



# Consolidated Financial Summary

## For the Fiscal Year Ended March 31th,2012

ASICS Corporation  
May 24<sup>th</sup>,2012

# Consolidated Results Highlights

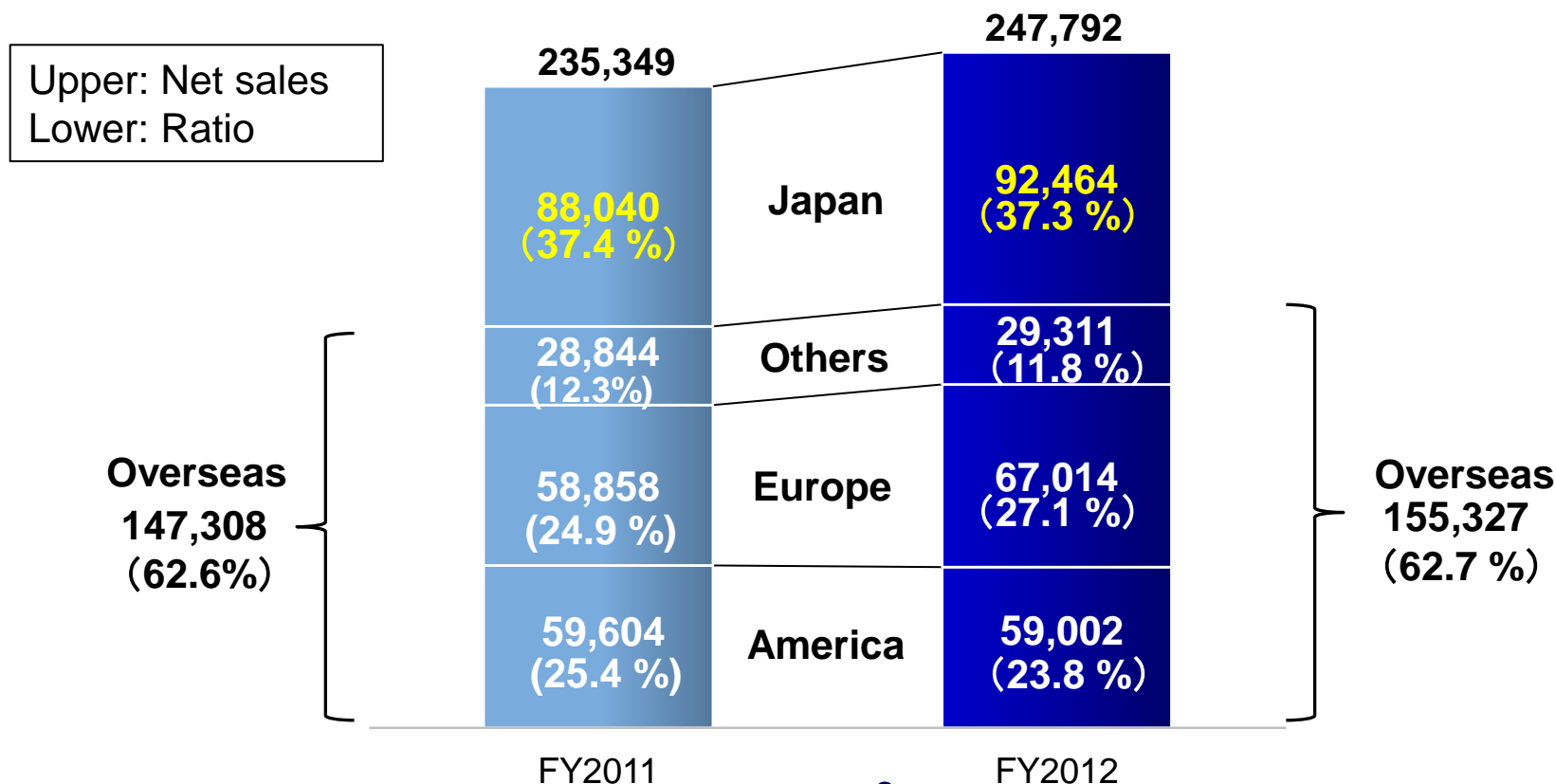


(Unit: Millions of yen)	FY2011	FY2012	Y on Y	
Net sales	235,349	247,792	+12,443	+5.3%
Gross profit	103,122	107,549	+4,426	+4.3%
Gross profit margin	43.8%	43.4%	—	-0.4ppts
S.G.&A. expenses	81,548	87,920	+6,371	+7.8%
Operating income	21,573	19,628	-1,944	-9.0%
Operating income margin	9.2%	7.9%	—	-1.3ppts
Ordinary income	19,467	19,702	+235	+1.2%
Pretax income	18,496	20,649	+2,153	+11.6%
Net income	11,046	12,617	+1,570	+14.2%

# Consolidated Net Sales (Japan & Overseas)



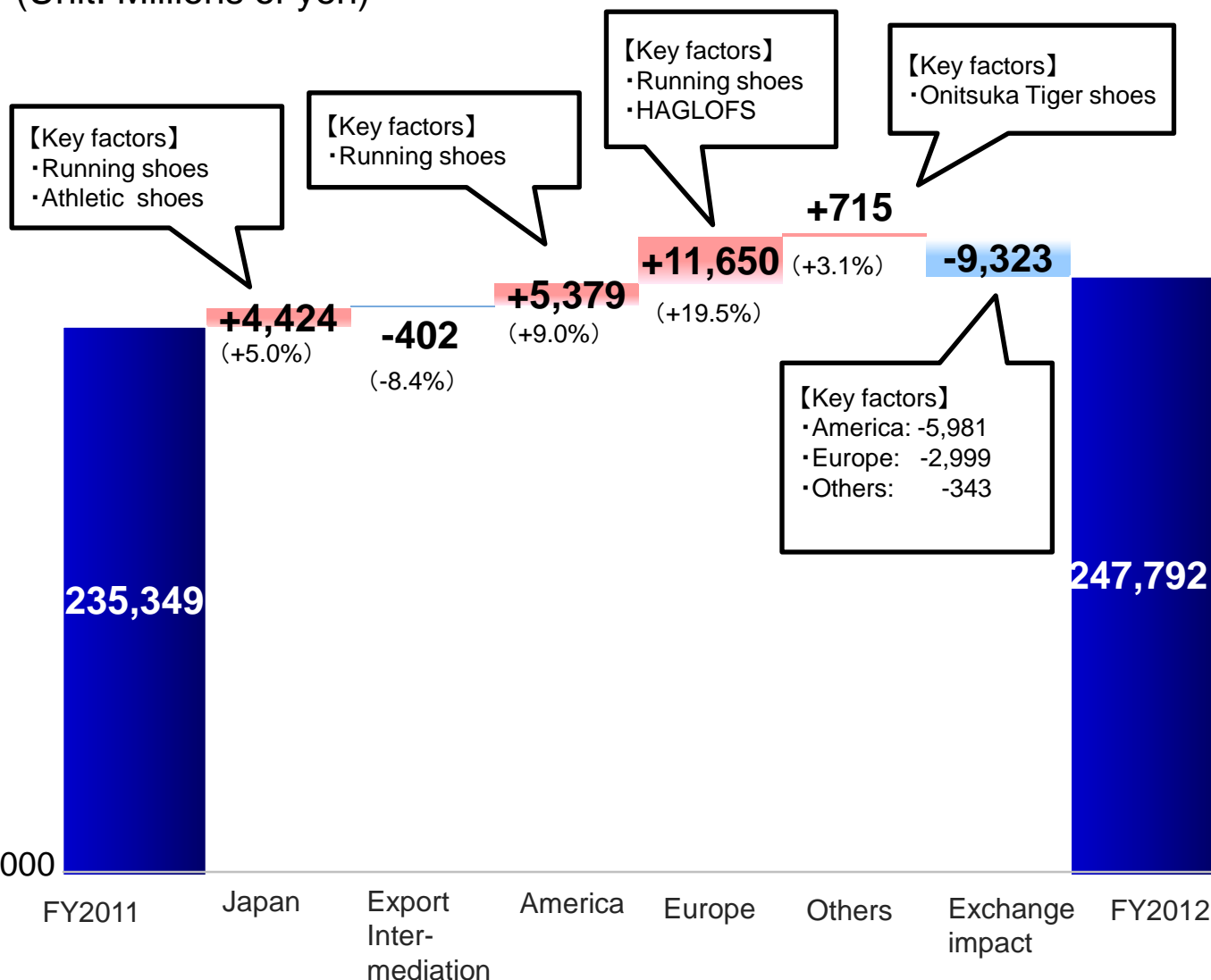
(Unit: Millions of yen)	FY2011	FY2012	Y on Y	
Japan	88,040	92,464	+4,424	+5.0%
Overseas	147,308	155,327	+8,019	+5.4%
Total	235,349	247,792	+12,443	+5.3%



# Detail of increase and decrease of Consolidated Net Sales



(Unit: Millions of yen)



## Overseas Net Sales

without the impact of  
Exchange rate

+ 11.8 %

+17,342

## Consolidated Net Sales

without the impact of  
Exchange rate

+ 9.2 %

+ 21,766

# Consolidated Financial Result: Financial Situation

(Unit: Millions of yen)

 FY2011  FY2012

## Profit

### Net Income per Share(full year)

FY2011 58.26 YEN

FY2012 66.55 YEN

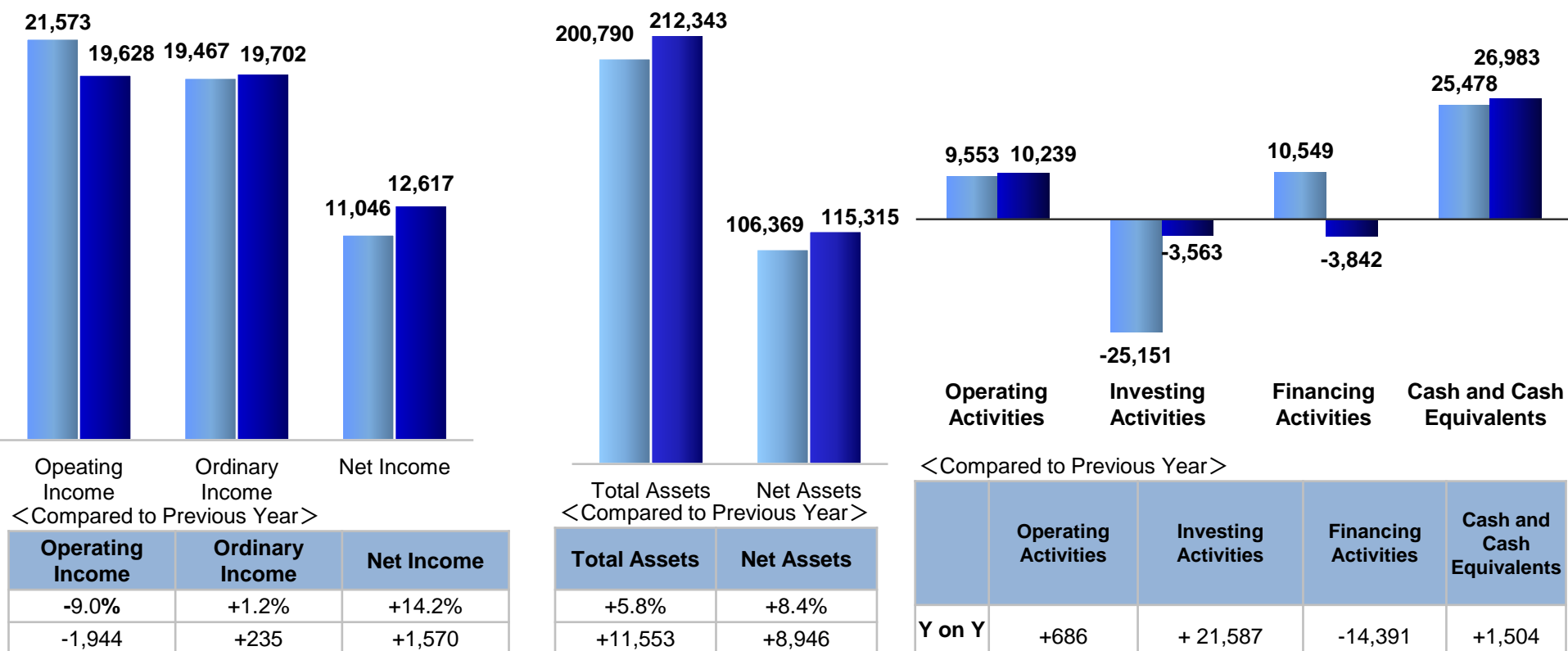
## Financial Position

### Shareholders' equity ratio

FY2011 49.6 %

FY2012 50.8 %

## Cash flow



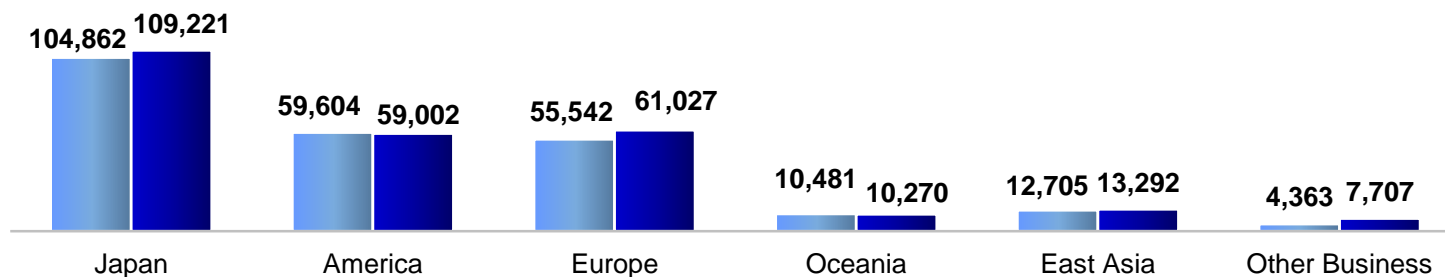
# Segment Information



(Unit: Millions of yen)

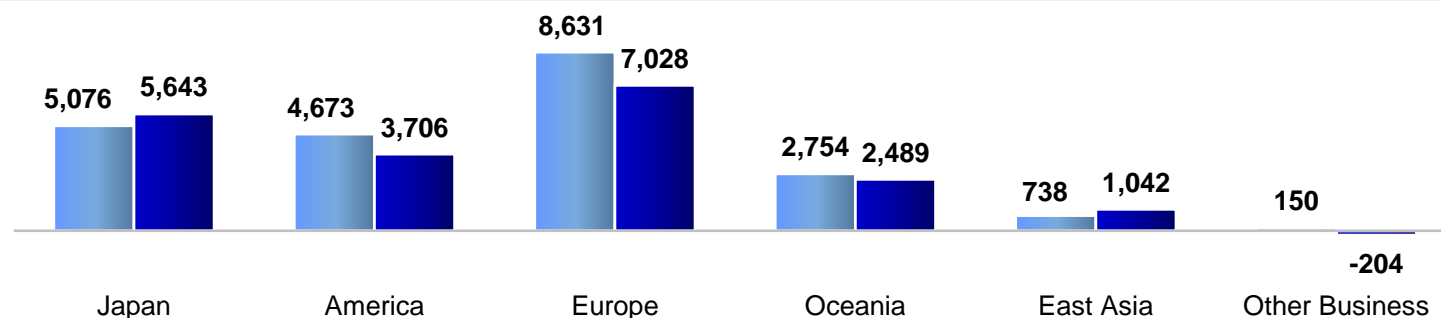
FY2011 FY2012

## Net Sales



vs Previous Year JPY (Local Currency)	+4.2% (—)	-1.0% (+9.0%)	+9.9% (+15.3%)	-2.0% (-5.0%)	+4.6% (—)	— (—)
FY2012 Exchange Rate (Previous Year)	— (—)	79.61 YEN / USD (87.68 YEN / USD)	110.91 YEN / EURO (116.36 YEN / EURO)	82.89 YEN / AUD (80.38 YEN / AUD)	0.0718 YEN / KRW (0.0754 YEN / KRW)	12.31 YEN / SEK (11.89 YEN / SEK)

## Operating Income

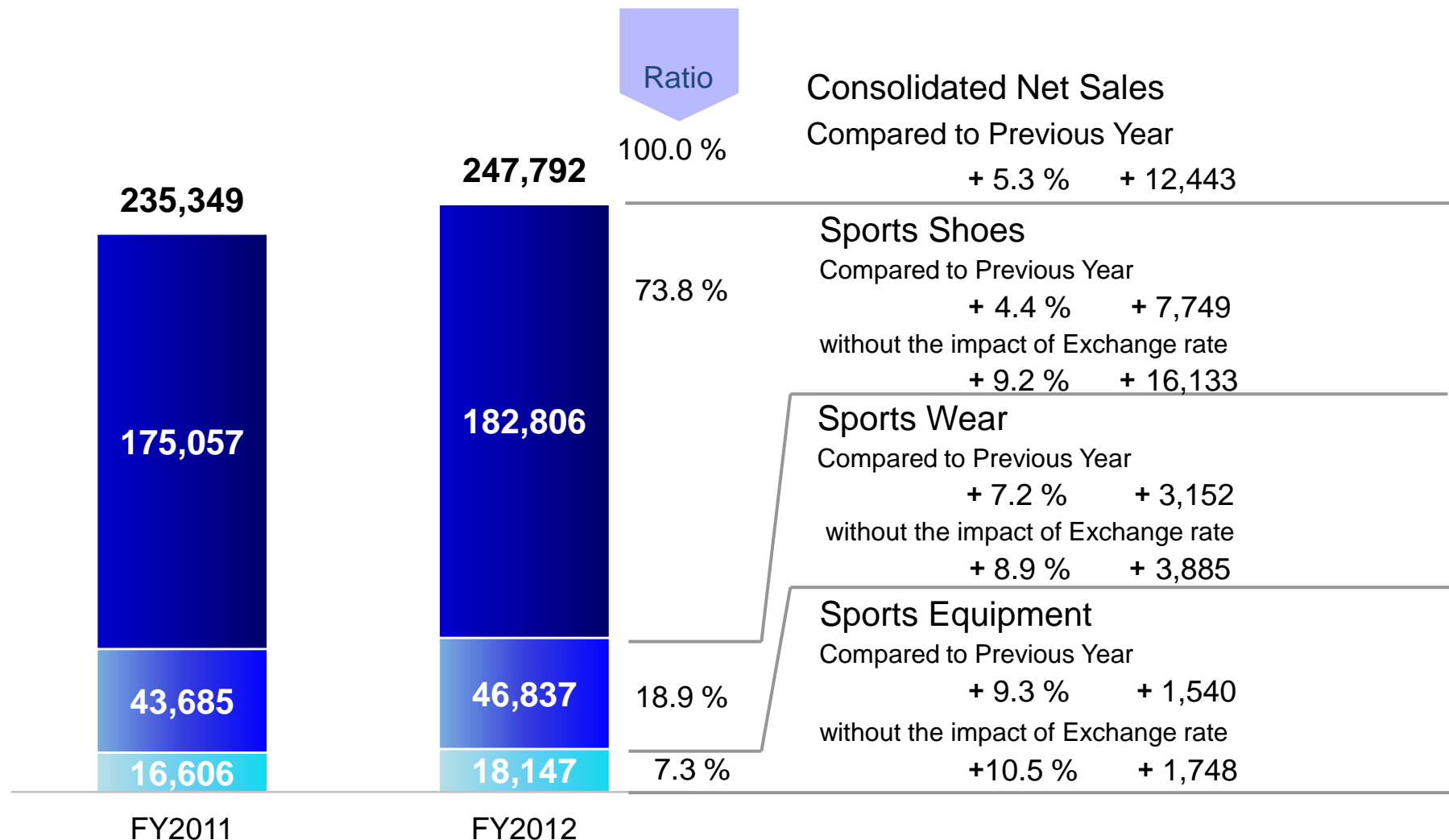


vs Previous Year JPY (Local Currency)	+11.2% (—)	-20.7% (-12.6%)	-18.6% (-14.6%)	-9.6% (-12.4%)	+41.2% (—)	— (—)
Operating Income(loss) Ratio (Previous Year)	5.2% (4.8%)	6.3% (7.8%)	11.5% (15.5%)	24.2% (26.3%)	7.8% (5.8%)	-2.7% (3.4%)

# Consolidated Net Sales (by Product)



(Unit: Millions of yen)



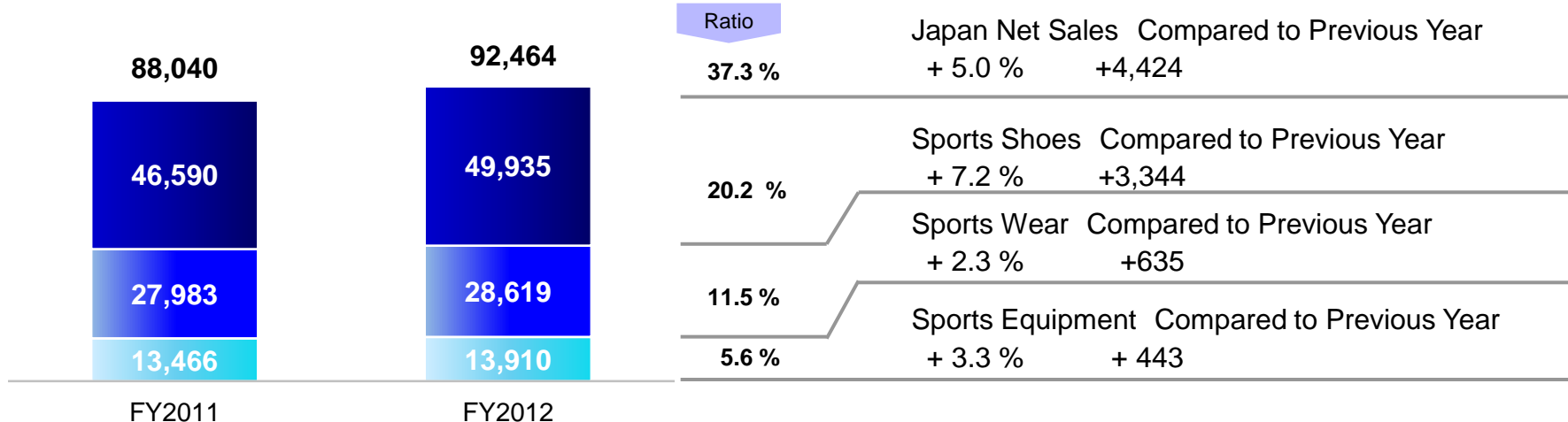
# Net Sales by Product ( Japan / Overseas )



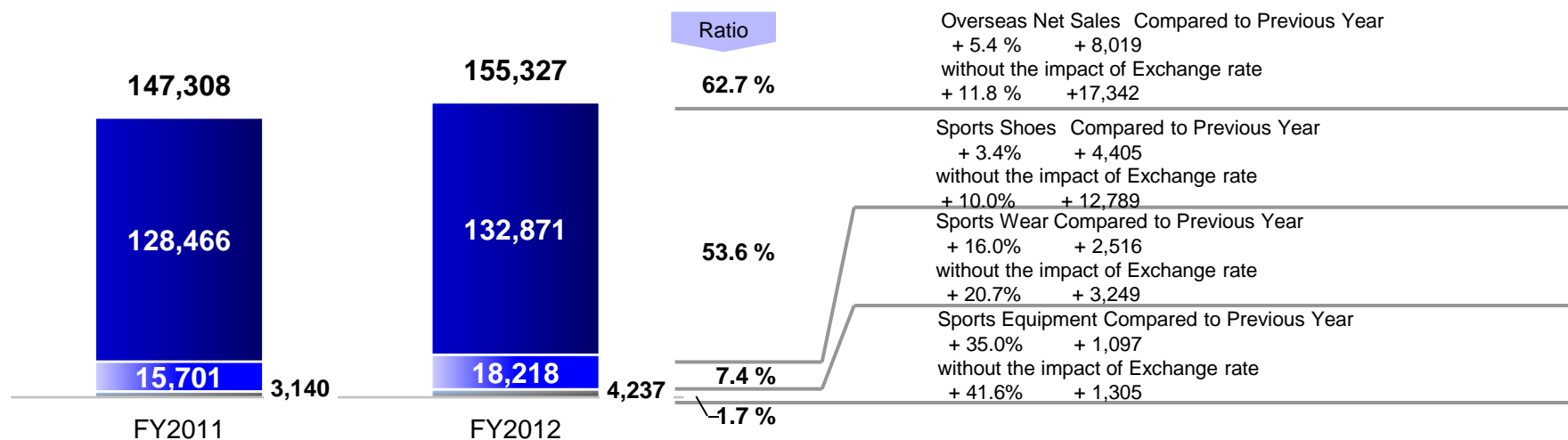
(Unit: Millions of yen)

■ FY2011 ■ FY2012

## Japan



## Overseas





# Sports Shoes (Consolidated Net Sales by Region)



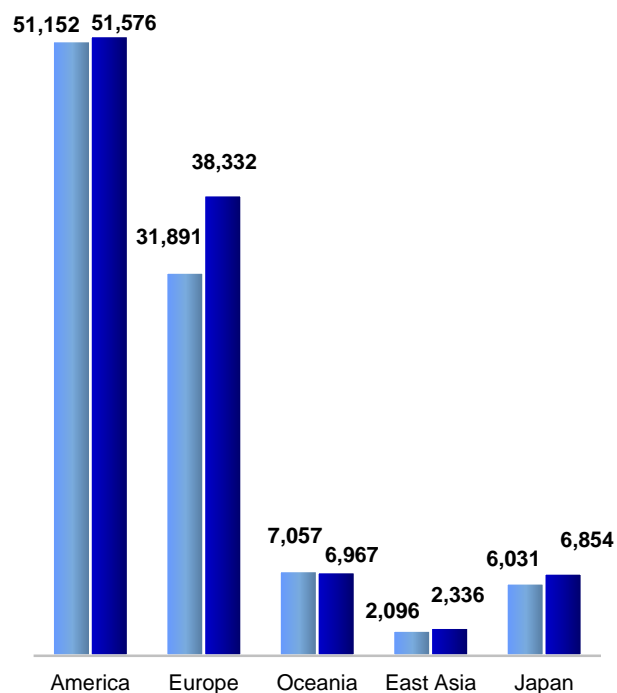
(Unit: Millions of yen)

FY2011 FY2012

## Running Shoes

### Total

FY2011: 98,226  
FY2012: 106,065

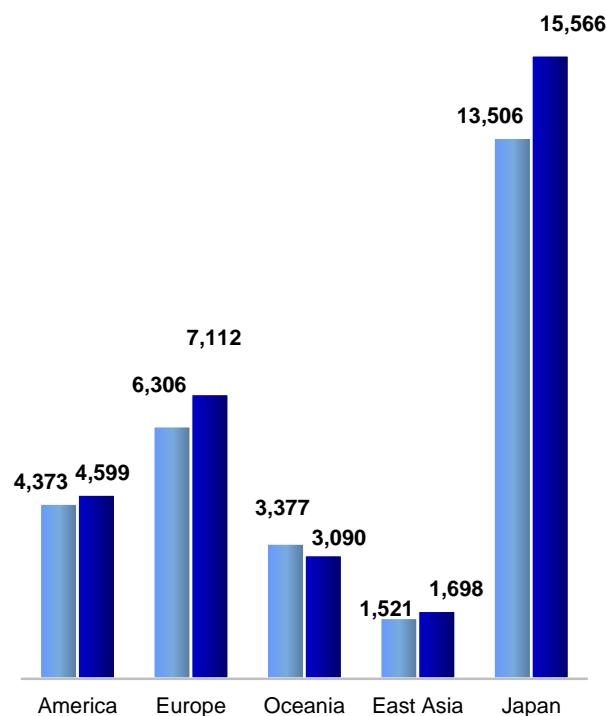


	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	+0.8%	+20.1%	-1.2%	+11.5%	+13.6%	+8.0%
Vs Previous Year (Currency Neutral)	+11.0%	+26.1%	-4.3%	—	—	—

## Athletic Shoes

### Total

FY2011: 29,082  
FY2012: 32,065

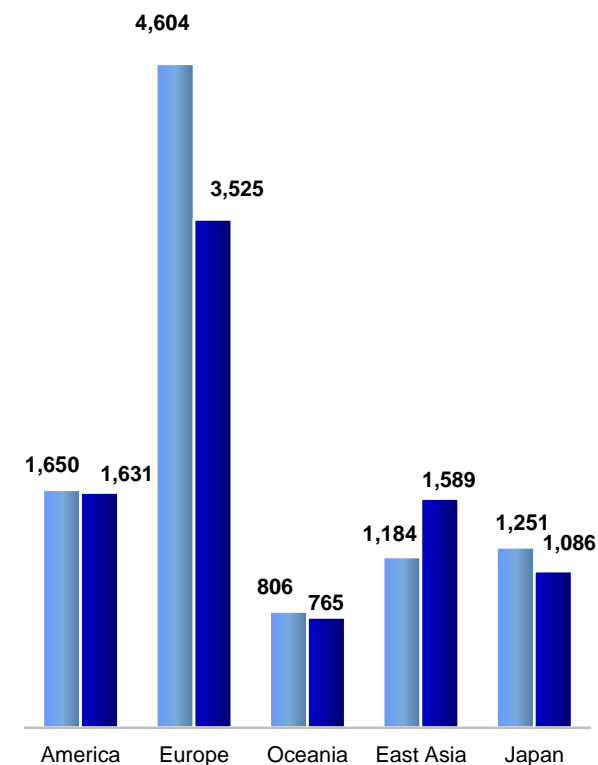


	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	+5.2%	+12.8%	-8.5%	+11.6%	+15.3 %	+10.3%
Vs Previous Year (Currency Neutral)	+15.8%	+18.3%	-11.3%	—	—	—

## Onitsuka Tiger shoes

### Total

FY2011: 9,495  
FY2012: 8,596



	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	-1.2%	-23.4%	-5.1%	+34.2%	-13.1%	-9.5%
Vs Previous Year (Currency Neutral)	+8.9%	-19.7%	-8.0%	—	—	—

# Sports Wear (Consolidated Net Sales by Region)



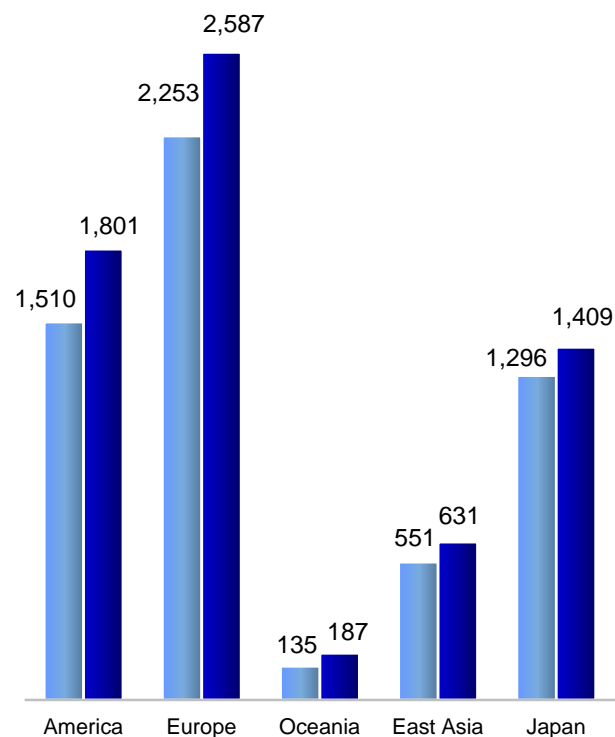
(Unit: Millions of yen)

FY2011 FY2012

## Running wear

### Total

FY2011 : 5,745  
FY2012 : 6,615

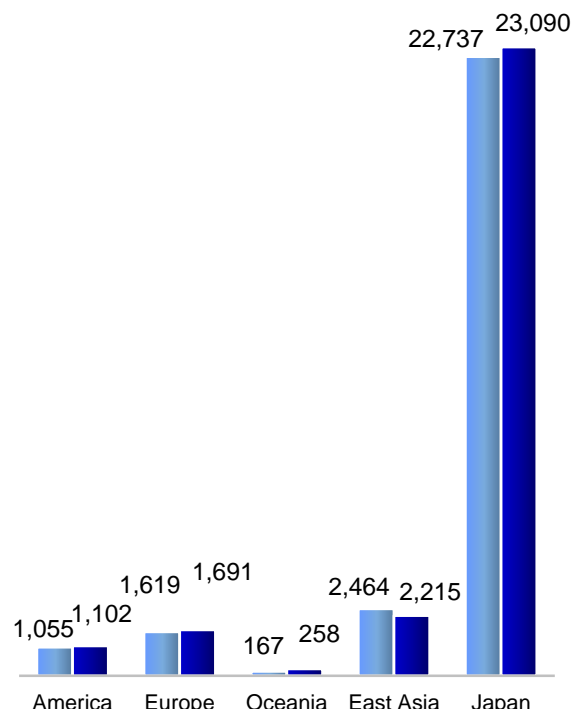


	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	+19.3%	+14.8%	+38.5%	+14.5%	+8.7%	+15.1%
Vs Previous Year (Currency Neutral)	+31.4%	+20.5%	+34.9%	—	—	—

## Athletic wear

### Total

FY2011 : 28,042  
FY2012 : 28,355

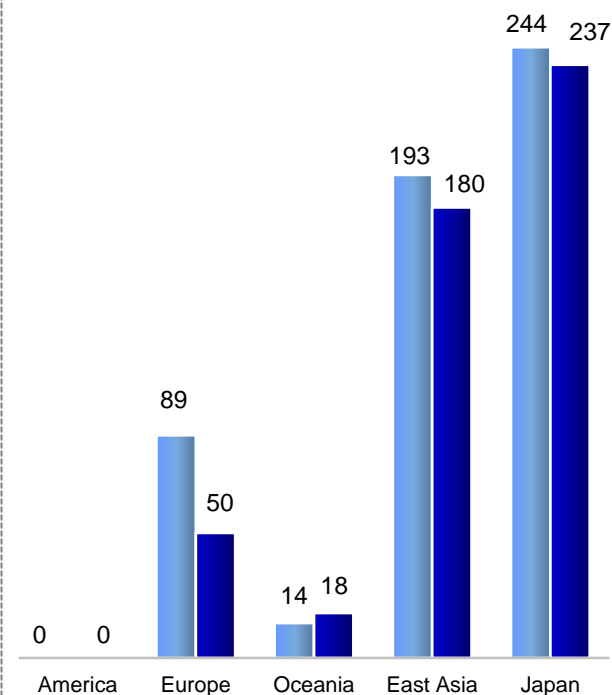


	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	+4.5%	+4.4%	+54.5%	-10.1%	+1.6%	+1.1%
Vs Previous Year (Currency Neutral)	+15.0%	+9.6%	+49.4%	—	—	—

## Onitsuka Tiger wear

### Total

FY2011 : 540  
FY2012 : 485



	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	—	-43.8%	+28.6%	-6.7%	-2.9%	-10.3%
Vs Previous Year (Currency Neutral)	—	-41.8%	+21.0%	—	—	—

## Consolidated

(Unit: Millions of yen)	FY2012 Actual	FY2013 Forecast	Y on Y	
<b>Net Sales</b>	247,792	<b>259,000</b>	+11,207	+4.5%
<b>Operating Income</b>	19,628	<b>20,000</b>	+371	+1.9%
<b>Ordinary Income</b>	19,702	<b>20,000</b>	+297	+1.5%
<b>Net Income</b>	12,617	<b>12,000</b>	-617	-4.9%

### 【Foreign Currency Exchange Rates】

<b>FY2013</b>	79.76 Yen/USD	104.96 Yen/EURO	83.06 Yen/AUD	0.0699 Yen/KRW	11.95 Yen/SEK
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Cash dividend per share: **12Yen**(End of year)

# FY2013 Forecast



## Region

	FY2012 Actual	FY2013 Forecast	Y on Y
Japan	92,092	<b>95,900</b>	+4.1%
America	59,002	<b>64,400</b>	+9.1%
EMEA	61,028	<b>61,900</b>	+1.4%
Oceania / Southeast • South Asia	11,068	<b>12,000</b>	+8.4%
East Asia	16,896	<b>16,800</b>	-0.6%
Haglofs	7,706	<b>8,000</b>	+3.8%
Total	247,792	<b>259,000</b>	+4.5%

(Unit: Millions of yen)

【References: Growth rate of Local Currency】

America	+9%
EMEA	+7%
Oceania	+4%
Korea	+2%
Haglofs	+7%

【References: Foreign Currency Exchange Rates】

FY2012	79.61 yen /USD	110.91 yen /EURO	82.89 yen /AUD	0.0718 yen /KRW	12.31 yen /SEK
FY2013	79.76 yen /USD	104.96 yen /EURO	83.06 yen /AUD	0.0699 yen /KRW	11.95 yen /SEK

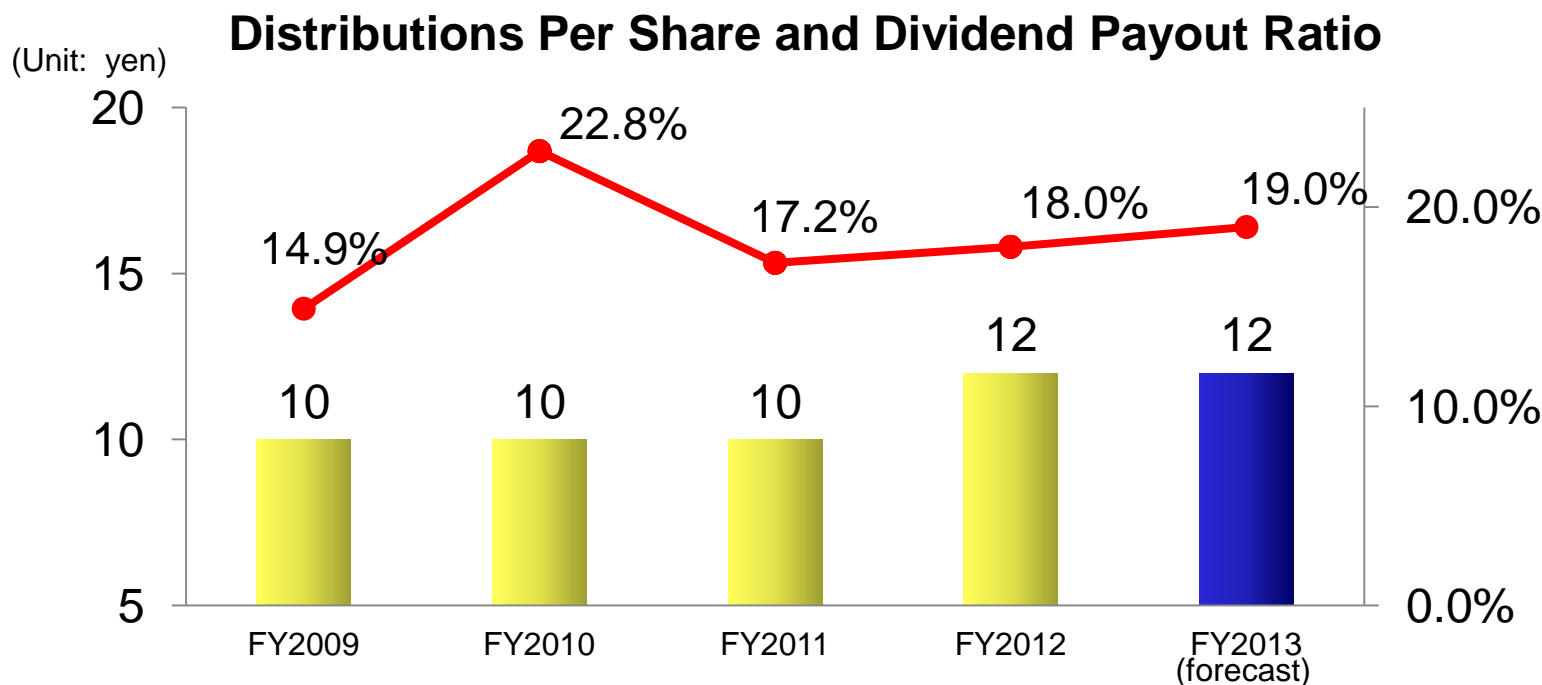
## Categories

	FY2012 Actual	FY2013 Forecast	Y on Y
Running	113,785	<b>121,700</b>	+7.0%
Athletic	69,626	<b>72,400</b>	+4.0%
Onitsuka Tiger	9,141	<b>9,700</b>	+6.1%
Others	55,240	<b>55,200</b>	-0.1%
Total	247,792	<b>259,000</b>	+4.5%

## Products

	FY2012 Actual	FY2013 Forecast	Y on Y
Foot Wear	182,806	<b>193,100</b>	+5.6%
Apparel	46,838	<b>48,700</b>	+4.0%
Equipment	18,148	<b>17,200</b>	-5.2%
Total	247,792	<b>259,000</b>	+4.5%

- We amend our basic dividend policy to allocate approximately 20% of consolidated net income to the source of dividends unless extraordinary factors will occur.
  - Dividend : dividend will increase from 10 yen to 12 yen.
  - EPS: 66.55 yen
- ※ The unit of minimum number of share to trade was changed from 1,000 to 100 (effective on July,1, 2011)



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NOT ONE.**

MHC AMSTELVEEN WOMEN'S FIRST TEAM

**asics**

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