

# Consolidated Financial Summary For the Fiscal Second quarter Ended September 30th,2011

ASICS Corporation November 4<sup>th</sup>,2011

# Consolidated Results Highlights

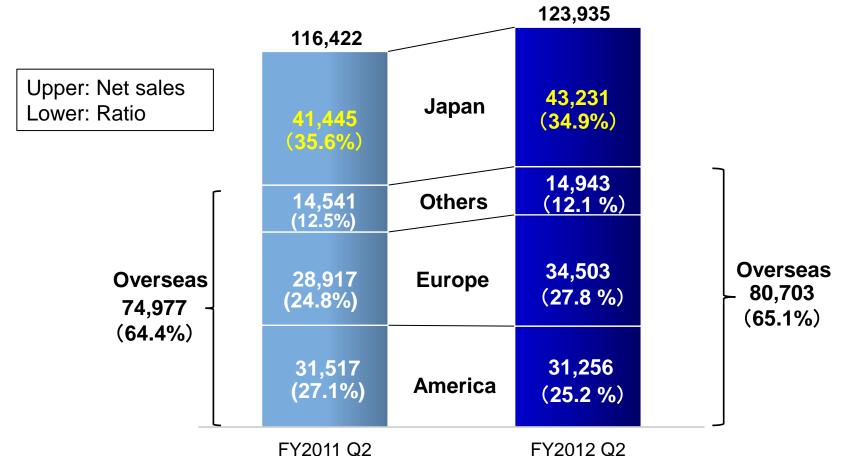


(Unit: Millions of yen)	FY2011 Q2	FY2012 Q2	Υ	on Y
Net sales	116,422	123,935	+7,512	+6.5%
Gross profit	51,512	54,512	+2,999	+5.8%
Gross profit margin	44.2%	44.0%	_	-0.2ppts
S.G.&A. expenses	39,266	43,447	+4,181	+10.6%
Operating income	12,245	11,064	-1,181	-9.6%
Operating income margin	10.5%	8.9%	_	-1.6ppts
Ordinary income	10,411	9,355	-1,056	-10.1%
Pretax profit	9,877	9,301	-575	-5.8%
Net income	5,508	5,106	-401	-7.3%

# **Consolidated Net Sales (Japan & Overseas)**

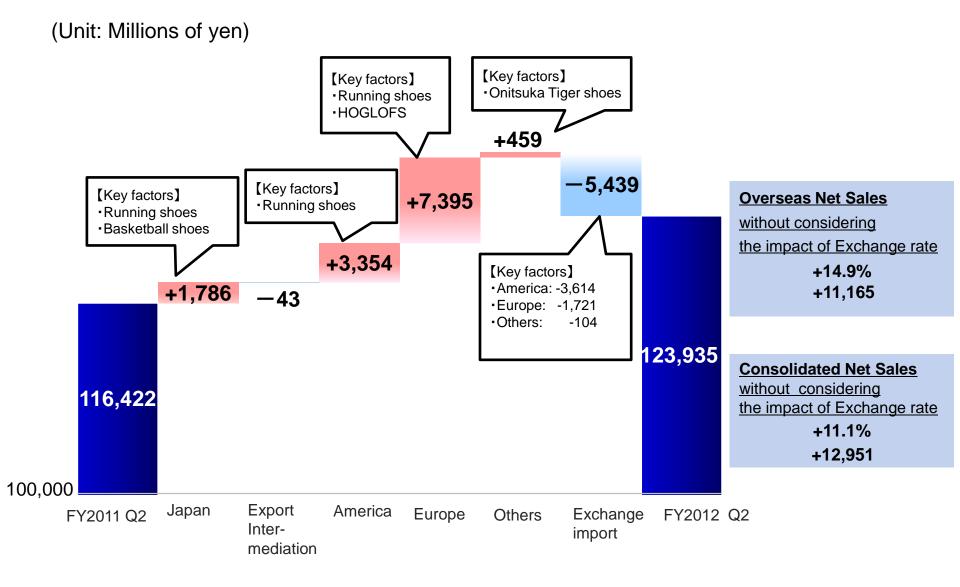


(Unit: Millions of yen)	FY2011 Q2	FY2012 Q2	Y on Y	
Japan	41,445	43,231	+1,786	+4.3%
Overseas	74,977	80,703	+5,726	+7.6%
Total	116,422	123,935	+7,512	+6.5%



#### **Detail of increase and decrease of Consolidated Net Sales**

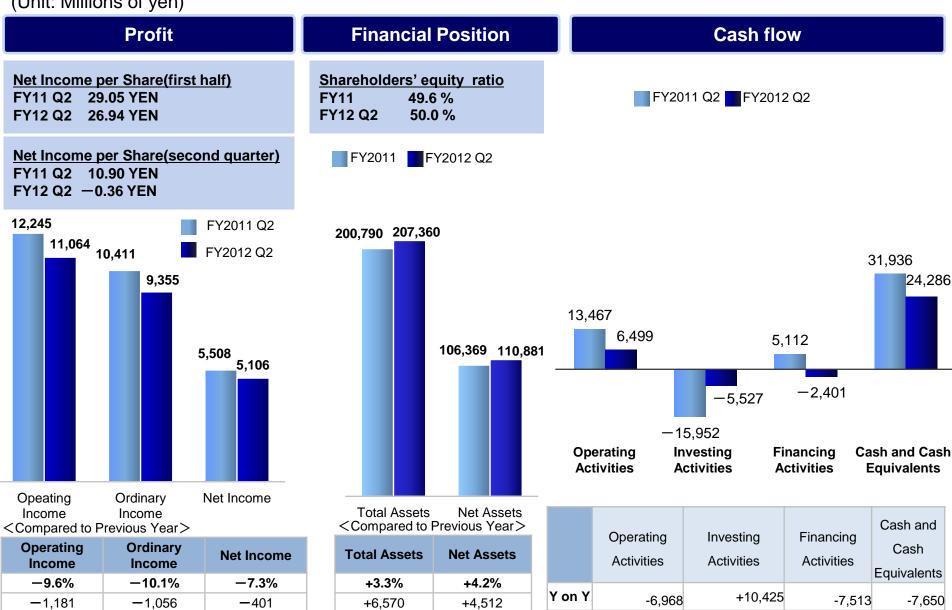




### Consolidated Financial Result: Financial Situation **assets**



(Unit: Millions of yen)



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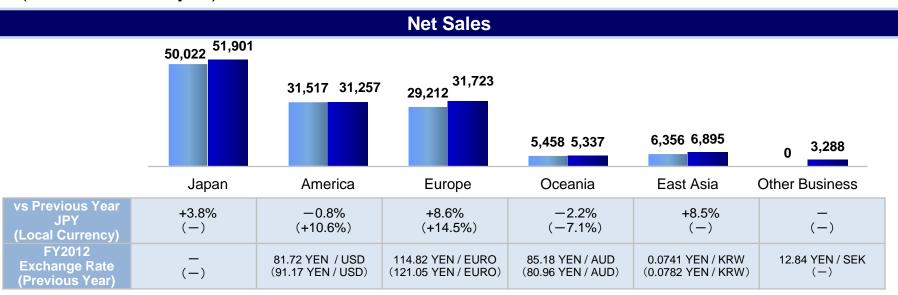
# **Segment Information**



**- 465** 







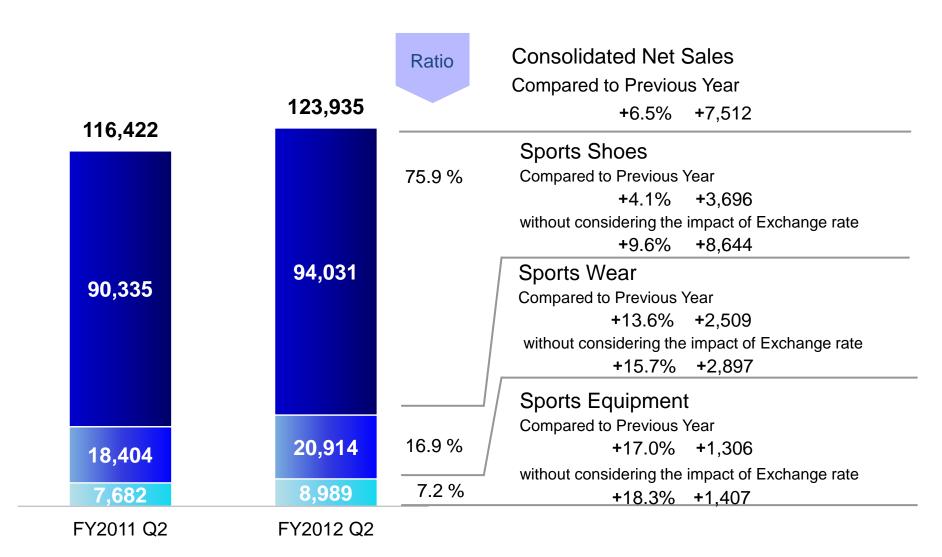
# Operating Income 5,569 4,311 1,915 2,812 2,627 2,121 1,739 1,394 479 771 0

	Japan	America	Europe	Oceania	East Asia	Other Business
vs Previous Year JPY (Local Currency)	+46.8% ( <i>-</i> )	-19.2% (-9.9%)	-22.6% (-18.4%)	-19.8% (-23.8%)	+61.0% ( <i>—</i> )	(-)
Segments Income Ratio (Previous Year)	5.4% (3.8%)	6.8% (8.3%)	13.6% (19.1%)	26.1% (31.9%)	11.2% (7.5%)	-14.1% (-)

# **Consolidated Net Sales (by Product)**



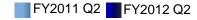
(Unit: Millions of yen)

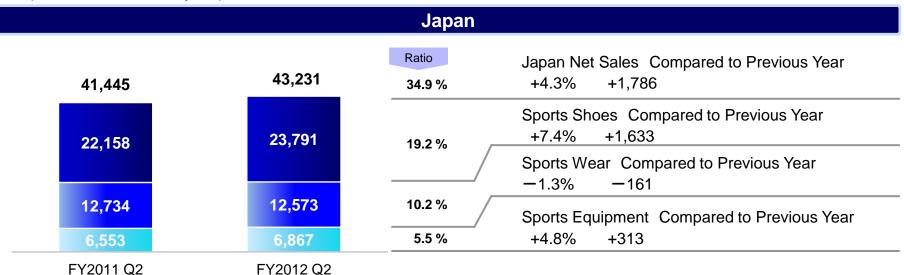


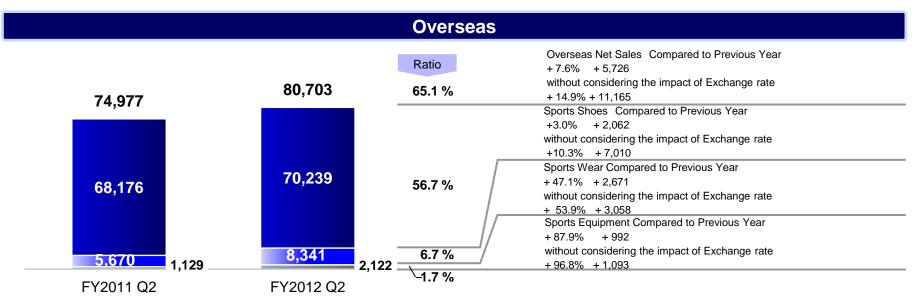
## **Net Sales** by Product (Japan / Overseas)











#### **Sports Shoes (Consolidated Net Sales by Region)**



#### (Unit: Millions of yen)

# FY2011 Q2 FY2012 Q2

#### **Running Shoes**

FY2011 Q2: 52,826 FY2012 Q2: 55,931

**Total** 

#### **Athletic Shoes**

**Total** 

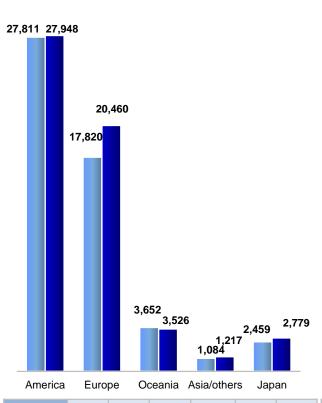
FY2011 Q2: 13,473 FY2012 Q2: 14,915

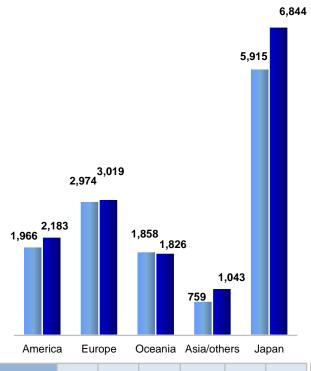
#### **Onitsuka Tiger shoes**

**Total** 

FY2011 Q2: 4,606 FY2012 Q2: 4,360

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2	.,108			
	1,82	27		
910 <sub>891</sub>				
910 891			733	711
			513	543
		364 <sup>366</sup>		
America	Europe	Oceania	Asia/others	Japan

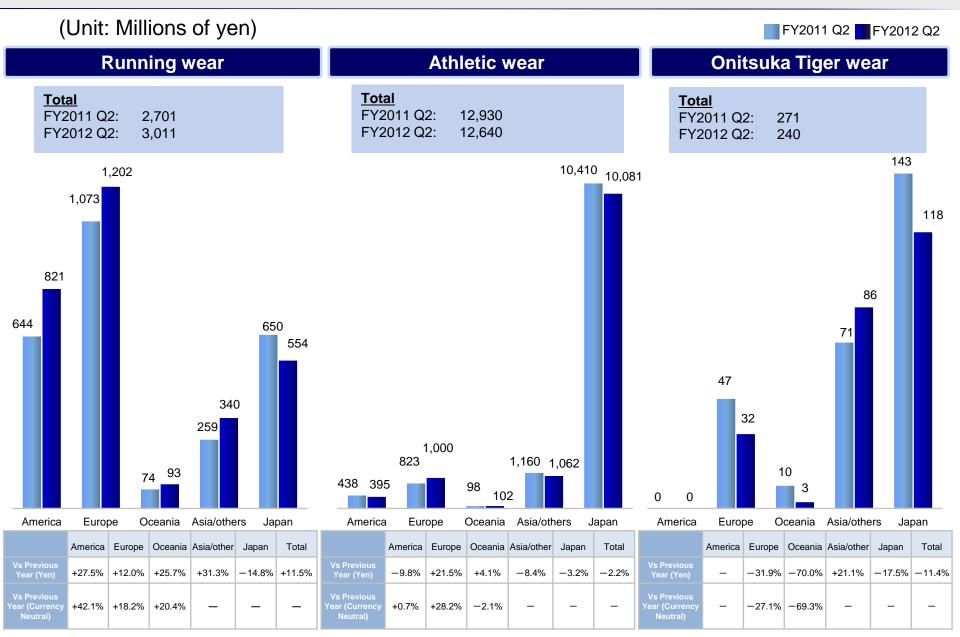
	America	Europe	Oceania	Asia/other	Japan	Total
Vs Previous Year (Yen)	+0.4%	+14.8%	-3.4%	+12.3%	+ 13.0%	+5.8%
Vs Previous Year (Currency Neutral)	+12.1%	+21.0%	-8.2%	_	_	_

	America	Europe	Oceania	Asia/other	Japan	Total	
Vs Previous Year (Yen)	+11.0%	+1.5%	-1.7%	+37.4 %	+15.7 %	+10.7%	
Vs Previous Year (Currency Neutral)	+23.9%	+7.0%	-6.6%	-	_	-	Υ

		America	Europe	Oceania	Asia/other	Japan	Total
,	Vs Previous Year (Yen)	-2.1%	-13.3%	+0.5%	+42.9%	-23.6%	-5.3%
	Vs Previous Year (Currency Neutral)	+9.3%	-8.6%	-4.4%	_	_	_

#### **Sports Wear (Consolidated Net Sales by Region)**





# FY2012 Forecasts

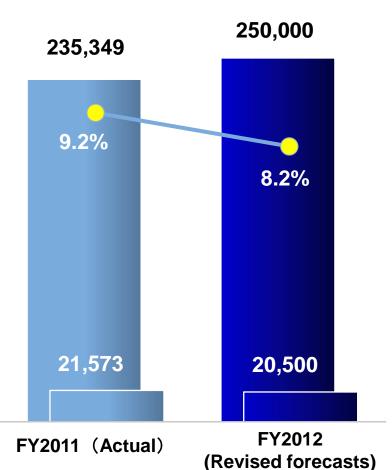


(Unit: Millions of ven)



FY2012 (Revised forecasts)

Operating Income Margin



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	FY2011 Actual	Original	FY2012 Revised forecasts	Y on Y
Net sales	235,349	254,000	250,000	+6.2 %
Operating income	21,573	22,500	20,500	-5.0 %
Ordinary income	19,467	22,500	18,500	-5.0 %
Net income	11,046	13,500	11,000	-0.4 %

#### **Highlights of forecasts**

Net sales will increase year on year thanks to the continuous growth of Running FW.

Growth rate of net sales without considering the impact of exchange rate. +10.3%

- Operating income will decrease due to an increase of S.G.&A. expenses.
- The original forecast was revised down due to the significant exchange fluctuation and slowdown in sales of Running FW in USA.

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# FY2012 Forecasts



(Unit: Millions of yen)

#### Region

	FY2011 Actual	Original	FY2012 Revised forecasts	Y on Y
Japan	87,800	90,700	91,300	+4.0%
America	59,600	62,700	60,700	+1.8%
Europe	55,500	63,700	61,700	+11.2%
Oceania	11,200	12,100	11,400	+1.8%
East Asia	16,800	16,500	17,000	+1.2%
HOGLOFS	4,400	8,300	7,900	+79.5%
TTL	235,300	254,000	250,000	+6.2%

#### [References: Growth rate of Local Currency]

America	+12%
Europe	+15%
Australia	-6%
Korea	+7%

#### [References: Exchange Rate]

FY2011	87.68 yen	116.36 yen	80.38 yen	0.0754 yen	11.89yen
	/USD	/EURO	/AUD	/KRW	/SEK
FY2012	79.47 yen	110.92 yen	81.87 yen	0.0711 yen	12.25 yen
	/USD	/EURO	/AUD	/KRW	/SEK

#### Categories

	FY2011 Actual	FY2012 Original forecasts	FY2012 Revised forecasts	
Running	104,700	116,700	113,000	+7.9%
Athletic	65,400	70,900	69,500	+6.3%
Onitsuka Tiger	10,100	9,600	9,300	-7.9%
Others	55,100	56,800	58,200	+5.6%
TTL	235,300	254,000	250,000	+6.2%

#### **Products**

	FY2011 Actual		FY2012 Revised forecasts	
Foot wear	175,000	186,400	184,400	+5.4%
Apparel	43,700	49,900	47,100	+7.8%
Equipment	16,600	17,700	18,500	11.4%
TTL	235,300	254,000	250,000	+6.2%

# Dividend policy



- 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(forecast)
- EPS:58.02 yen (forecast)
- ★The unit of minimum umber of share to trade was changed from 100 to 1,000 (effective on July,1, 2011)

