



# Consolidated Financial Summary For the Fiscal Year Ended March 31<sup>th</sup>,2013

ASICS Corporation  
May 14<sup>th</sup>,2013

# Consolidated Results Highlights

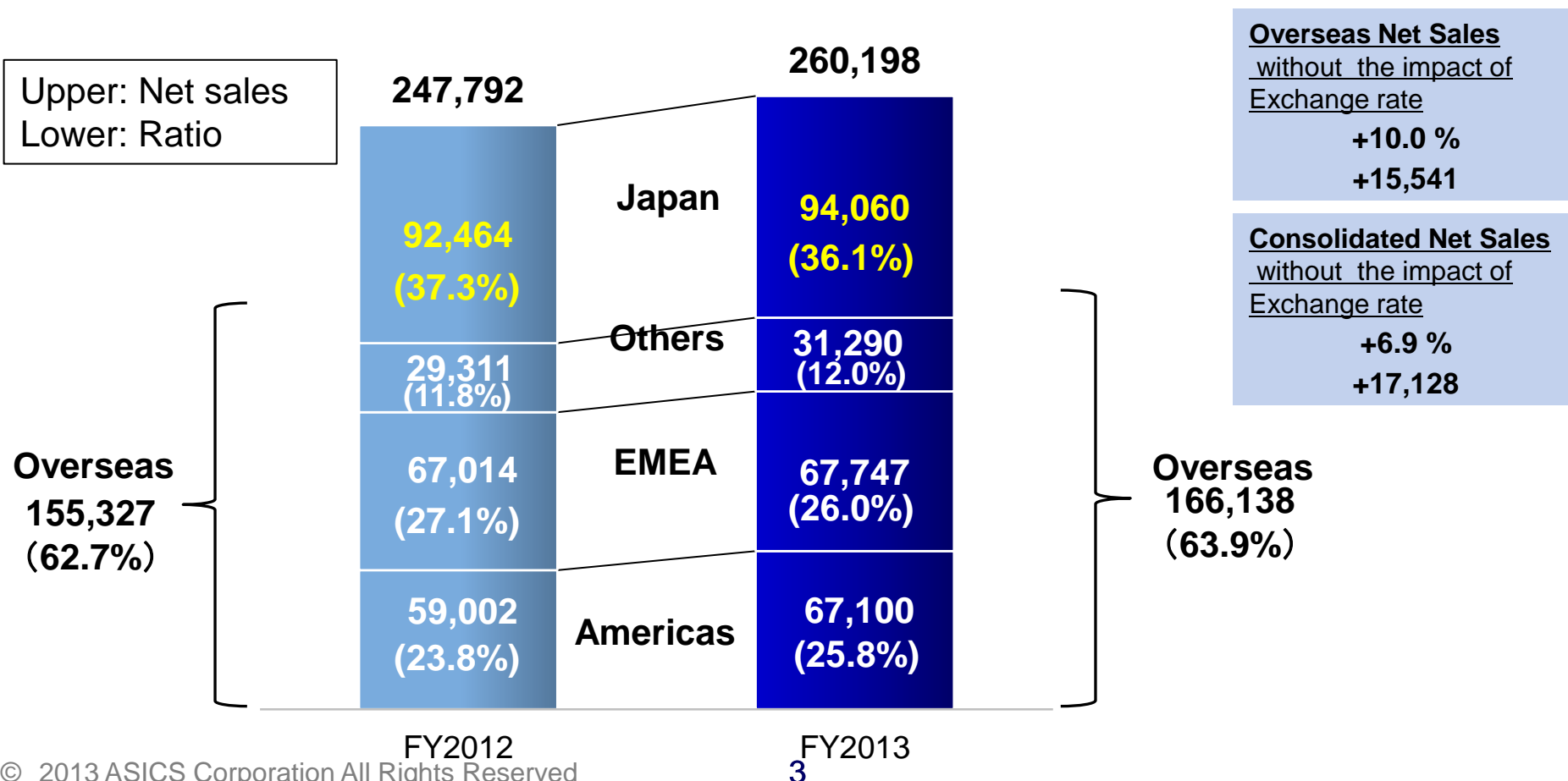


(Unit: Millions of yen)	FY2012	FY2013	Y on Y	
Net sales	247,792	260,198	+12,406	+5.0%
Gross profit	107,549	113,838	+6,288	+5.8%
Gross profit margin	43.4%	43.8%	-	+0.4ppts
S.G.&A. expenses	87,920	95,174	+7,254	+8.3%
Operating income	19,628	18,663	-965	-4.9%
Operating income margin	7.9%	7.2%	-	-0.7ppts
Ordinary income	19,702	20,526	+823	+4.2%
Pretax income	20,649	20,803	+153	+0.7%
Net income	12,617	13,773	+1,155	+9.2%

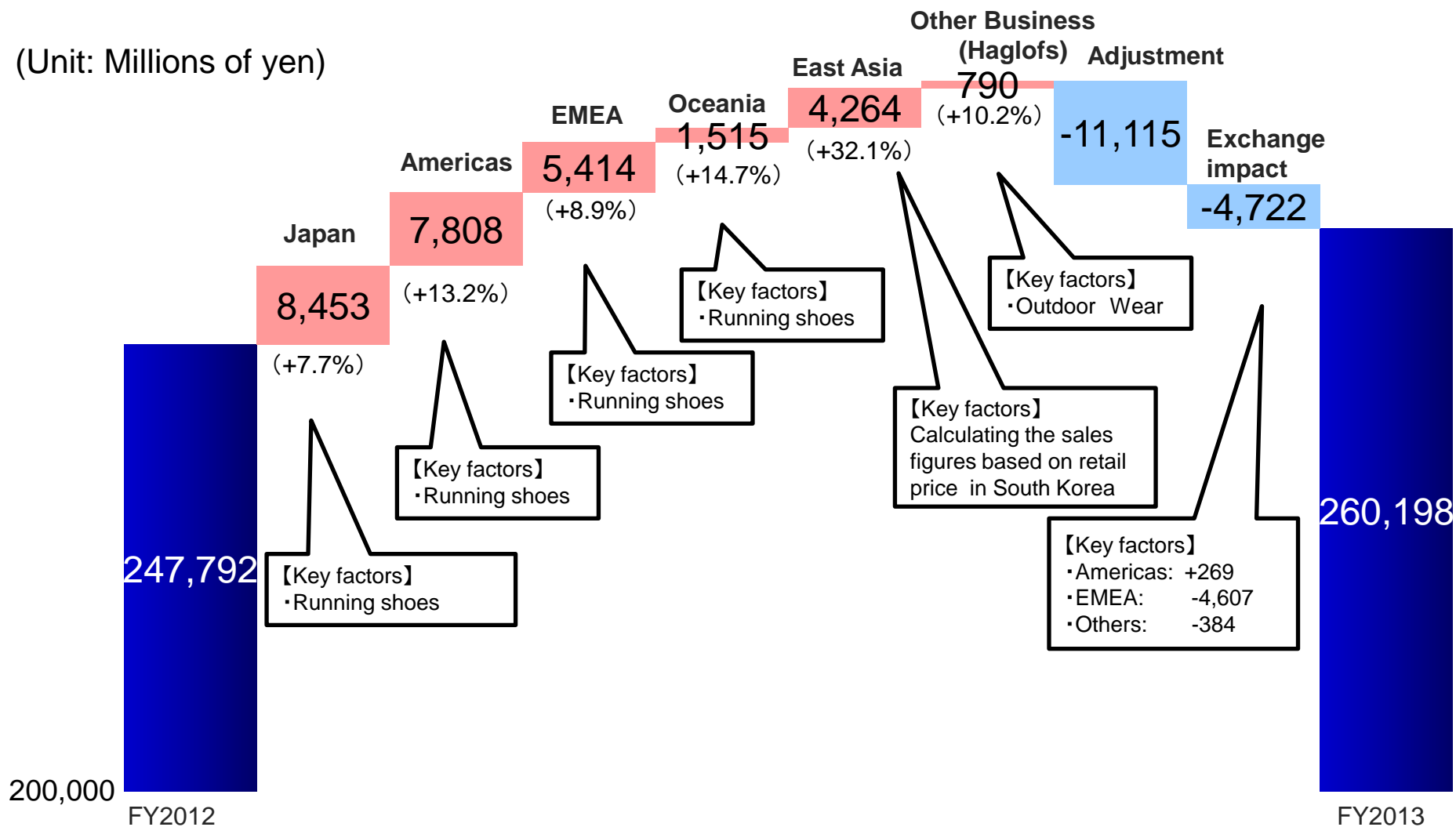
# Consolidated Net Sales (Japan & Overseas)



(Unit: Millions of yen)	FY2012	FY2013	Y on Y	
Japan	92,464	94,060	+1,595	+1.7%
Overseas	155,327	166,138	+10,811	+7.0%
Total	247,792	260,198	+12,406	+5.0%



# Detail of increase and decrease of Consolidated Net Sales



# Consolidated Financial Result: Financial Situation

(Unit: Millions of yen)

 FY2012  FY2013

## Profit

### Net Income per Share

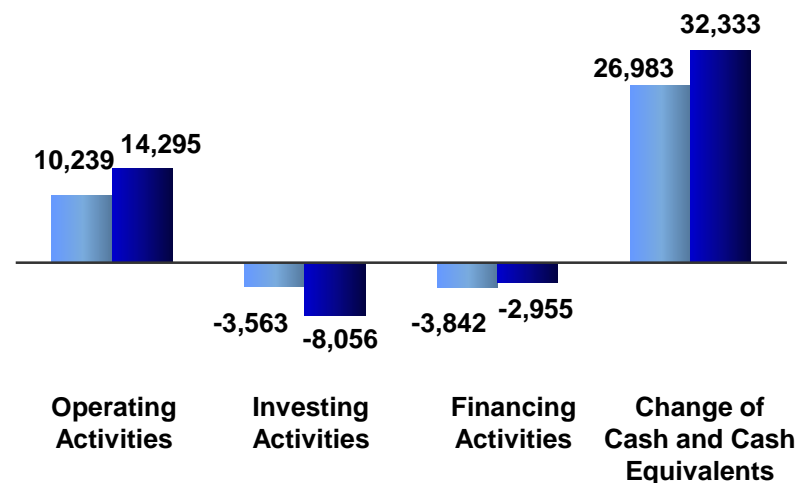
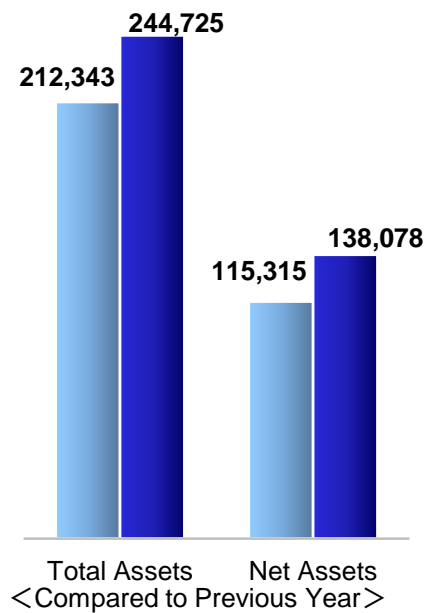
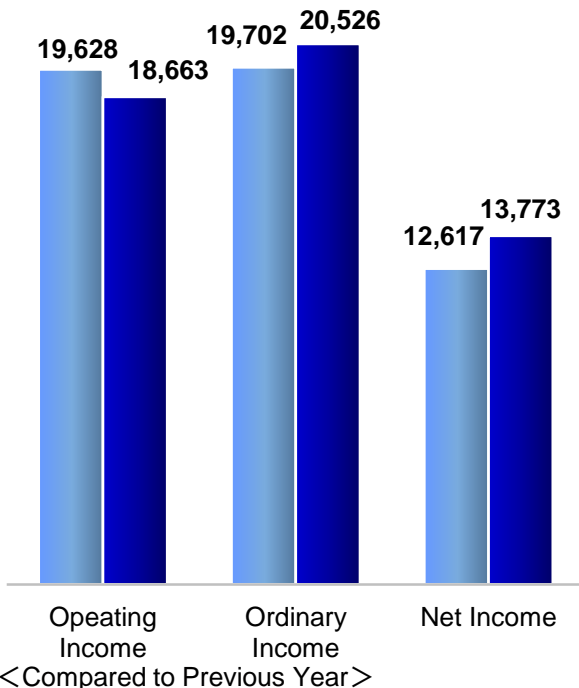
FY2012	66.55YEN
FY2013	72.65YEN

## Financial Position

### Shareholders' equity ratio

FY2012	50.8 %
FY2013	53.1 %

## Cash flow



Operating Income	Ordinary Income	Net Income
-4.9%	+4.2%	+9.2%
-965	+823	+1,155

Total Assets	Net Assets
+15.2%	+19.7 %
+32,381	+22,762

	Operating Activities	Investing Activities	Financing Activities
Y on Y	+4,056	-4,493	+886

# Segment Information

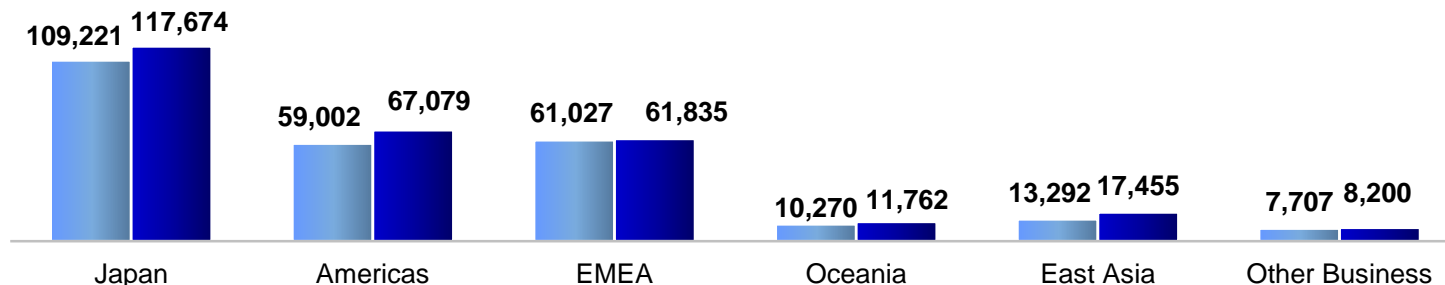


(Unit: Millions of yen)

FY2012

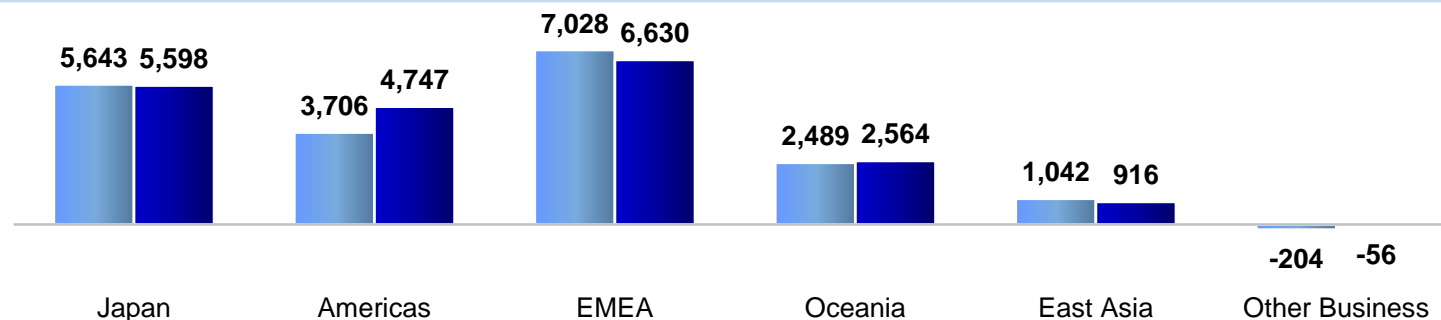
FY2013

## Net Sales



vs Previous Year JPY (Local Currency)	+7.7% (—)	+13.7% (+13.2%)	+1.3% (+8.9 %)	+14.5% (+14.7 %)	+31.3% (+32.1%)	+6.4% (+10.2%)
FY2013 Exchange Rate (Previous Year)	— (—)	79.93YEN/USD (79.61YEN/USD)	103.22YEN/EURO (110.91YEN/EURO)	82.73YEN/AUD (82.89YEN/AUD)	0.0711YEN/KRW (0.0718YEN/KRW)	11.88 YEN/SEK (12.31 YEN/SEK)

## Operating Income

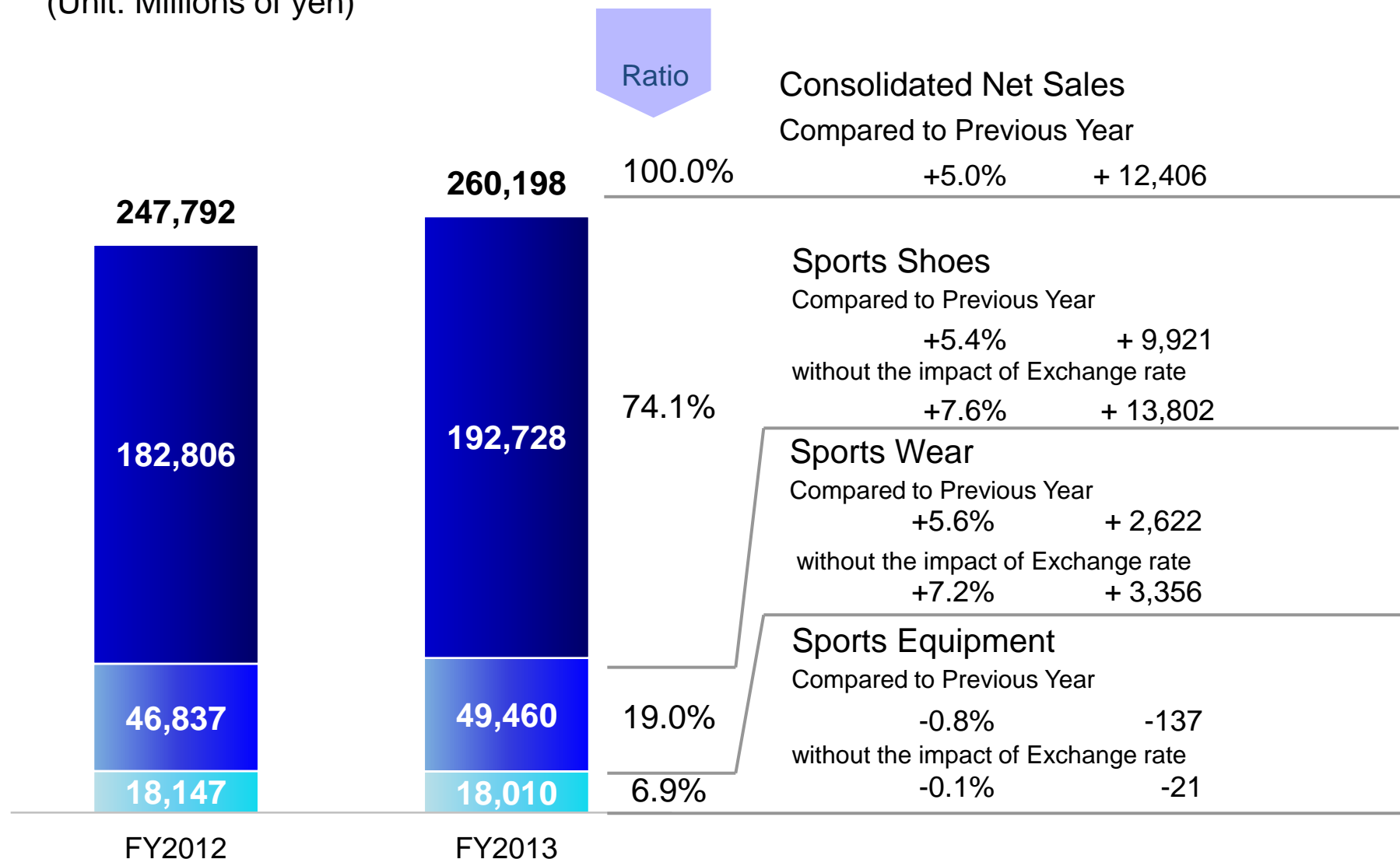


vs Previous Year JPY (Local Currency)	-0.8% (—)	+28.1% (+27.6%)	-5.7% (+1.4%)	+3.0% (+3.2%)	-12.1% (-12.1)	— (—)
Operating Income(loss) Ratio (Previous Year)	4.8% (5.2%)	7.1% (6.3%)	10.7% (11.5%)	21.8% (24.2%)	5.2% (7.8%)	-0.7% (-2.7%)

# Consolidated Net Sales (by Product)



(Unit: Millions of yen)



# Net Sales by Product ( Japan / Overseas )



(Unit: Millions of yen)

FY2012

FY2013

## Japan

Ratio

92,464

94,060

49,935

52,912

28,619

28,090

13,910

13,056

FY2012

FY2013

36.1%

Net Sales Compared to Previous Year

+1.7%

+1,595

20.3%

Sports Shoes Compared to Previous Year

+6.0%

+2,977

10.8%

Sports Wear Compared to Previous Year

- 1.8%

- 528

5.0%

Sports Equipment Compared to Previous Year

-6.1%

- 853

## Overseas

Ratio

155,327

166,138

132,871

139,815

18,218

21,369

FY2012

FY2013

4,237

4,953

63.9%

Net Sales Compared to Previous Year

+7.0%

+10,811

without the impact of Exchange rate

+10.0%

+15,541

53.8%

Sports Shoes Compared to Previous Year

+5.2%

+6,944

without the impact of Exchange rate

+8.1%

+10,825

8.2%

Sports Wear Compared to Previous Year

17.3%

+3,150

without the impact of Exchange rate

+21.3%

+3,884

4.9%

Sports Equipment Compared to Previous Year

+16.9%

+715

without the impact of Exchange rate

+19.6%

+831



# Sports Shoes (Consolidated Net Sales by Region)



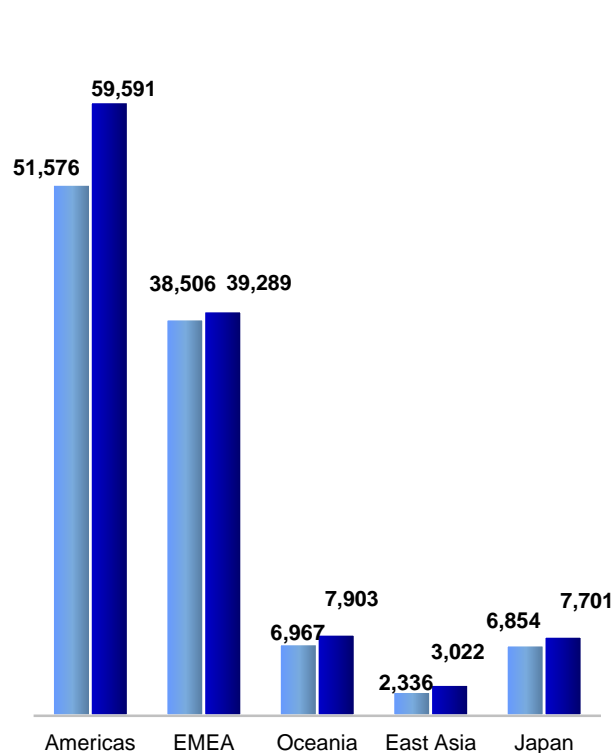
(Unit: Millions of yen)

FY2012 FY2013

## Running Shoes

### Total

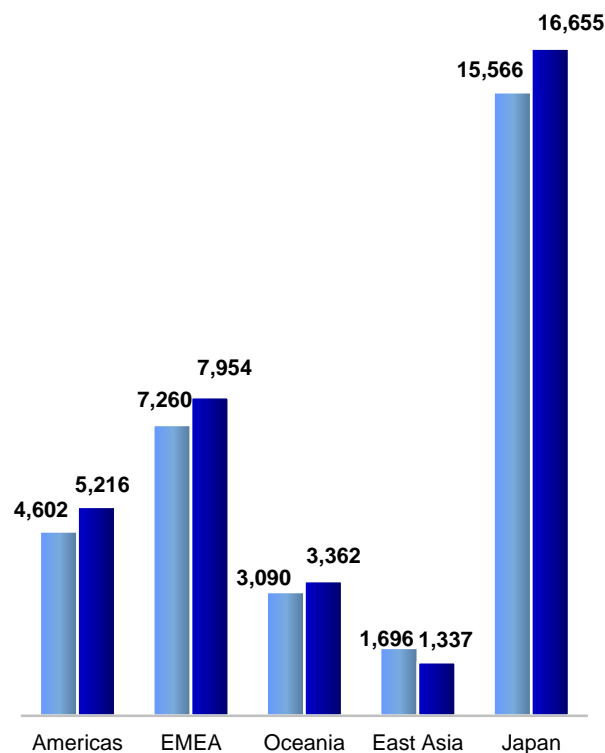
FY2012 : 106,239  
FY2013 : 117,506



## Athletic Shoes

### Total

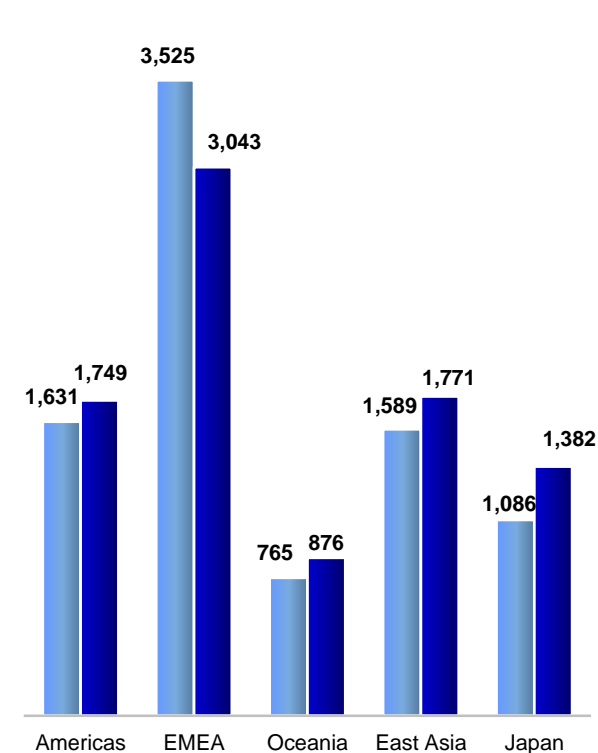
FY2012 : 32,214  
FY2013 : 34,524



## Onitsuka Tiger shoes

### Total

FY2012 : 8,596  
FY2013 : 8,821



	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	+15.5%	+2.0%	+13.4%	+29.4%	+12.4%	+10.6%
Vs Previous Year (Local Currency)	+15.1%	+9.6%	+13.7%	—	—	—

	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	+13.3%	+9.6%	+8.8%	-21.2%	+7.0%	+7.2%
Vs Previous Year (Local Currency)	+12.8%	+17.7%	+8.9%	—	—	—

	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	+7.2%	-13.7%	+14.5%	+11.5%	+27.3%	+2.6%
Vs Previous Year (Local Currency)	+6.8%	-7.2%	+14.8%	—	—	—

# Sports Wear (Consolidated Net Sales by Region)



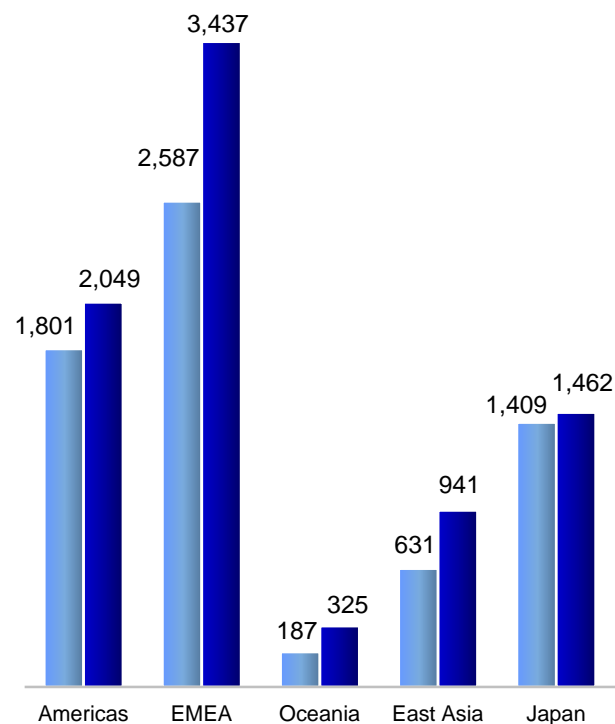
(Unit: Millions of yen)

## Running wear

### Total

FY2012 : 6,615

FY2013 : 8,214



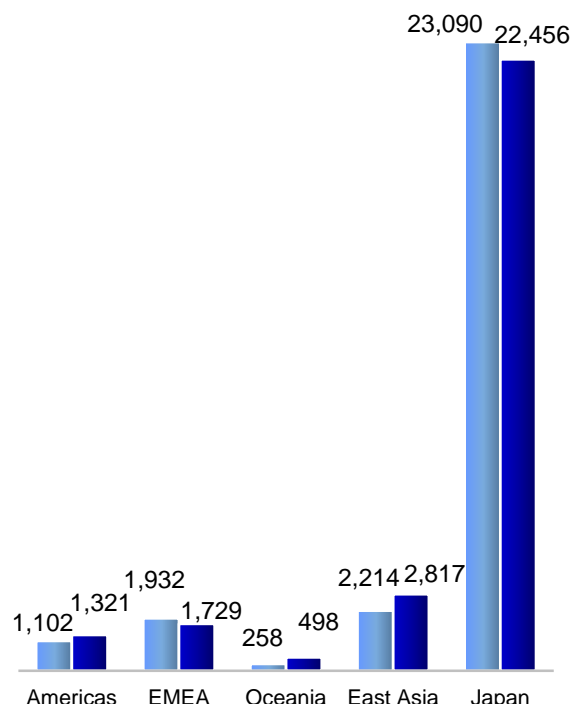
	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	+13.8%	+32.9%	+73.8%	+49.1%	+3.8%	+24.2%
Vs Previous Year (Local Currency)	+13.3%	+42.7%	+73.8%	—	—	—

## Athletic wear

### Total

FY2012 : 28,596

FY2013 : 28,821



	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	+19.9%	-10.5%	+93.0%	+27.2%	-2.7%	+0.8%
Vs Previous Year (Local Currency)	+19.4%	-3.8%	+93.3%	—	—	—

FY2012

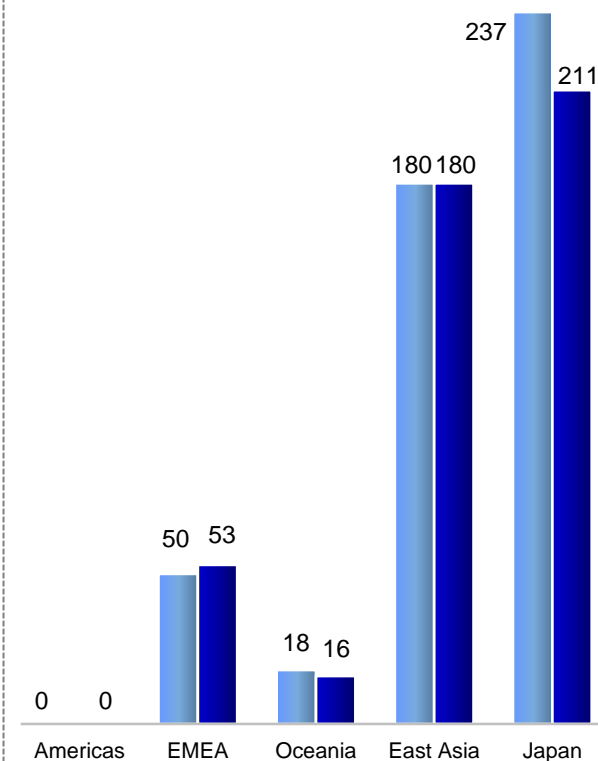
FY2013

## Onitsuka Tiger wear

### Total

FY2012 : 485

FY2013 : 460



	Americas	EMEA	Oceania	East Asia	Japan	Total
Vs Previous Year (Yen)	—	+6.0%	-11.1%	+0.0%	-11.0%	-5.2%
Vs Previous Year (Local Currency)	—	+14.5%	-9.4%	—	—	—

## Consolidated

(Unit: Millions of yen)	FY2013 Actual	FY2014 Forecast	Y on Y	
<b>Net Sales</b>	260,198	<b>305,000</b>	+44,801	+17.2%
<b>Operating Income</b>	18,663	<b>22,000</b>	+3,336	+17.9%
<b>Ordinary Income</b>	20,526	<b>22,000</b>	+1,473	+7.2%
<b>Net Income</b>	13,773	<b>13,500</b>	-273	-2.0%

### 【Foreign Currency Exchange Rates】

<b>FY2014</b>	90.00YEN/USD	120.00YEN/EURO	90.00YEN/AUD	0.0800YEN/KRW	14.00YEN/SEK
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Cash dividend per share: **14Yen**(End of year)