first six months of the fiscal year ending February 28, 2026, the Company finalized the provisional accounting treatment for the business combination. The relevant first six months and full-year figures for the fiscal year ending February 28, 2025 reflect the finalized accounting treatment for the business combination.

Earnings per share	215.20 yen	
Dividend per share	90.00 yen	
Extraordinary income and losses	-1.6 billion yen	* Non-consolidated -1.4 billion yen
Capital investment (construction basis)	17.0 billion yen	*Non-consolidated 11.0 billion yen

Assumptions for Izumi on a non-consolidated basis

Fiscal year ending February 28, 2026 (FY2025)			
New stores	En Fleur Petit minamoa Hiroshima (March 2025, Minami Ward, Hiroshima) Youme Mall Sanyo (June 2025, Akaiwa, Okayama) RECRE (July 2025, Kure, Hiroshima) We have inherited RECRE, which stands on city-owned land south of JR Kure Station.		
Main increases in floor area and revitalization	General merchandise stores: 5 * No increases in floor area		
Unique factors	Start-up costs declined 600 million yen YoY (initial plan: 1.5 billion yen → revised plan: 1.3 billion yen, results in the previous fiscal year: 1.9 billion yen)		
	Full year	H1	H2
Net sales	324.3 billion yen	159.6 billion yen	164.6 billion yen
Year-on-Year Change in Net Sales at Existing Stores	Initial plan: 105.5% Revised plan: 102.5%	Initial plan: 106.7% Result: 103.1%	Initial plan: 104.4% Revised plan: 101.9%
Directly managed stores total	Initial plan: 105.7% Revised plan: 101.7%	Initial plan: 107.5% Result: 103.3%	Initial plan: 104.0% Revised plan: 100.2%
Gross profit margin (Ratio to sales)	Initial plan: 32.8% Revised plan: 32.6% Previous FY: 32.7%	Initial plan: 32.7% Result: 32.7% Previous FY: 32.5%	Initial plan: 32.9% Result: 32.5% Previous FY: 33.0%
Personnel expenses	51.7 billion yen (Previous FY: 50,671 million yen, up 2.0% YoY) Initial plan: 52.5 billion yen		
Depreciation	12.8 billion yen (Previous FY: 13,587 million yen, down 5.8% YoY) Initial plan: 13.3 billion yen		
Labor productivity * Gross profit per employee	8.74 million yen (Previous FY: 8.63 million yen, up 1.3% YoY) Initial plan: 9.25 million yen * Based on Izumi non-consolidated accounting and directly-operated / existing stores as of the end of FY2024		

Year-on-Year Change in Net Sales at Existing Stores	
	FY2025 December Results
Lifestyle	92.9%
Foods	99.8%
Directly managed store total	97.9%
Tenants	97.9%
Izumi Total	97.9%

* Breakdown of total directly operated stores	
Number of customers	98.1%
Average sales per customers	99.7%
Average spent per item	99.8%
Number of purchases	99.9%

Impact of day-of-week differences
Number of holidays: -1 (about a 0.7% decline)

* The year-on-year change in net sales from existing stores is shown as figures on a gross operating revenue basis before the application of the Accounting Standards for Revenue Recognition.

268 stores mainly in the Chugoku, Shikoku and Kyushu regions

(As of November 30, 2025)

Main companies, etc.	Headquarters	Main business types	Number of stores region				
			Kyushu	Chugoku	Shikoku	Other	Total
Izumi	Hiroshima City	SC (Youme Town and LECT) *1	20	35	4	2	61
		NSC (Youme Mall)	3	4	-	-	7
		SM (Youme Mart)	14	19	-	-	33
		Other	2	4	-	1	7
		Subtotal	39	62	4	3	108
Yours	Hiroshima Ctiy	SM (Yours, etc.)	-	26	-	-	26
Youme Mart Kumamoto	Kumamoto City	SM (Youme Mart) *2	23	-	-	-	23
		SM, etc. (SUNNY business)	70	-	-	-	70
Youme Mart Kitakyushu	Kitakyushu City	SM (Youme Mart)	24	7	-	-	31
Other	-	SM	4	-	6	-	10
Total			160	95	10	3	268

Youme Mart (store brand) as a subset of the above

6430-94

*1 Including 1 LECT store in the Chugoku region

*2 Including stores opened within Youme Mall Koshi by Youme Mart Kumamoto Co., Ltd.

Appendix: Competitiveness of Existing Stores

Year-on-year change in sales at existing stores from FY2015 (%)

* In the year-on-year comparison of net sales from FY2023, figures including results from X-SELL are included.

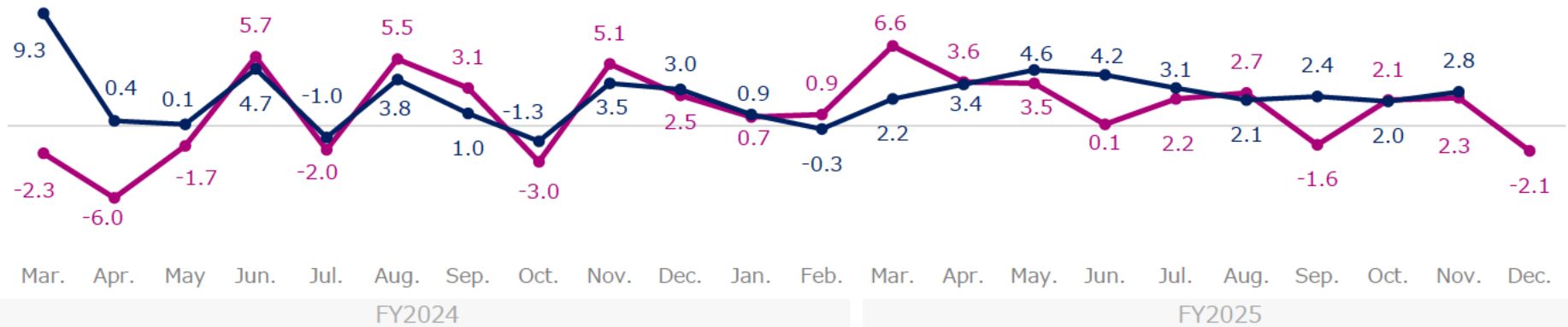
	'15	'16	'17	'18	'19	'20	'21	'22	'23	'24	'25
Izumi	101.4	101.5	99.2	99.4	99.1	89.7	101.1	103.5	103.0	100.7	101.8
Nationwide	101.3	98.8	99.6	99.2	98.8	100.7	103.1	101.0	103.0	102.1	
Deviation	+0.1	+2.7	-0.4	+0.2	+0.3	-11.0	-2.0	+2.5	±0	-1.4	

[FY2025 by month (%)]

	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Full year
Izumi	106.6	103.6	103.5	100.1	102.2	102.7	98.4	102.1	102.3	97.9			101.8
Nationwide	102.2	103.4	104.6	104.2	103.1	102.1	102.4	102.0	102.8				
Deviation	+4.4	+0.2	-1.1	-3.1	-0.9	+0.6	-4.0	+0.1	-0.5				

Year-on-year change in sales at existing stores (%)

Izumi Nationwide



* Source: National data is from the Japan Chain Stores Association, cumulative figures are compiled by the Company



Steady Progress Toward Reducing CO₂ Emissions

Improving delivery efficiency through the Chugoku–Shikoku Logistics Study Group

In April 2024, Izumi jointly established the Chugoku–Shikoku Logistics Study Group with other retail companies in the region. The Group is working to improve delivery efficiency and reduce CO₂ emissions, including participation in demonstration projects on collaborative delivery to remote stores.



Effective Utilization of Resources and Promotion of Their Recycling and Reuse

Installation of paper recycling Eco-Stations in parking areas

Eco-Station is a paper recycling system that rewards customers with points based on the weight of used paper brought in, such as newspapers and magazines. A wide range of paper products is accepted, including posters, calendars, cardboard boxes, flyers, catalogs, and toilet paper cores. This initiative has proven popular with customers.



Installed
at **78**
stores



Efforts to Reduce Food Loss

Food drive to contributing to food support activities and the effective use of food resources

The food drive program we launched in 2021 has been implemented at all stores since March 2025. The food drive is an initiative to provide unused food resources donated by customers to people who need them.

(FY2024)

Number of items donated	51,020
Weight of food donations	25,421kg
Number of organizations receiving donations	31



Group Company Sustainability Activities

Youme Mart Kumamoto and Youme Mart Kitakyushu | Implementation of the Mogu Mogu Challenge

All of the Youme Town and Youme Mart of Izumi stores implement the Mogu Mogu Challenge. We are expanding it to the Group's stores. The Mogu Mogu Challenge is an activity in which participants collect labels affixed to products whose best-before date or use-by date is coming soon. Through this program, one yen is donated to Kodomo Shokudo (Kids' Cafeteria) for each label collected, so it is one way that the Group companies contribute to society.

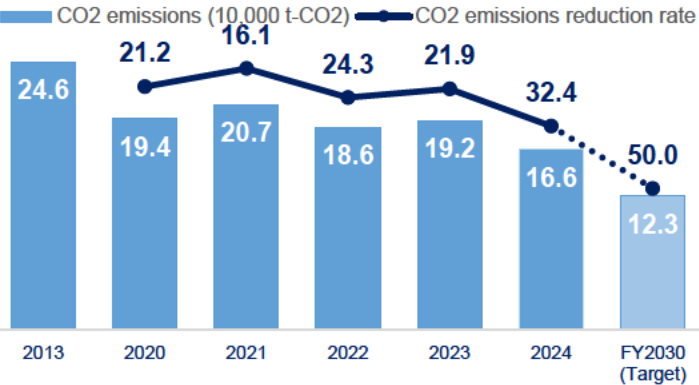
▶ Youme Mart Kumamoto: Moguni stickers put up in a store



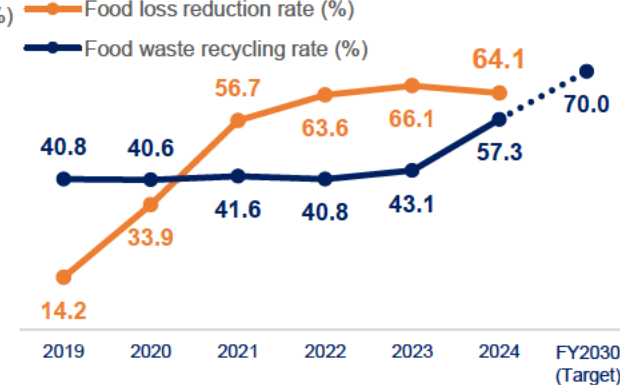
E Steady Progress Toward FY2030 Environmental KPI Targets

■ Progress in Environmental KPIs

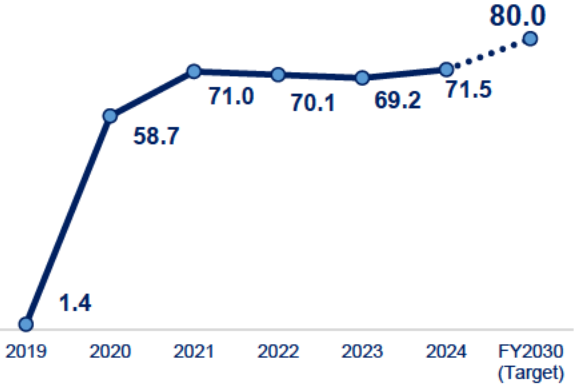
1. CO2 Emissions and
2. CO2 Emissions Reduction Rate
(Compared to FY2013; Scope 1 & 2)



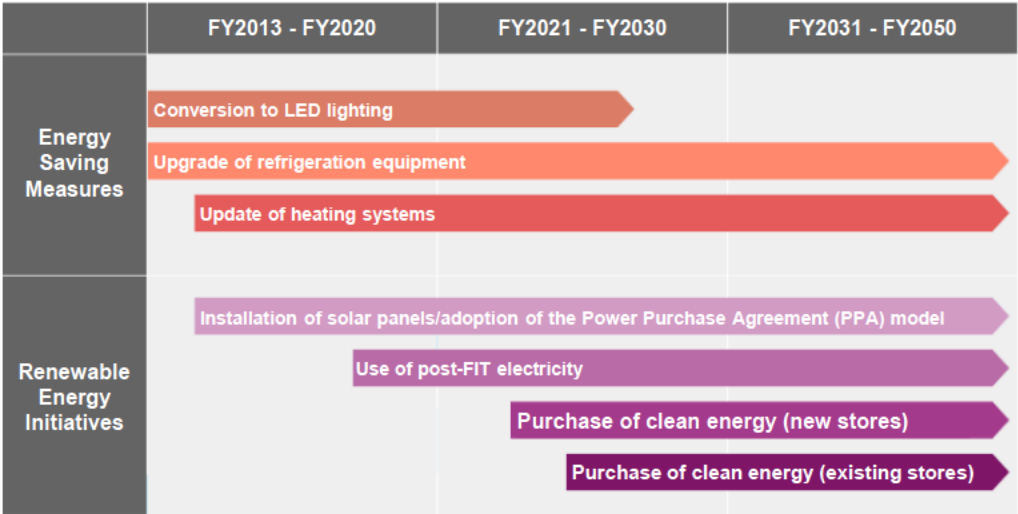
1. Food Waste Recycling Rate
2. Food Loss Reduction Rate
(Compared to FY2018)



Plastic Shopping Bag Reduction Rate
(Compared to FY2018)



■ Roadmap for Reducing Emissions



■ Sustainability Committee: Activity Overview

- CO2 Reduction and Energy Efficiency Subcommittee**
 - Discussion of solar power systems and the use of renewable energy
 - Assessment of CO2 emissions and review of reduction measures across the Group
- Human Rights/DE&I Subcommittee**
 - Establishment and implementation of a human rights due diligence framework
 - Statutory disclosure of information in the securities report
- Group Companies Subcommittee**
 - Sharing sustainability-related information between Group companies
 - Coordination for CO2 emissions assessments by each Group company
- Procurement Subcommittee**
 - Communication of Izumi's procurement policy to suppliers
 - Planning and monitoring of progress toward sustainable procurement goals



Bringing Energy and Vitality to Local Communities

Charity fundraising to support the visually impaired

Radio Charity Musichthon is an annual charity event that raises funds for initiatives such as audible traffic signals, helping visually impaired individuals navigate cities safely. In collaboration with broadcasting stations in Hiroshima, Fukuoka, and Kagawa, Izumi hosted live radio recordings at Youme Town locations on December 24 and 25, 2025, encouraging customers to participate through donations.

▶ Live radio recording



Contributing to society through safe and secure products

Food safety qualification test for food handlers

We provide food safety training to food handlers as an ongoing initiative. In FY2024, we began to use a video in the provision of the training program and we first had managers take a Food Safety License Test. To date, 432 people have passed it. We will enable our food handlers to acquire knowledge about freshness and temperature control, labeling management, and more, developing a framework for ensuring food safety.



▲ Checking the freshness and labels of fresh produce



Working Together for Greater Progress

Participation in shopping support initiatives as a community-based supermarket

Youme Mart Kitakyushu participates in the Mile One Project in collaboration with companies commissioned by Shimonoseki City. As part of a demonstration project for an AI-driven, on-demand passenger-and-cargo transport service launched in Toyotacho, Shimonoseki, the initiative promotes logistics collaboration to support local shopping needs. By enabling efficient operations with fewer vehicles and drivers, it aims to deliver both community transportation and shopping support logistics in an integrated manner, contributing to the development of a sustainable regional mobility model.



Extend the Circle of Health maintenance and Improvement

Hosting Famispo Hiroba (Hiroshima Prefecture health event)

Famispo Hiroba, a family-oriented sports event, was held in September and November 2024 at Youme Town Fukuyama and LECT. Targeting parents in their 30s–50s and their children, the event offered opportunities to enjoy physical activity together, helping to foster regular exercise habits. An AI-powered posture analysis was also a popular feature.



▲ AI suggesting sports suited to each participant



Creating a Workplace Where Employees Can Work Energetically While Being Themselves

Extending the retirement age to 65 for full-time employees

Izumi has revised its retirement system for full-time employees reaching age 60 from FY2025 onward. The Company will gradually raise the retirement age by one year each year, ultimately allowing employees to continue working as full-time staff until age 65. This revision respects employees' desire to continue working and aims to create a workplace where they can remain motivated and active. It also facilitates the transfer of accumulated skills and expertise to the next generation, supporting the growth of younger employees and enhancing organizational capabilities overall.



Supporting the Personal Development of Individuals with Many Learning Opportunities

Enhancing customer service skills through a company-wide role-playing competition

On October 7, 2025, the 9th Youme 1 Grand Prix—an annual role-playing competition for Youme Town specialty store staff—was held at Izumi's headquarters. Eleven finalists, selected through regional preliminaries, showcased their skills and learned from one another in pursuit of higher service quality.



▲ Participants engaged in customer service role-playing



Compliance and Risk Management Structure

Izumi Hotline Consultation Service

The Izumi Hotline was established with the aim of fostering an open organization. The hotline accepts and appropriately deals with consultations from employees and the employees of business partners.



Promoting Dialogue with Shareholders

Promoting IR communications

The Corporate Planning Division plays a central role in regularly engaging in dialogue with shareholders and investors regarding the Company's management strategy and performance. In addition to holding financial results briefing sessions for analysts and institutional investors four times a year, we also hold company briefings for individual investors and take part in individual investor seminars organized by securities firms.

■ Information Published on the Website

Monthly sales, financial results materials, performance trends, shareholder information, General Meeting of Shareholders, IR calendar, IR Information (English), press releases, Integrated Report

Whistleblowing reports

FY2024 result

130



FY2030 target

200

Providing Sustainable Products in Consideration of the Environment, Society, and the Economy

Sale of eco-friendly fish

Marine Eco-Label Japan (MEL) is Japan's first eco-labeling certification program for fishery products. The certification is granted to business operators who engage in eco-friendly fisheries or aquaculture and their products. As a retailer, we proactively sell MEL-certified products. We display promotional materials in our stores to share with customers the appeals of these delicious foods that enable them to contribute to the establishment of a sustainable society.



▲ In-store promotional materials for MEL-certified products

Joint development of ready-prepared foods with Hiroshima Shudo University

Through an industry-academia collaboration focused on joint product development, Izumi aims to deliver new value to local communities by combining students' creative ideas with its expertise. In the current fiscal year, four products were sold for a limited time, and students took part in in-store tastings. The initiative deepens students' understanding of marketing and operations while providing Izumi with fresh perspectives for future business development.



▲ Students and company representatives exchanging ideas at a prototype presentation



▲ Collaborative products using ingredients from local companies (Left) Potato-chikuwa rolls / (Right) Okonomiyaki-style spring roll skewers

T-shirts gentle on the earth and the skin

Cotton USA is a certification mark for high-quality U.S.-grown cotton. Fabrics bearing this mark are known for their softness, durability, and long-lasting quality. They are also recognized as sustainable cotton produced with reduced water and pesticide use. Youme Town sells these T-shirts in men's and women's apparel sections, where they have been well received for both their material quality and versatile designs.



▲ Example of Cotton USA T-shirts (Product lineup varies by season)

We will build an effective structure and sound and appropriate management.

- Strive to maximize corporate value by realizing customer satisfaction, in order to meet stakeholder expectations
- Fulfill our social responsibility with a high sense of ethics while contributing to local communities
- Develop a management organization and various systems, positioning enhanced transparency and fairness as key challenges
- Strengthen supervisory functions of the Board of Directors, ensure financial reliability and strive to improve the effectiveness and efficiency of business operations
- Form a Management Meeting and Nomination and Remuneration Committee to further enhance the effectiveness of delegated authority.

Along with revamping the management structure, the term of office of directors has been shortened from two years to one to enhance governance to increase urgency and agility.

