



# Mizuno Corporation

## The 110th Period (Year ending March 31, 2023)

### 1<sup>st</sup> Quarter Financial Report

August 9, 2022

This report includes forecasts based on our assumptions, outlook and plans for the future as of August 9, 2022, which may substantially differ from actual results due to risks and uncertainties relating to the global economy, competitors' situations, changes in exchange rates, etc..



Versus FY2021-1Q

**Revenues**                                      **46.2 billion yen**                                      **+3.3 billion (107.8%)**

- ▶ Driven by growth in golf business.
- ▶ In addition to outdoor sports which had shown stable performance in recent years, indoor sports recovered from damage caused by COVID-19.
- ▶ Positive business climate in Japan compared to FY2021-1Q.

**Operating profit**                                      **3.8 billion yen**                                      **+0.5 billion (116.8%)**

- ▶ Contributed by the increase in sales and gross profit.
- ▶ Cost reduction measures adopted over the past year enhanced our business efficiency.
- ▶ Record operating profit for the 1st quarter.

**Ordinary profit**                                      **4.5 billion yen**                                      **+1.0 billion (129.8%)**

- ▶ Contributed by the increase in operating profit.
- ▶ Record ordinary profit for the 1st quarter.

**Net income**                                      **3.5 billion yen**                                      **+0.8 billion (127.6%)**

- ▶ Record net income for the 1st quarter..

# Consolidated Income Statement (YTD)



| Billions of yen        | FY2021<br>(3 months) | FY2022<br>(3 months) | Versus<br>FY2021(%) |
|------------------------|----------------------|----------------------|---------------------|
| Revenues               | 42.9                 | <b>46.2</b>          | +7.8%               |
| Gross margin           | 18.5                 | <b>19.5</b>          | +5.4%               |
| Gross margin ratio     | 43.2%                | <b>42.3%</b>         | -0.9P               |
| SG&A expenses          | 15.3                 | <b>15.7</b>          | +2.9%               |
| SG&A expenses ratio    | 35.7%                | <b>34.1%</b>         | -1.6P               |
| Salaries & bonus       | 5.5                  | <b>5.6</b>           | +2.3%               |
| A&P expenses           | 2.4                  | <b>2.5</b>           | +2.6%               |
| Operating profit       | 3.2                  | <b>3.8</b>           | +16.8%              |
| Operating profit ratio | 7.6%                 | <b>8.2%</b>          | +0.6P               |
| Ordinary profit        | 3.5                  | <b>4.5</b>           | +29.8%              |
| Ordinary profit ratio  | 8.1%                 | <b>9.8%</b>          | +1.7P               |
| Net income             | 2.7                  | <b>3.5</b>           | +27.6%              |
| Exchange rate JPY/1USD | 106.24               | <b>117.12</b>        |                     |
| JPY/1GBP               | 153.25               | <b>162.49</b>        |                     |
| JPY/1EUR               | 131.80               | <b>138.27</b>        | (vs EMEA brunch)    |

# Consolidated Balance Sheet



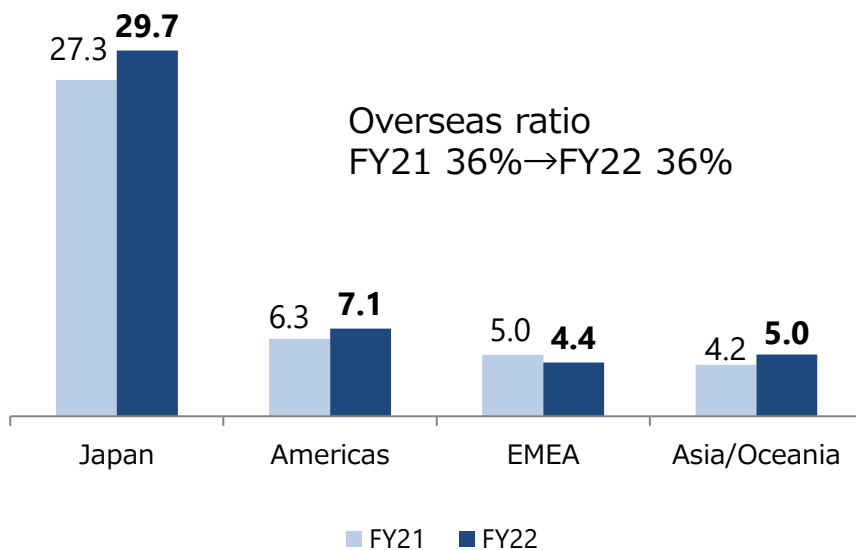
| Billions of yen          | Jun.30<br>2021 | Mar.31<br>2022 | Jun.30<br>2022 | Versus<br>Jun 30<br>2021 |
|--------------------------|----------------|----------------|----------------|--------------------------|
| <b>Total assets</b>      | 158.2          | 166.4          | <b>170.2</b>   | +12.0                    |
| Cash & deposits          | 24.6           | 24.4           | <b>23.9</b>    | -0.7                     |
| Accounts receivable      | 32.5           | 37.1           | <b>34.7</b>    | +2.2                     |
| Inventories              | 36.4           | 38.7           | <b>42.7</b>    | +6.3                     |
| Fixed assets             | 42.7           | 43.4           | <b>44.0</b>    | +1.3                     |
| Investment securities    | 6.8            | 6.8            | <b>6.6</b>     | -0.2                     |
| Deferred tax assets      | 2.3            | 2.1            | <b>2.1</b>     | -0.2                     |
| <b>Total liabilities</b> | 50.9           | 53.9           | <b>52.9</b>    | +2.0                     |
| Short-term loan          | 5.0            | 3.7            | <b>4.0</b>     | -1.0                     |
| Long-term loan           | 9.2            | 7.0            | <b>7.6</b>     | -1.6                     |
| <b>Net assets</b>        | 107.3          | 112.5          | <b>117.3</b>   | +10.0                    |

# Revenues by Region & Product



- The below charts show revenues by region & product for FY2022 1Q YTD. (Billions of JPY)

Revenues by Region



Revenues by Products

