



Mizuno Corporation

The 112th Period (Year ending March 31, 2025)

3rd Quarter Financial Report

Feb 7, 2025

This report includes forecasts based on our assumptions, outlook and plans for the future as of February 7, 2025, which may substantially differ from actual results due to risks and uncertainties relating to the global economy, competitors' situations, changes in exchange rates, etc..



- ✓ Record sales, profit and profit ratio for the 3rd quarter.
- ✓ Strong sales in Football and Indoor across all geographies.
- ✓ Work in Japan shows double digit growth.
- ✓ Gross margin ratio increased 160 basis points to 41.6%, contributed by proper pricing and optimization of inventory levels.

Net Sales Profit	<p>Record high</p> <p>Net Sales</p> <p>175.4bn JPY</p> <p>+4.4% yoy</p>	<p>Record high</p> <p>Operating profit</p> <p>16.0bn JPY</p> <p>+16.5% yoy</p>	<p>Record high</p> <p>Ordinary profit</p> <p>16.9bn JPY</p> <p>+12.5% yoy</p>	<p>Record high</p> <p>Net profit</p> <p>12.6bn JPY</p> <p>+11.4% yoy</p>
	<p>Record high</p> <p>Gross margin ratio</p> <p>41.6%</p> <p>+1.6pts yoy</p>	<p>Record high</p> <p>Operating profit ratio</p> <p>9.1%</p> <p>+0.9pts yoy</p>	<p>Record high</p> <p>Ordinary profit ratio</p> <p>9.7%</p> <p>+0.7pts yoy</p>	<p>Record high</p> <p>Net profit ratio</p> <p>7.2%</p> <p>+0.5pts yoy</p>

Outline of Business Results | Consolidated Income Statement

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(Billions of JPY)	FY23.3Q	FY24.3Q	change	change(%)	Forecast	Progress(%)
Revenues	168.0	175.4	7.4	104.4	250.0	70.1
Gross margin	67.2	73.0	5.8	108.7		
Gross margin ratio	40.0%	41.6%	+1.6pt			
Personnel expenses	21.2	21.8	0.6	102.8		
A&P expenses	8.1	8.8	0.7	107.6		
SG&A expenses	53.5	57.0	3.5	106.7		
SG&A expenses ratio	31.8%	32.5%	+0.7pt			
Operating profit	13.7	16.0	2.3	116.5	19.0	84.2
Operating profit ratio	8.2%	9.1%	+0.9pt			
Ordinary profit	15.0	16.9	1.9	112.5	20.5	82.6
Ordinary profit ratio	9.0%	9.7%	+0.7pt			
Net income	11.3	12.6	1.3	111.4	15.0	84.1
Net income ratio	6.7%	7.2%	+0.5pt			

FX rate	JPY/USD	138.87	150.62
	JPY/GBP	178.89	195.75
	JPY/EUR(branches)	155.19	164.90
	JPY/EUR(subsidiaries)	150.22	163.86

*Previously salaries and bonuses expenses were disclosed instead of personnel expenses. Personnel expenses includes salaries, bonuses, benefits and welfare expenses, etc..

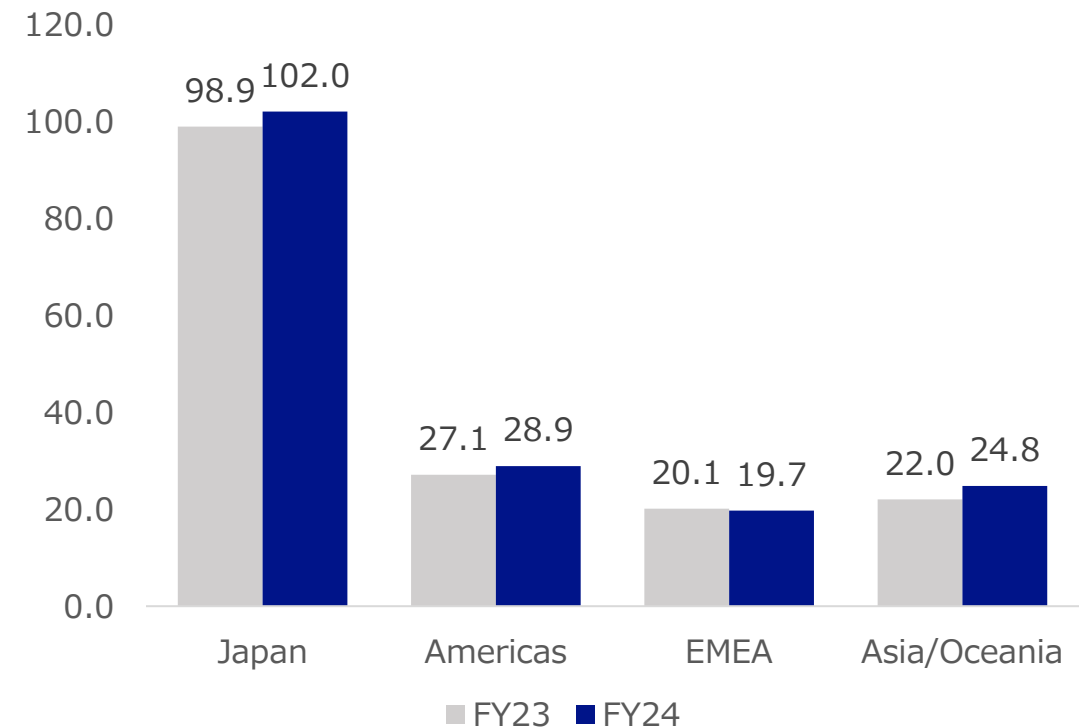


(Billions of JPY)	Dec.31 2023	Mar.31 2024	Dec.31 2024	Versus Dec.31 2023		Versus Mar.31 2024	
				change	change(%)	change	change(%)
Total assets	195.6	206.2	206.1	10.5	105.4	△0.1	100.0
Cash & deposits	28.6	32.0	33.0	4.4	115.5	1.0	103.4
Accounts receivable	41.6	48.8	43.1	1.5	103.5	△5.7	88.2
Inventories	54.3	52.4	52.7	△1.6	97.0	0.3	100.5
Fixed assets	44.4	43.6	45.5	1.1	102.3	1.9	104.3
Investment securities	8.0	9.5	9.6	1.6	120.2	0.1	101.3
Deferred tax assets	1.7	1.7	1.8	0.1	104.6	0.1	106.2
Total liabilities	56.6	64.1	54.2	△2.4	95.7	△9.9	84.5
Short-term loan	1.9	1.1	3.3	1.4	175.1	2.2	307.2
Long-term loan	11.8	11.6	10.2	△1.6	86.2	△1.4	87.7
Net assets	139.0	142.1	151.9	12.9	109.3	9.8	106.9



- ✓ Football, Indoor, Work, Lifestyle footwear etc. performed well in Japan.
- ✓ Sales in Competitive sports such as Football and Indoor and Lifestyle footwear increased in overseas market.
- ✓ EMEA focused on optimization of inventory levels and gross margin in Running business.
- ✓ Overseas sales accounted for 41.8% compared to 41.1% in FY23 3Q.

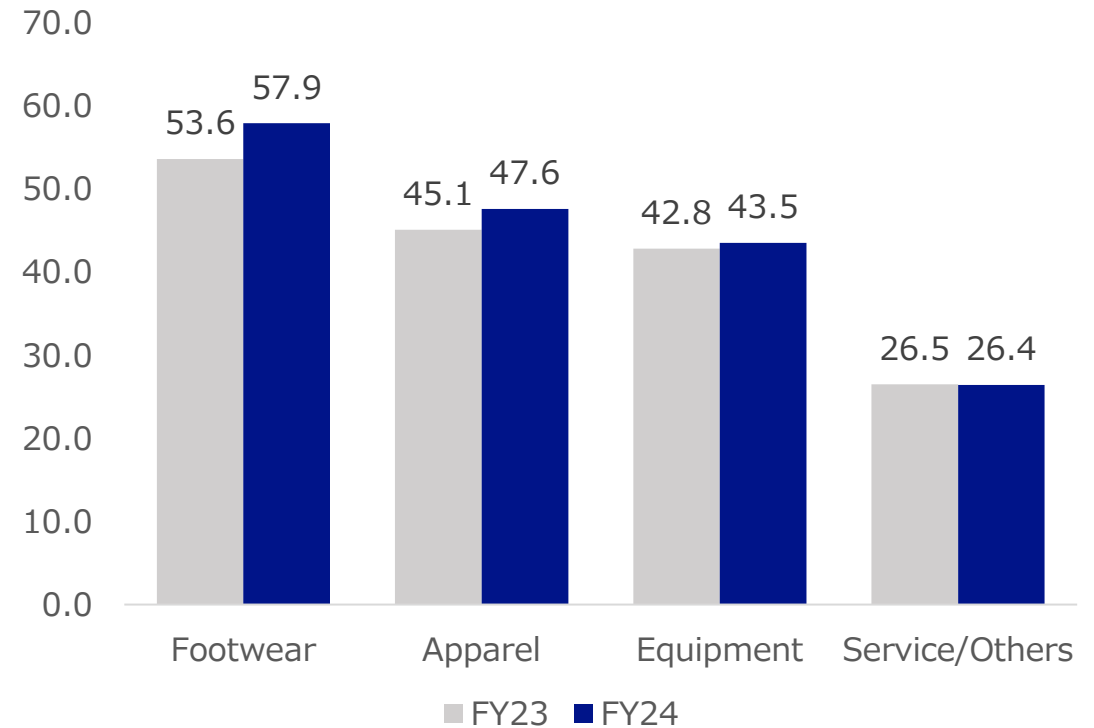
(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Japan	98.9	102.0	3.1	103.1
Americas	27.1	28.9	1.8	106.7
EMEA	20.1	19.7	△0.4	98.3
Asia/ Oceania	22.0	24.8	2.8	112.8
Total	168.0	175.4	7.4	104.4





- ✓ Footwear: Football, Lifestyle etc. performed well.
- ✓ Apparel: Growth in team sports apparel.
- ✓ Equipment: Golf maintained its sales scale in Americas, the largest market.

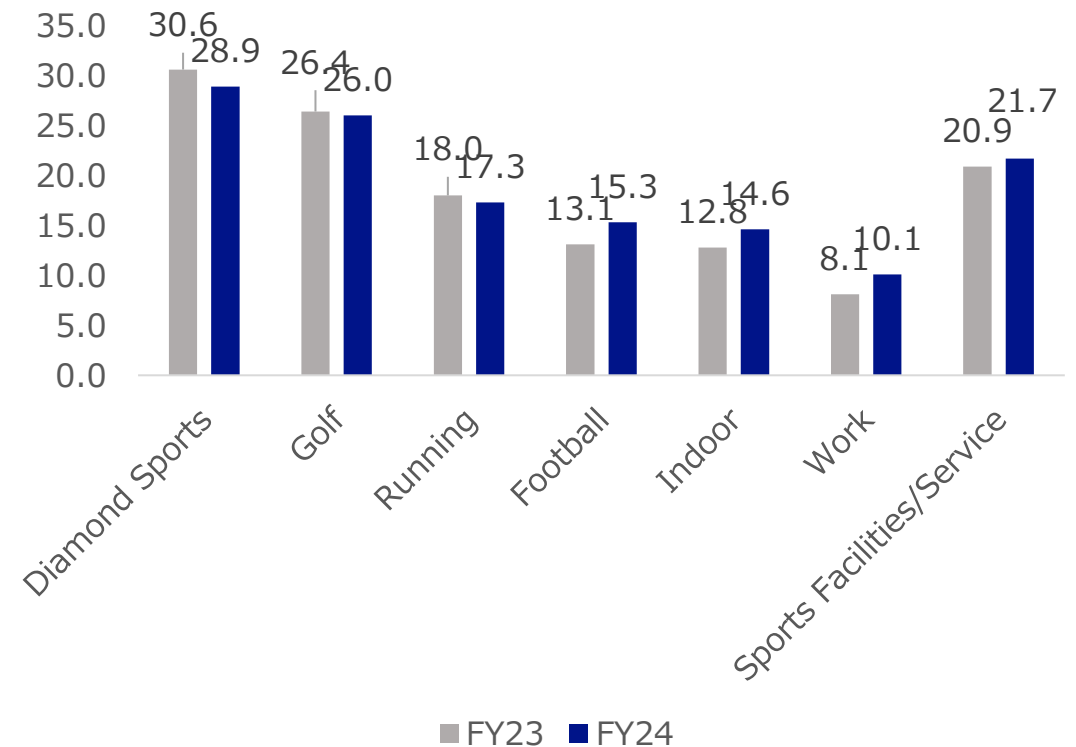
(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Footwear	53.6	57.9	4.3	108.0
Apparel	45.1	47.6	2.5	105.5
Equipment	42.8	43.5	0.7	101.5
Service/Others	26.5	26.4	△0.1	99.6
計	168.0	175.4	7.4	104.4





- ✓ Strong performance in competitive sports categories such as Football, Indoor etc..
- ✓ Sales in Running decreased primarily due to Mizuno’s strategy aiming to achieve healthy inventory levels and higher gross margin.
- ✓ Work kept its upward trend.

(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Baseball	30.6	28.9	△1.7	94.5
Golf	26.4	26.0	△0.4	98.4
Running	18.0	17.3	△0.7	96.4
Football	13.1	15.3	2.2	116.9
Indoor*	12.8	14.6	1.8	114.6
Work Business	8.1	10.1	2.0	124.4
Sports Facilities	20.9	21.7	0.8	104.0

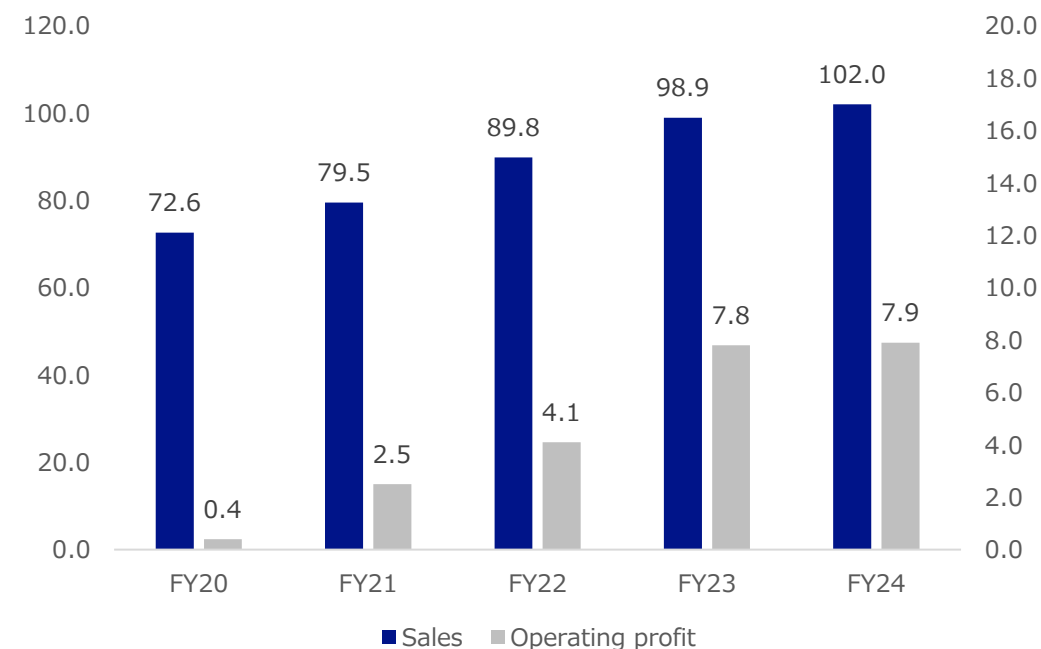


*Indoor includes volleyball, badminton, table tennis, basketball and so on.



- ✓ Record sales and operating profit for the 3rd quarter.
- ✓ Favorable sales in Volleyball, Racket sports and other competitive sports products.
- ✓ Football kept its sales scale.
- ✓ Sales in Work and Lifestyle footwear increased.

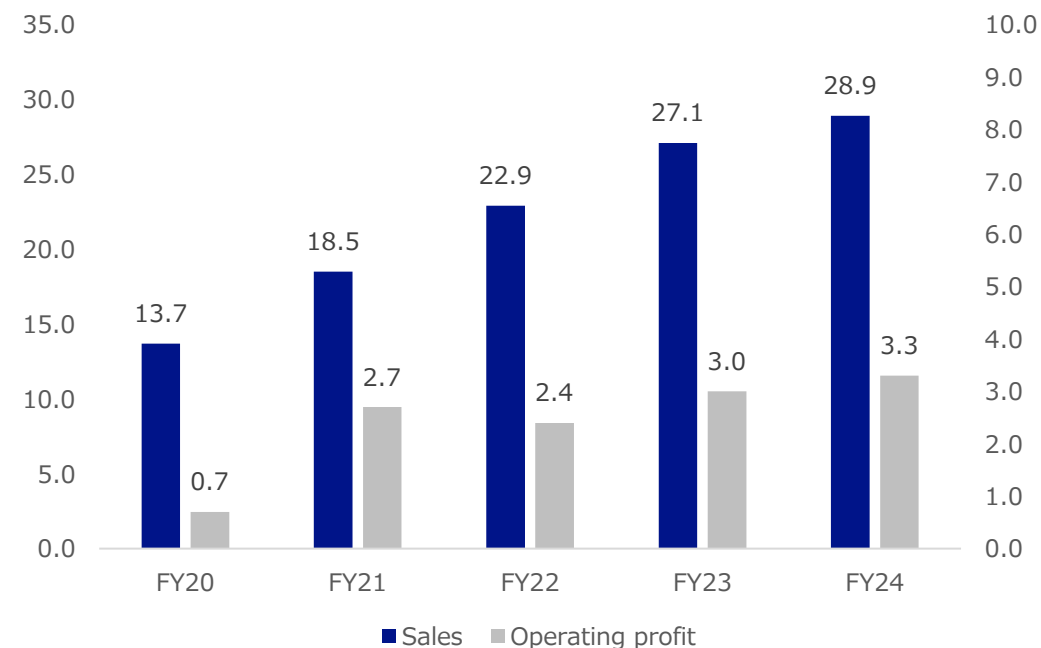
(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Footwear	23.2	25.9	2.7	111.5
Apparel	33.2	33.8	0.6	101.8
Equipment	16.5	16.1	△0.4	97.6
Service/Others	26.0	26.2	0.2	100.7
計	98.9	102.0	3.1	103.1





- ✓ Record sales and operating profit for the 3rd quarter.
- ✓ Sales in Golf kept high.
- ✓ Profitability has improved, contributed by optimization of inventory levels.

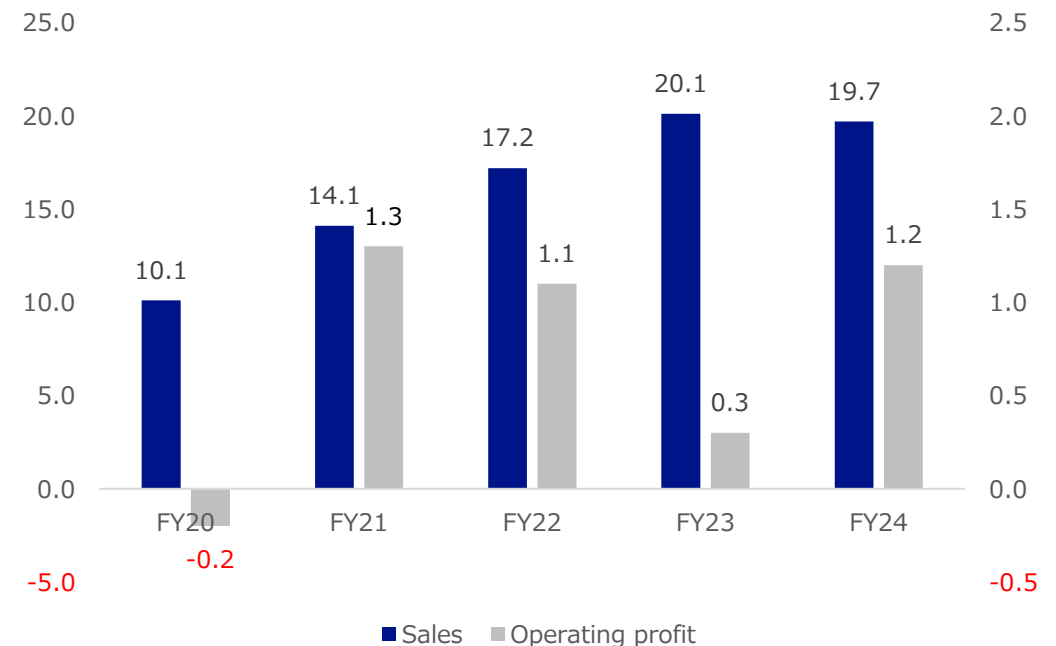
(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Footwear	6.7	6.9	0.2	103.7
Apparel	4.0	4.4	0.4	110.8
Equipment	16.4	17.5	1.1	106.9
Service/Others	-	-	-	-
計	27.1	28.9	1.8	106.7





- ✓ Despite decrease in sales, operating profit increased as gross margin ratio improved.
- ✓ Growth in Football and Indoor.
- ✓ Sales in Lifestyle footwear increased.
- ✓ Running improved its profitability although sales were down.

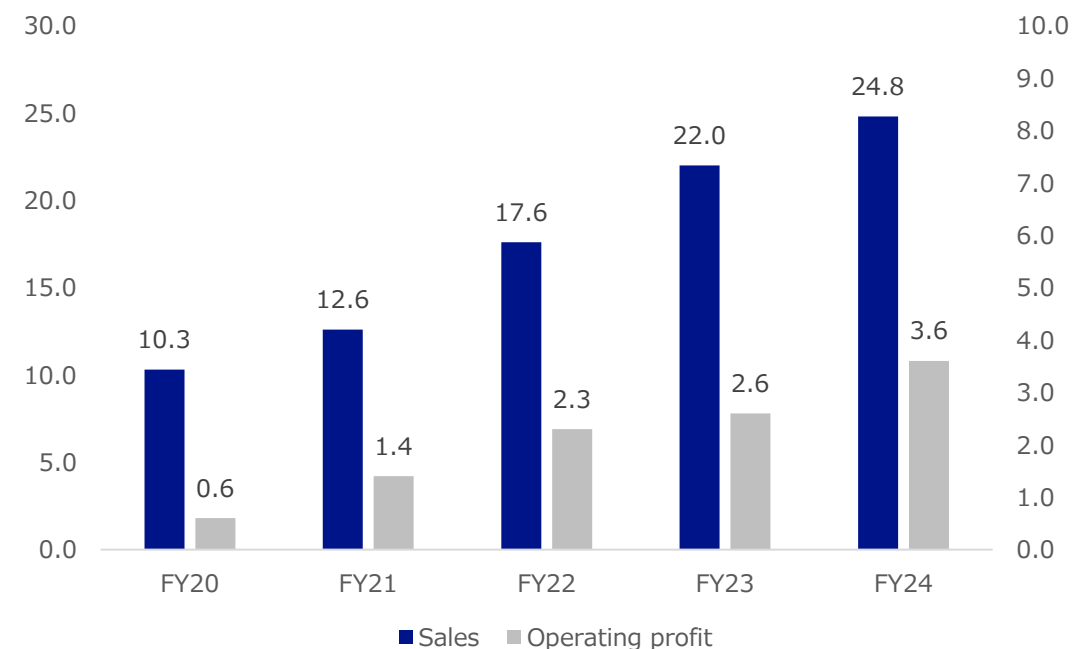
(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Footwear	13.9	13.2	△0.7	94.7
Apparel	3.4	3.6	0.2	106.1
Equipment	2.8	3.0	0.2	106.7
Service/Others	-	-	-	-
計	20.1	19.7	△0.4	98.3





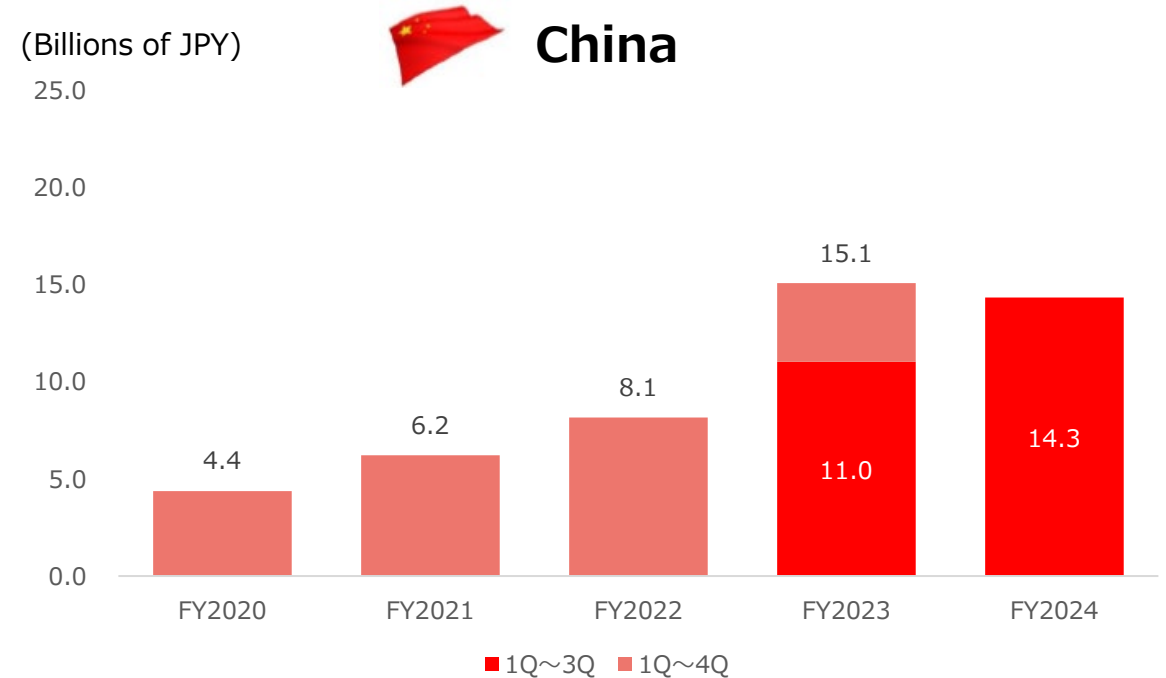
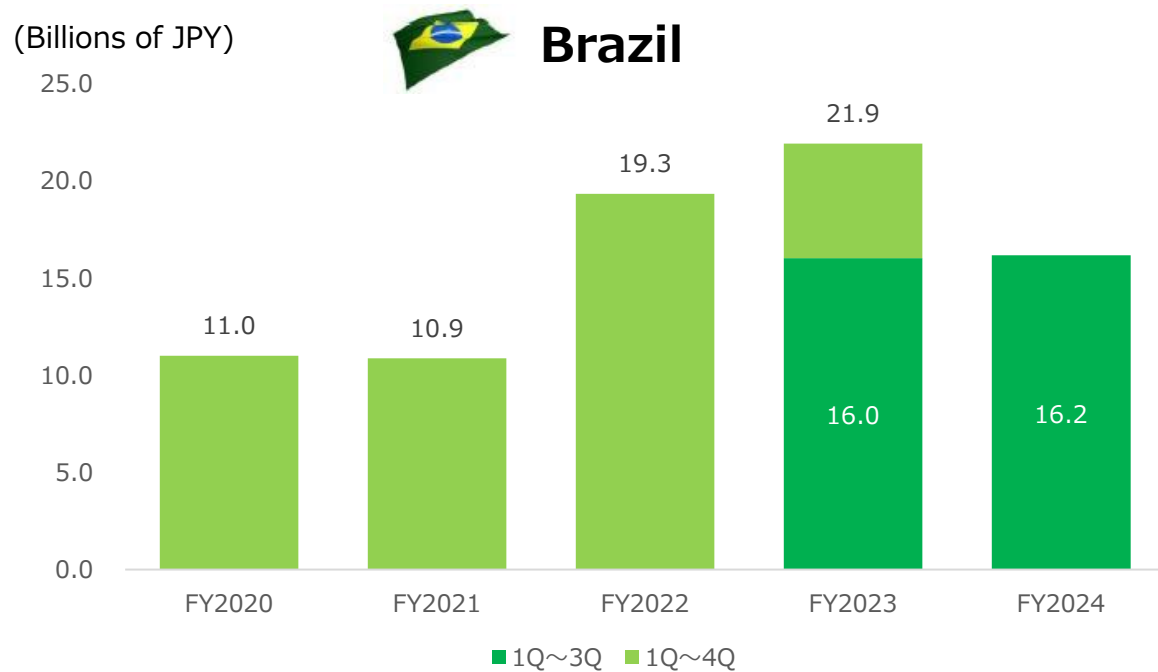
- ✓ Record sales and operating profit for the 3rd quarter.
- ✓ Strong sales in Football in South Korea and Southeast Asia.
- ✓ Growth in Competitive sports category (e.g., Volleyball, Indoor).
- ✓ Sales in Lifestyle footwear increased.

(Billions of JPY)	FY23.3Q	FY24.3Q	change	Change (%)
Footwear	9.8	11.9	2.1	121.7
Apparel	4.6	5.8	1.2	126.9
Equipment	7.2	6.9	△0.3	96.5
Service/Others	0.5	0.2	△0.3	38.4
計	22.0	24.8	2.8	112.8





- ✓ Mizuno conducts business through local distributors in both countries and receives royalties from them.
- ✓ Main product in Brazil is footwear.
- ✓ In China Mizuno granted a local distributor marketing rights in some business categories in 2019 and the business is growing.



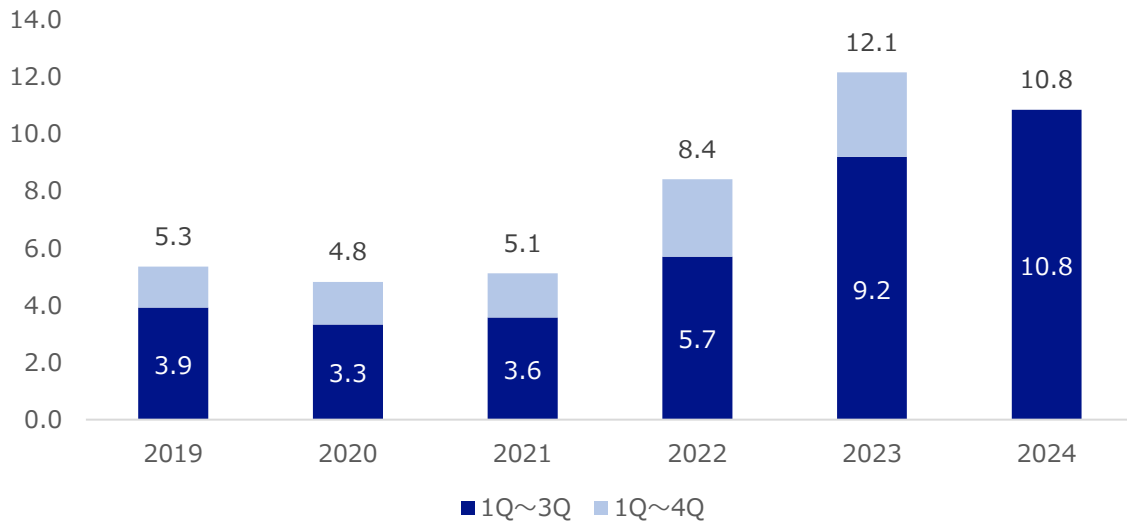


- ✓ Mizuno's global strategic categories, Football and Lifestyle footwear, are growing.
- ✓ In addition to high sales volume in Japan, Football showed double digit growth in overseas market.
- ✓ Lifestyle footwear is getting bigger mainly in Japan, EMEA and Asia.



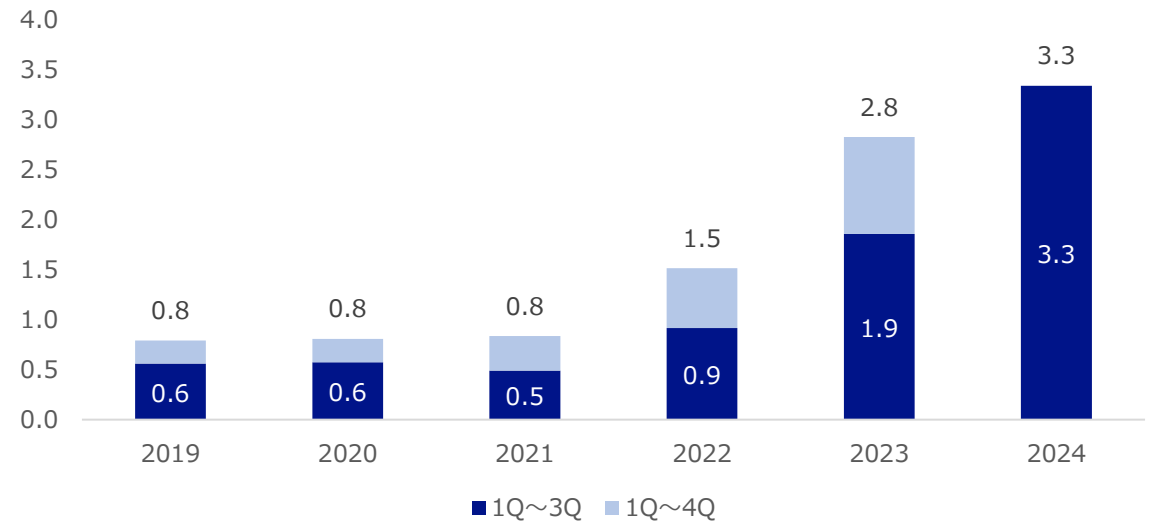
(Billions of JPY)

Sales in Football footwear (soccer)



(Billions of JPY)

Sales in Lifestyle footwear





- ✓ Mizuno signed an ambassador contract with the Portuguese national soccer player João Félix (AC Milan).
- ✓ João Félix uses the football shoes "MIZUNO α II JAPAN."
- ✓ Mizuno aims to accelerate the expansion of the football business globally.





- ✓ Split into 3 shares per share.
Each share of common stock owned by shareholders will be split into 3 shares per share with effective date of April 1, 2025.
- ✓ Year-end dividend forecast were revised.

	Dividend per Share (yen)		
	Interim Dividend	Year-End Dividend	Annual
Previous forecast		60 yen	120 yen
Revised forecast		90 yen	150 yen
Actual results for the fiscal year ending March 31, 2025	60 yen		
Actual results for the fiscal year ending March 31, 2024	35 yen	85 yen	120 yen

The effective date of the stock split is April 1, 2025 so the revised forecast of annual dividend per share of 150 yen for the fiscal year ending March 31, 2025 is stated based on the pre-split basis.