



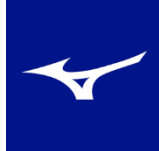
Mizuno Corporation

The 111th Period (Year ending March 31, 2024)

Financial Report

May 10, 2024

This report includes forecasts based on our assumptions, outlook and plans for the future as of May 10, 2024, which may substantially differ from actual results due to risks and uncertainties relating to the global economy, competitors' situations, changes in exchange rates, etc..



FY2023 was record-breaking year for Mizuno group

<p>Record high</p> <p>Net Sales Profit</p>	<p>Net Sales</p> <p>229.7bn JPY</p> <p>+8.3% yoy</p>	<p>Operating profit</p> <p>17.3bn JPY</p> <p>+33.5% yoy</p>	<p>Ordinary profit</p> <p>19.3bn JPY</p> <p>+37.4% yoy</p>	<p>Net profit</p> <p>14.3bn JPY</p> <p>+44.4% yoy</p>
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<p>Record high</p> <p>Profit ratio</p>	<p>Operating profit ratio</p> <p>7.5%</p> <p>+1.4pts yoy</p>	<p>Ordinary profit ratio</p> <p>8.4%</p> <p>+1.8pts yoy</p>	<p>Net profit ratio</p> <p>6.2%</p> <p>+1.5pts yoy</p>
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<p>Record high</p> <p>Capital efficiency Shareholder return</p>	<p>ROA</p> <p>8.8%</p> <p>+1.5pts yoy</p>	<p>ROE</p> <p>10.8%</p> <p>+2.4pts yoy</p>	<p>Dividend</p> <p>120JPY (+50JPY yoy)</p> <p>EPS : 559.71 JPY (+172.00 JPY yoy)</p>
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(Billions of JPY)	FY22	FY23	change	change (%)	Forecast	vs Forecast (%)			
Net sales	212.0	229.7	17.7	108.3	225.0	102.1			
Gross profit	81.0	90.9	9.9	112.3			FX rate	FY22	FY23
Gross profit ratio	38.2%	39.6%	1.4				JPY/USD	130.78	140.55
Salaries & bonus	24.2	24.9	0.7	103.1			JPY/GBP	163.60	181.39
A&P expenses	10.6	11.1	0.5	105.2			JPY/EUR (branches)	141.26	156.80
SG&A expenses	68.1	73.7	5.6	108.2					
SG&A expenses ratio	32.1%	32.1%	△0.0				JPY/EUR (subsidiaries)	137.93	152.27
Operating profit	12.9	17.3	4.4	133.5	16.5	104.7			
Operating profit ratio	6.1%	7.5%	1.4						
Ordinary profit	14.0	19.3	5.3	137.4	17.5	110.2			
Ordinary profit ratio	6.6%	8.4%	1.8						
Net income	9.9	14.3	4.4	144.4	12.5	114.5			



(Billions of JPY)	FY22	FY23	change	change(%)
Total assets	197.5	206.2	8.7	4.4
Cash & deposits	23.8	32.0	8.2	34.0
Accounts receivable	48.0	48.8	0.8	1.6
Inventories	55.4	52.4	△3.0	△5.3
Fixed assets	45.6	43.6	△2.0	△4.3
Investment securities	7.2	9.5	2.3	31.4
Deferred tax assets	1.9	1.7	△0.2	△9.9
Total liabilities	73.2	64.1	△9.1	△12.5
Short-term loan	11.4	1.1	△10.3	△90.6
Long-term loan	12.4	11.6	△0.8	△6.6
Net assets	124.3	142.1	17.8	14.3



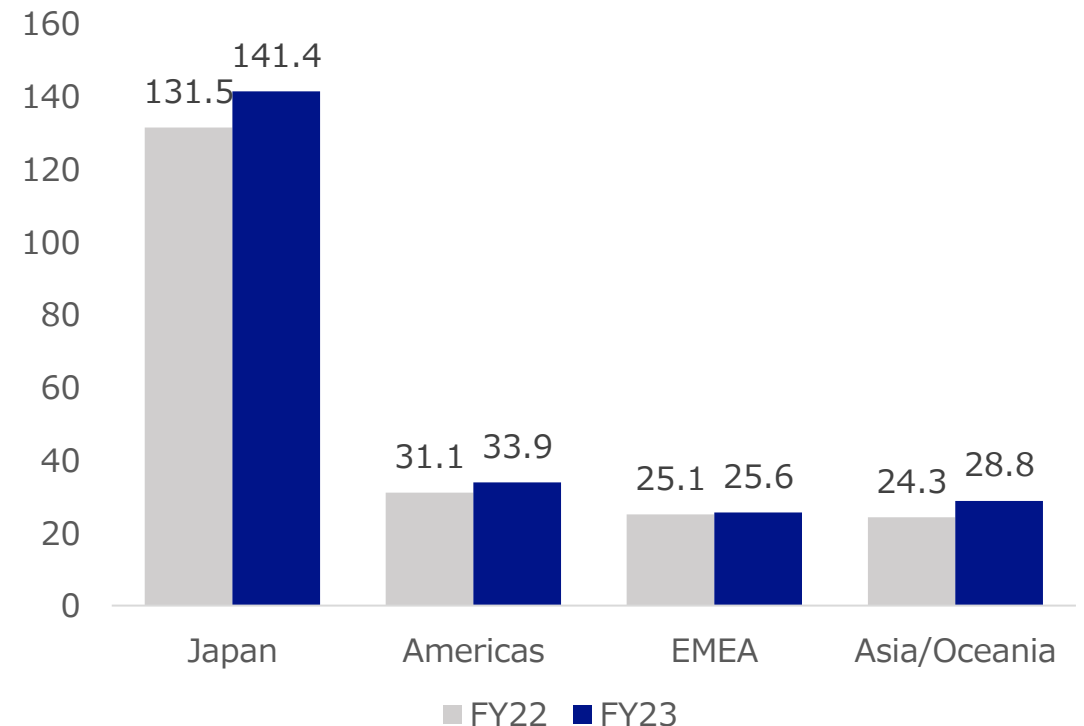
✓ ROE exceeds 10% and PBR exceeds 1x.

	FY22	FY23	change		FY22	FY23	change
Return on assets (ROA)	7.3%	8.8%	+1.5	Price Earnings Ratio(PER)	8.01	11.36	+3.35
Return on equity (ROE)	8.4%	10.8%	+2.4	Price book value ratio (PBR)	0.64	1.15	+0.51
Shareholder's equity ratio	62.6%	68.6%	+6.0	Price at the end of this period	3,105	6,360	+3,255
Earnings per share (EPS)	387.71	559.71	+172.00				
Book value per share (BPS)	4,840.37	5,531.81	+691.44				



- ✓ Football, Indoor, Baseball, Work, Lifestyle shoes etc. performed well in Japan.
- ✓ Sales in Competitive sports such as Football and Indoor increased in overseas market.
- ✓ Overseas sales ratio was 38.4%, up by 0.4 points compared to FY2022.

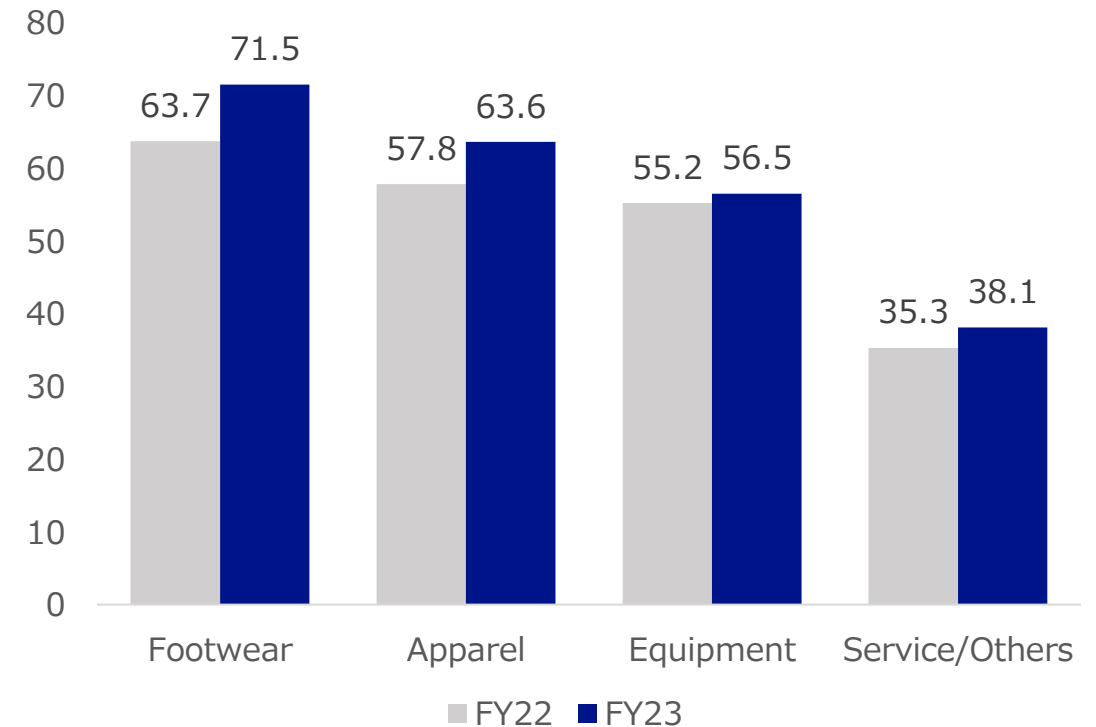
(Billions of JPY)	FY22	FY23	change	change (%)
Japan	131.5	141.4	9.9	7.5
Americas	31.1	33.9	2.8	9.1
EMEA	25.1	25.6	0.5	1.7
Asia/Oceania	24.3	28.8	4.5	18.6
Total	212.0	229.7	17.7	8.3





- ✓ Footwear grew mainly in competitive sports market(Football etc.).
- ✓ Growth in team sports apparel like Baseball.

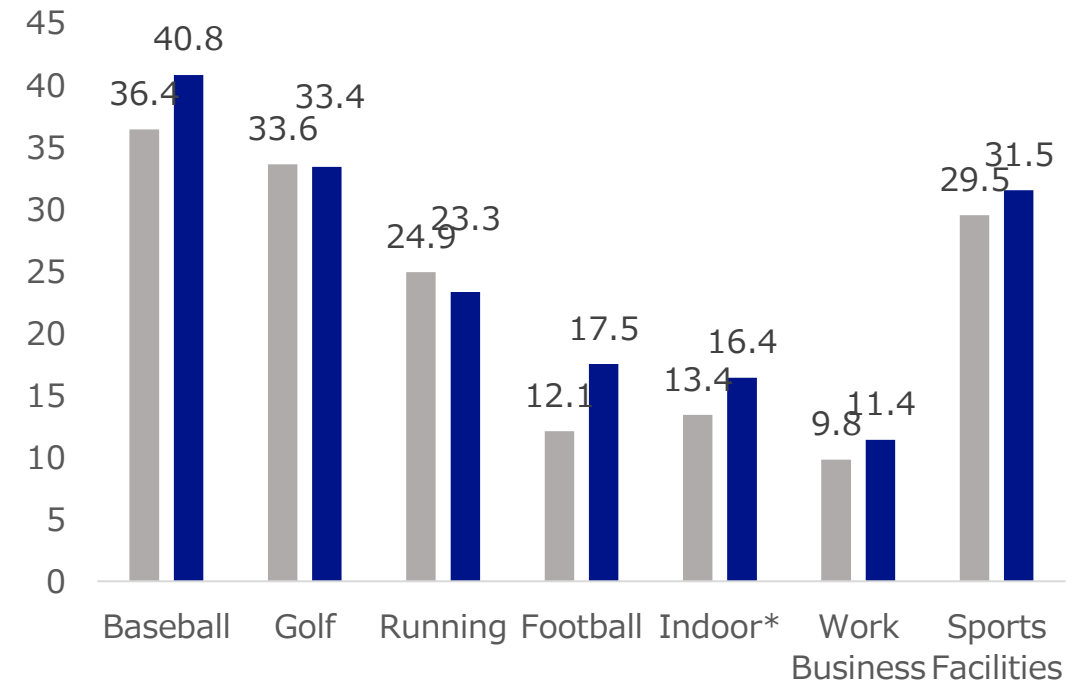
(Billions of JPY)	FY22	FY23	change	change (%)
Footwear	63.7	71.5	7.8	12.2
Apparel	57.8	63.6	5.8	10.1
Equipment	55.2	56.5	1.3	2.3
Service/Others	35.3	38.1	2.8	7.7
Total	212.0	229.7	17.7	8.3





- ✓ Strong performance in competitive sports categories such as Football, Indoor, Baseball etc..
- ✓ Sales in Work, non-sports category, kept increasing.

(Billions of JPY)	FY22	FY23	change	change (%)
Baseball	36.4	40.8	4.4	12.2
Golf	33.6	33.4	△0.2	△0.6
Running	24.9	23.3	△1.6	△6.5
Football	12.1	17.5	5.4	44.6
Indoor*	13.4	16.4	3.0	22.5
Work Business	9.8	11.4	1.6	17.0
Sports Facilities	29.5	31.5	2.0	6.7



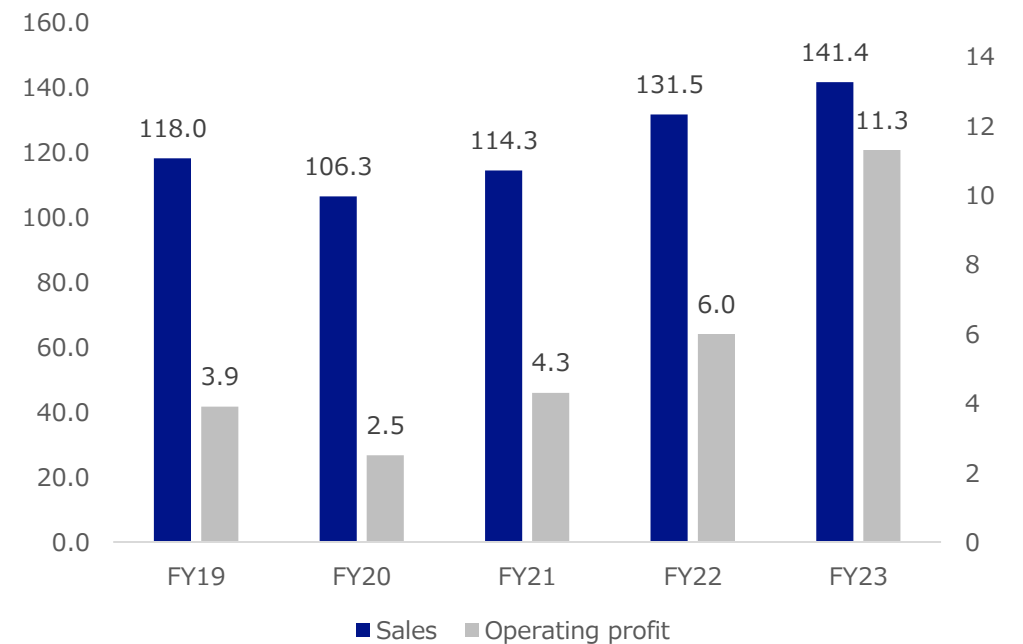
*Indoor includes volleyball, badminton, table tennis, basketball and so on.

■ FY22 ■ FY23



- ✓ Football, our strategic category, grew strongly.
- ✓ Favorable sales in Baseball, Volleyball, and other competitive sports products.
- ✓ Sales in Work and Lifestyle footwear increased.
- ✓ Record Net sales and operating profit.

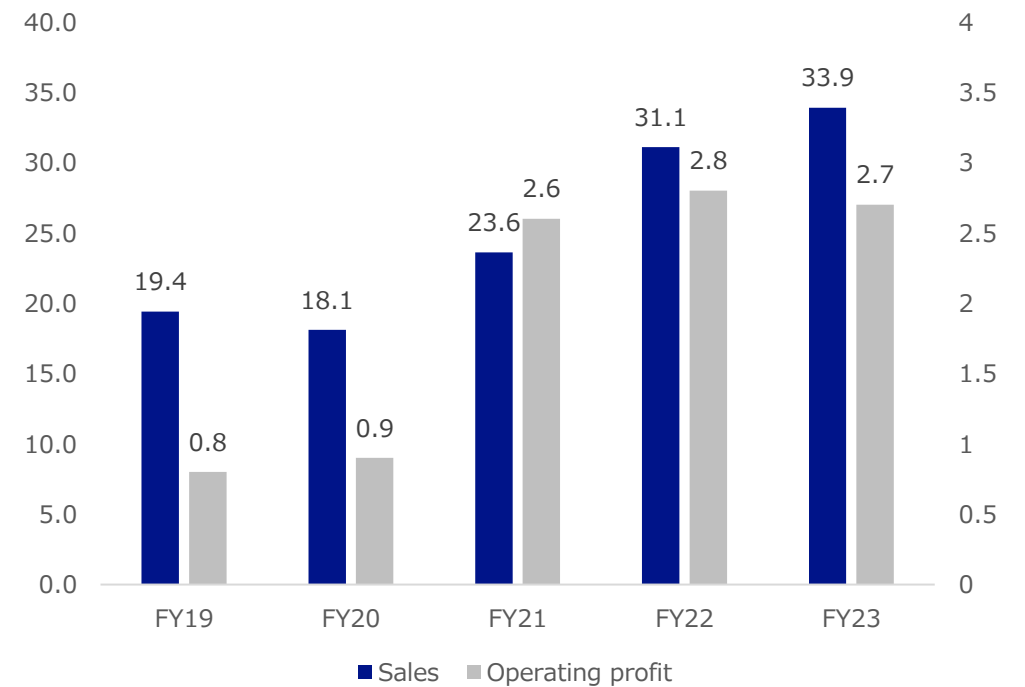
(Billions of JPY)	FY22	FY23	change	change (%)
Footwear	29.8	33.8	4.0	13.3
Apparel	42.6	46.9	4.3	9.9
Equipment	23.9	23.2	△0.7	△2.9
Service/Others	35.1	37.5	2.4	6.9
Total	131.5	141.4	9.9	7.5





- ✓ Sales in Golf continued to increase.
- ✓ Sales in team sports business such as Baseball and Volleyball improved.
- ✓ Record Net sales.

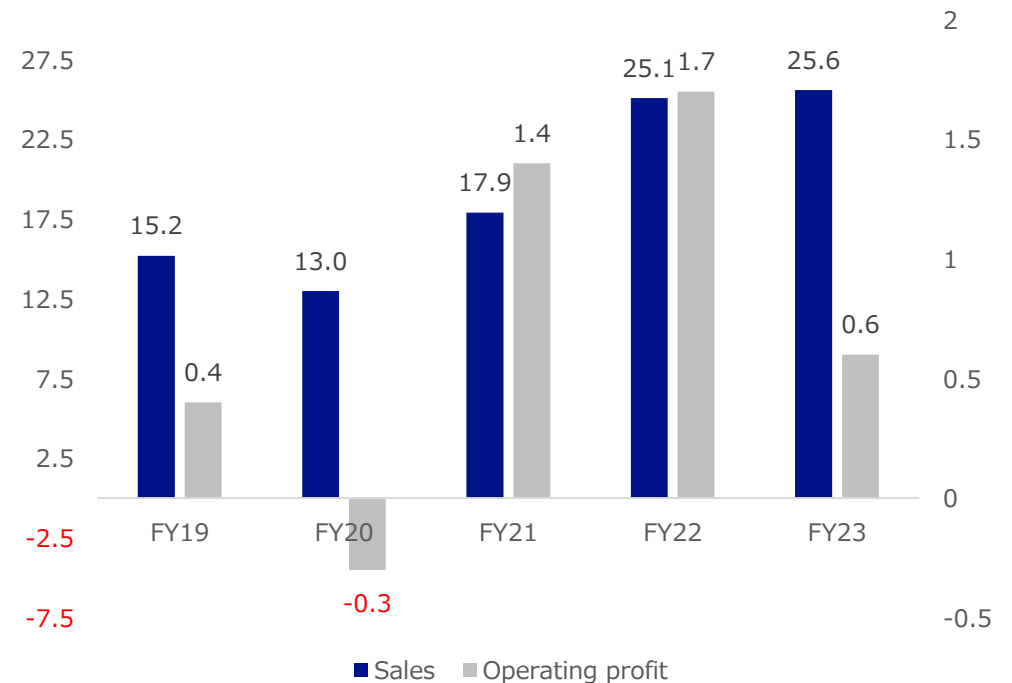
(Billions of JPY)	FY22	FY23	change	change (%)
Footwear	7.0	8.0	1.0	15.5
Apparel	5.5	5.5	△0.0	△1.0
Equipment	18.6	20.4	1.8	9.6
Service/Others	-	-	-	-
Total	31.1	33.9	2.8	9.1





- ✓ Growth in Football and Indoor.
- ✓ Sales in Lifestyle footwear increased.
- ✓ Profit was negatively impacted by high inventory in retailers and purchasing price increase.
- ✓ Record Net Sales.

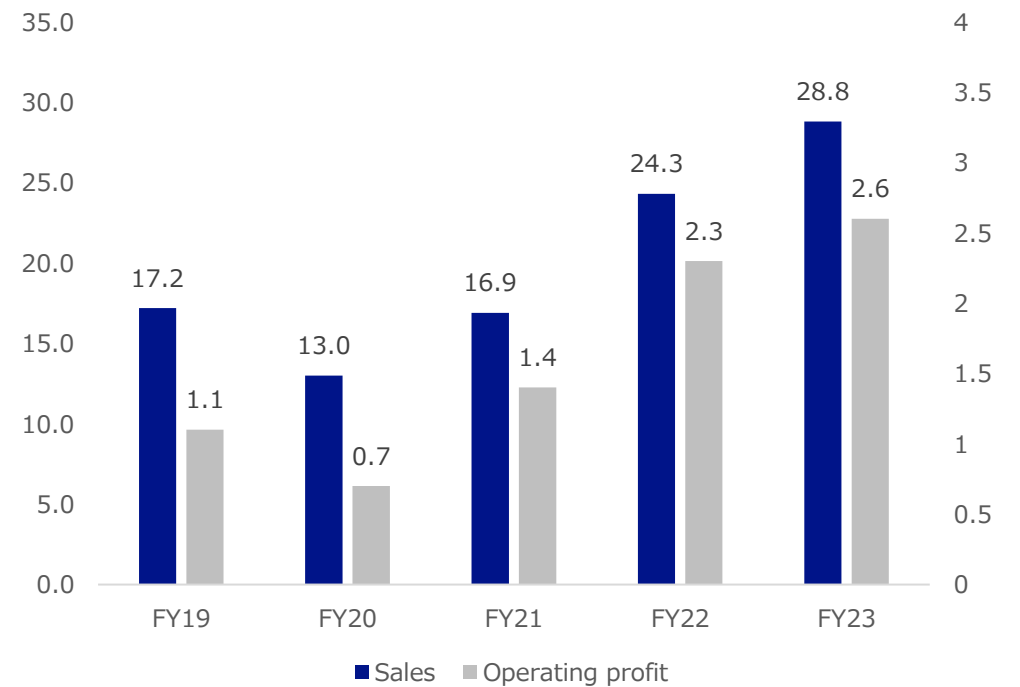
(Billions of JPY)	FY22	FY23	change	change (%)
Footwear	16.7	17.2	0.5	3.4
Apparel	4.4	4.5	0.1	0.5
Equipment	4.0	3.9	△0.1	△4.0
Service/Others	-	-	-	-
Total	25.1	25.6	0.5	1.7





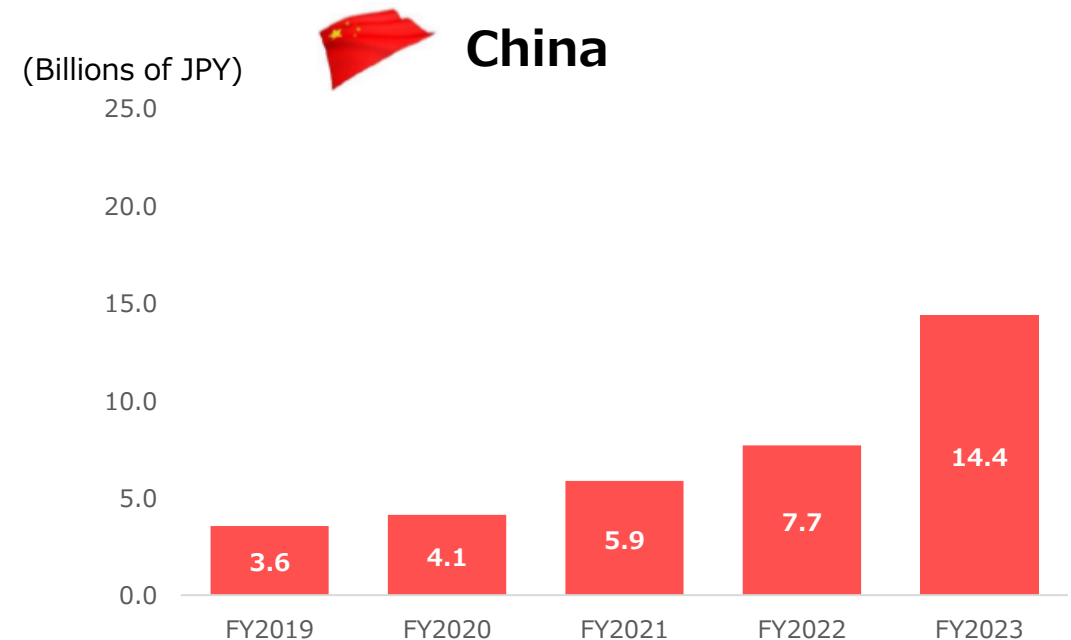
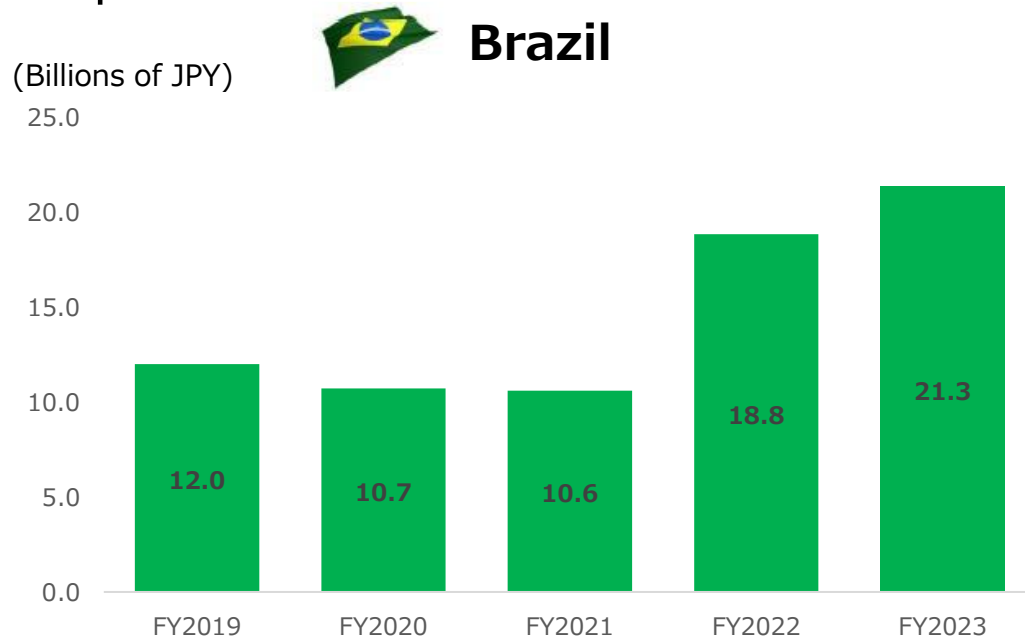
- ✓ Strong sales in Football in Korea and Southeast Asia.
- ✓ Growth in Competitive sports category (e.g., Badminton).
- ✓ Construction of artificial turf in a baseball stadium in Taiwan. This is the first time for Mizuno group to record construction revenue outside Japan.
- ✓ Record Net sales and Operating profit.

(Billions of JPY)	FY22	FY23	change	change (%)
Footwear	10.3	12.5	2.2	21.1
Apparel	5.2	6.8	1.6	32.2
Equipment	8.6	9.0	0.4	4.1
Service/Others	0.2	0.5	0.3	157.2
Total	24.3	28.8	4.5	18.6





- ✓ Mizuno conducts business through local distributors in both countries and receives royalties from them.
- ✓ Main product in Brazil is footwear. Local manufacturing started in 2021. Production of football shoes started in 2023.
- ✓ In China Mizuno granted a local distributor marketing rights in some business categories in 2019. Both sales in E-commerce and directly operated stores performed well in 2023.

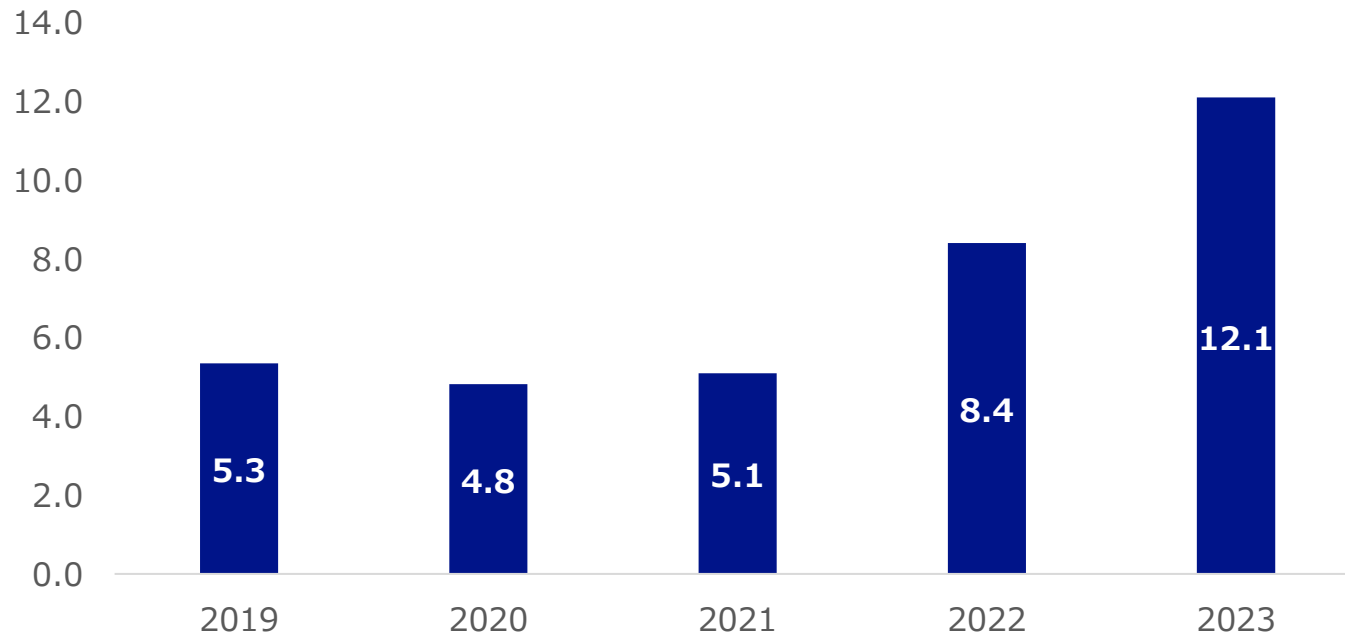




- ✓ The growth was driven by the mixture of our highly appreciated products and marketing efforts.
- ✓ Sales have more than doubled in last five years.
- ✓ Business is expanding not only in Japan but also in Europe, Southeast Asia, and other foreign countries.

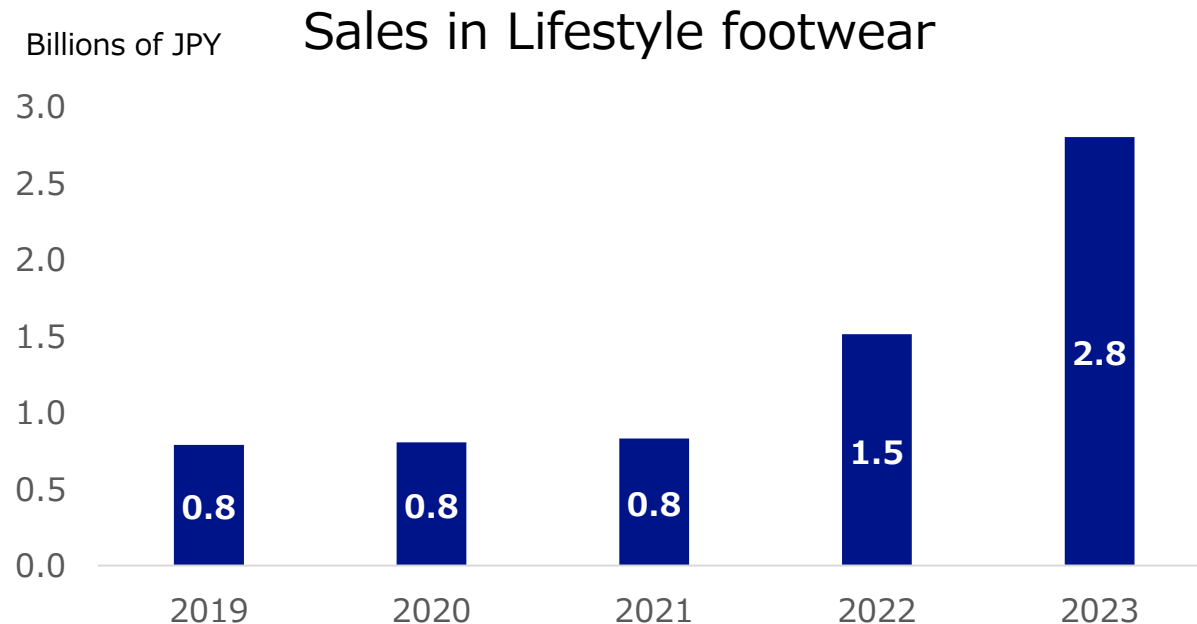


Billions of JPY Sales in Football footwear (soccer)

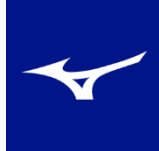




- ✓ Enhanced industry recognition through continuous product planning and collaboration with other brands.
- ✓ Opened a new directly managed store focusing on lifestyle footwear and explored new sales channels.
- ✓ Europe and other overseas markets are the focus of business expansion.



Mizuno shop Shinsaibashi
(Osaka, Japan)



Consolidated financial result forecast for FY2024

(million of JPY)

Net sales	Operating income	Ordinary income	Profit attributable to owners of parent
250,000	19,000	20,500	15,000

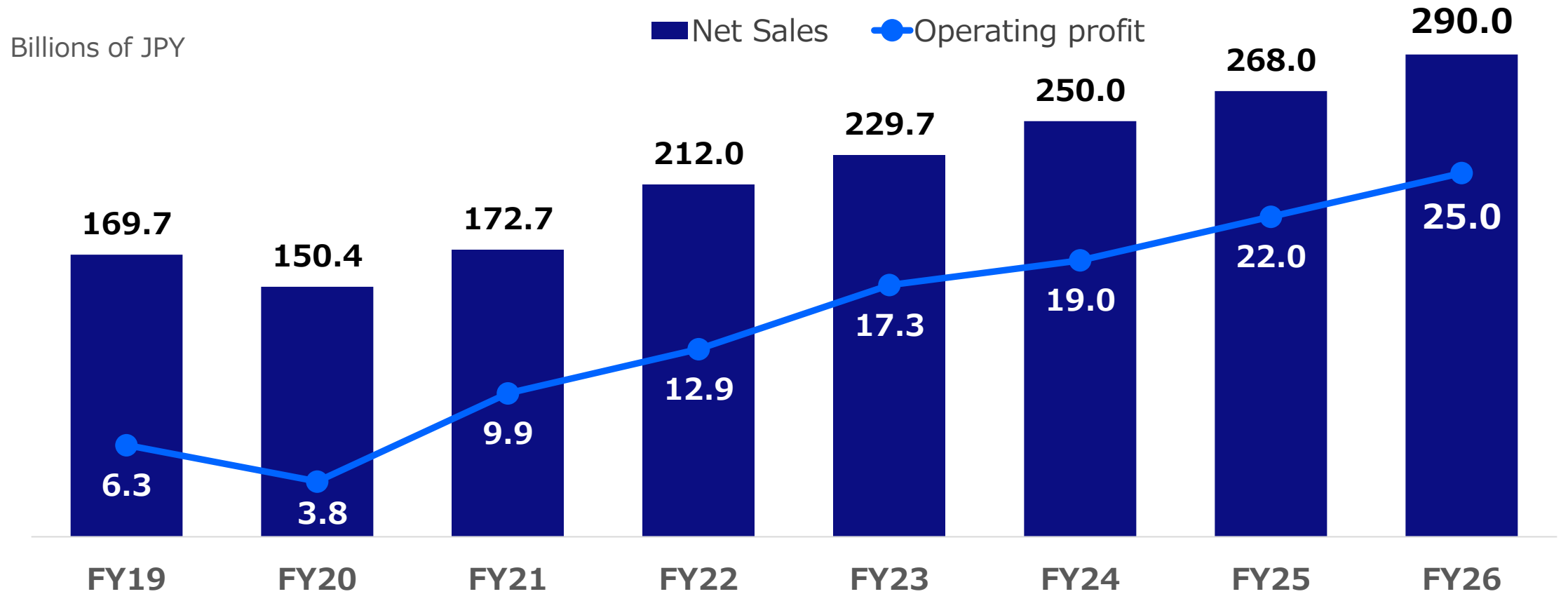
Cash dividend forecast for FY2024

	Dividend per Share (yen)		
	Interim Dividend	Year-End Dividend	Annual
Forecast for the fiscal year ending March 31, 2025	60 yen	60 yen	120 yen
Actual results for the fiscal year ending March 31, 2024	35 yen	85 yen	120 yen



Mid term plan for FY2024 through FY2026 is as follows.

Mizuno aims to achieve net sales of 290bn JPY and operating profit of 25bn JPY in FY26.

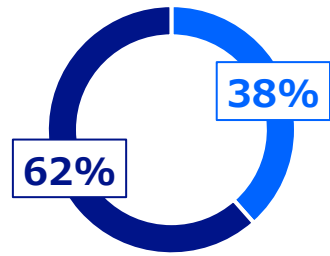
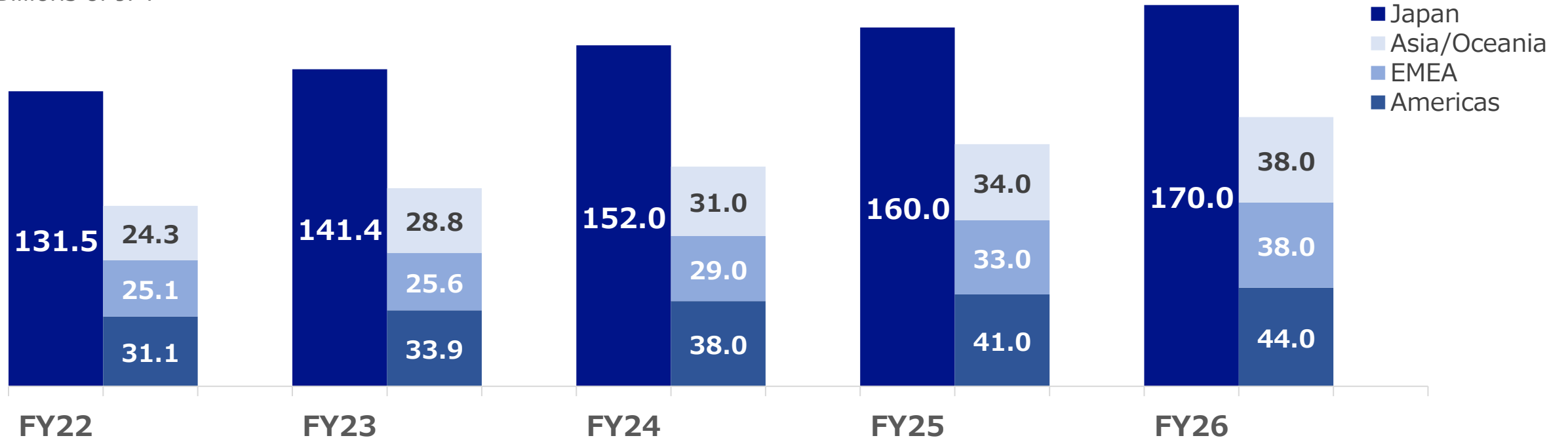


Exchange rate	2019	2020	2021	2022	2023	2024~
USD	109.37	106.66	109.86	130.78	140.55	145
EUR	122.53	122.20	131.05	141.26	156.80	157

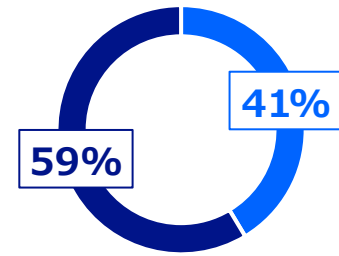


In addition to golf and running, Football is the focus of Mizuno group's global business expansion. It aims to increase overseas sales ratio to 41% in FY2026

Billions of JPY

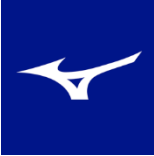


軸ラベル



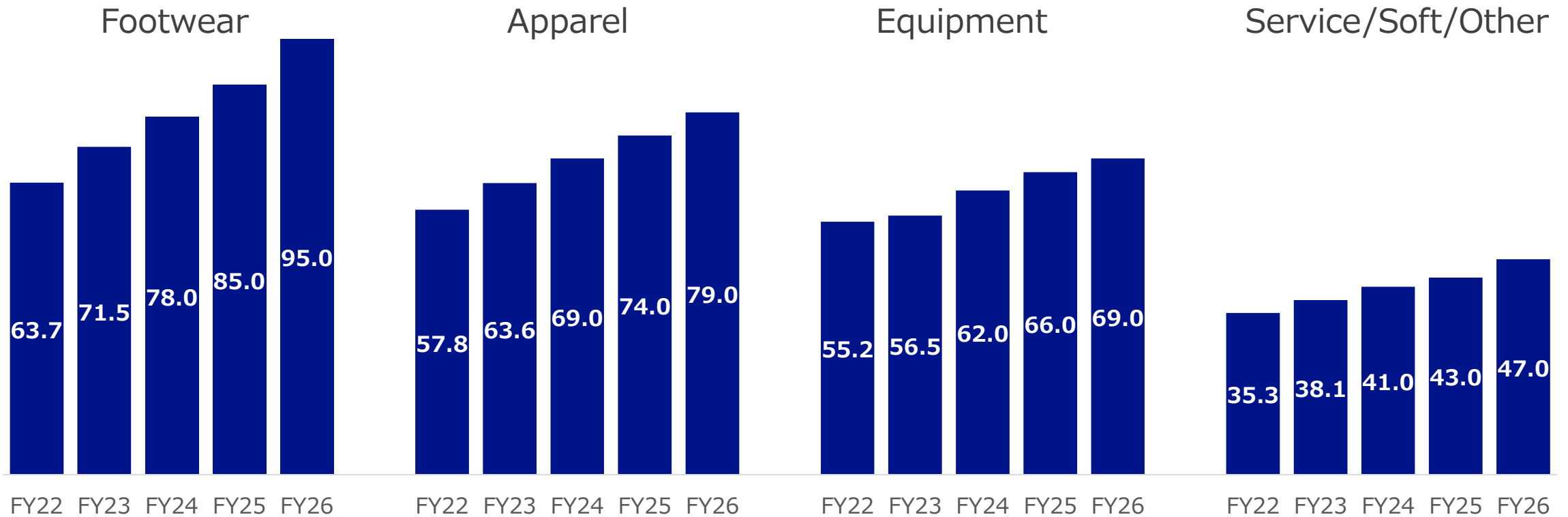
■ Japan ■ Overseas

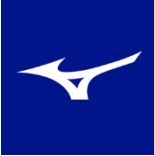
■ Japan ■ Overseas



Mizuno regards its well-balanced business portfolio (footwear, apparel and equipment) as its strength. Each category is planned to grow. Mizuno will also take on new business challenges, such as in the field of sports tech, and grow its service and software businesses.

Billions of JPY





Mizuno focuses on improving profitability and efficiency.

