

THE SPORTING GOODS INDUSTRY

Corporate Financial Trends, FY '05 – FY '08 (\$ unless otherwise indicated)

Companies reported below are divided below into four categories

Sporting Goods Equipment
Athletic Footwear
Athletic Apparel/Activewear
Sporting Goods Retailers.

Some companies produce products in different categories, such as equipment and footwear, etc.. They have been assigned to a category based on the major part of their business.

To learn more about these companies, search in the “PUBLICATIONS” section of SBRnet. Simply insert the company name in the “Subject” box and then conduct your search.

Some companies listed below own well-known sporting goods brand such as Jarden (K2 and Coleman), Collective Brands (Stride Rite), VF Corp. (North Face) and Iconix. While they also produce products in non-sporting goods product categories, sporting goods are an important component of their total sales.

Sporting Goods Equipment

	FY '08	FY '07	FY '06	FY '05	FY '08	FY '07	FY '06	FY '05
	Revenue (in mil.) (1)				Net Profit (in mil.) (1)			
Brunswick Corp.	4,708.7	5,671.2	5,665.0	5,923.8	-788.1	111.6	133.0	395.4
Jarden Corp.	5,383.3	4,660.1	3,846.3	3,189.1	-58.9	28.1	106.0	60.7
Collective Brands	3,035.4	3,035.4	2,796.7	2,667.3	42.7	42.7	122.0	66.4
Amer Sports (in Euro)	1,580.0	1,652.0	1,792.7	1,363.7	34.0	18.5	70.5	75.2
Mizuno (end 3/31)	1,620.0	1,530.0	1,380.0	1,295.1		21.2	24.3	66.1
Callaway	1,117.2	1,124.6	1,017.9	998.1	66.2	54.6	23.3	13.3
Icon	n/a	n/a	852.2	898.1	n/a	n/a	-49.7	-110.0
Oakley	n/a	n/a	761.9	648.1	n/a	n/a	44.8	59.7
Easton-Bell Sports	775.5	724.7	639.0	379.9 (a)	13.4	14.5	6.0	3.1

Head NV	479.7	472.8	484.2	446.9	-14.3	-15.3	0.8	8.0
Johnson Outdoors, Inc.	420.8	432.0	395.8	380.7	-71.0	9.2	8.7	7.1
Nautilus	411.2	501.5	681.5	631.3	-90.6	-55.8	29.1	23.0
Smith & Wesson (end 4/30)	335.0	295.9	236.6	160.0	-64.2	9.1	13.0	8.7
Sport Supply Group	251.4	236.9	224.2	106.3	9.7	3.9	1.9	3.6
Iconix (Licensing Revenue)	216.8	160.0	80.7	30.2	70.2	63.8	32.5	15.9
Sturm Ruger	181.5	156.5	167.6	154.7	8.7	10.3	1.1	0.9
Escalade Inc.	148.7	185.6	191.5	185.6	-7.5	9.3	8.5	12.9
Cybex	147.9	146.5	126.9	114.6	-9.1	9.8	20.1	.061

(1) Ending 12/31 unless otherwise indicated

(a) Includes Bell Sports and Riddell Sports only, since Easton was acquired on March 16, 2006. Also FY '05 includes full year of Bell Sports sales, vs. three months of Bell Sports sales in '04.

Athletic Footwear

	FY '08	FY '07	FY '06	FY '05	FY '08	FY '07	FY '06	FY '05
	Revenue (in mil.) (1)				Net Profit (in mil.) (1)			
Nike (end 5/31)	19,200.0	18,627.0	16,325.9	14,954.9	1,500.0	1,883.4	1,491.5	1,392.0
Adidas (incl. Reebok after '05) (In Euro)	10,799.0	10,299.0	10,084.0	6,636.0	642.0	551.0	483.0	383.0
Asics (end 3/30)	2,129.0	1,990.0	1,670.0	1,510.0	115.0	115.0	118.6	118.0
Timberland	1,364.6	1,436.5	1,567.6	1,565.7	42.9	40.0	101.2	164.6
Skechers	1,440.7	1,398.4	1,205.4	1,013.5	55.4	75.7	71.0	44.7
Wolverine World Wide	1,220.6	1,199.0	1,141.9	1,061.0	95.8	92.9	83.6	74.5
Crocs Inc.	721.6	847.4	354.7	108.6	-185.1	168.2	64.4	17.0
Deckers	689.4	448.9	304.4	264.8	73.9	66.4	30.6	31.8
K-Swiss	340.2	410.4	501.1	408.6	20.9	39.1	76.9	75.2
Rocky Brands	259.5	275.3	263.5	296.0	1.2	-23.1	4.8	13.0
Lacrosse	128.0	118.2	107.8	99.4	6.2	7.3	6.3	5.2
Phoenix	n/a	82.9	140.6	109.2	n/a	-1.3	-20.4	1.2
Heely's	70.7	183.5	188.2	44.0	-5.9	21.9	29.2	4.3

(1) Ending 12/31 unless otherwise indicated

Athletic Apparel/Activewear

	FY '08	FY '07	FY '06	FY '05	FY '08	FY '07	FY '06	FY '05
	Revenue (in mil.) (1)				Net Profit (in mil.) (1)			
VF Corp.	7,642.6	7,219.4	6,215.8	6,502.4	602.7	591.6	533.5	506.7
Quiksilver	2,264.6	2,426.0	2,362.3	1,780.9	-226.3	-121.1	93.0	107.1
Warnaco Group Inc.	2,065.0	1,860.1	1,827.5	1,501.1	47.3	79.1	50.8	49.5
Columbia Sportswear	1,317.8	1,356.0	1,287.7	1,155.8	95.0	144.5	123.0	130.7
Under Armour	725.2	606.6	430.7	281.1	38.2	52.6	39.0	19.7
G-III Apparel Group (end 1/31)	711.1	518.9	427.0	324.1	-14.0	17.5	13.2	7.1
Volcom	334.3	268.6	205.3	160.0	21.7	33.3	28.8	29.3
Ashworth	n/a	202.2	209.6	204.8	n/a	-14.1	1.0	-0.7
Sport Haley	17.1	18.9	21.0	22.0	-0.8	-1.3	-0.4	-3.3

(1) Ending 12/31 unless otherwise indicated

Sporting Goods Retailers

	FY '08	FY '07	FY '06	FY '05	FY '08	FY '07	FY '06	FY '05
	Revenue (in mil.) (1)				Net Profit (in mil.) (1)			
Foot Locker (Footwear)	5,237.0	5,437.0	5,750.0	5,653.0	-81.0	51.0	251.0	264.0
Dick's Sporting Goods (Full-line)	4,130.1	3,888.4	3,114.2	2,625.0	-35.1	155.0	112.6	73.0
Cabela's (Outdoor)	2,552.7	2,349.6	2,063.5	1,799.7	76.4	87.9	85.8	72.6
Genesco (end 2/2)	1,551.6	1,502.1	1,460.5	1,283.9	152.6	6.9	67.6	62.7
Pacific Sunwear (Outdoor)	1,254.9	1,454.2	1,447.2	1,391.5	-63.8	-30.4	39.6	126.2
REI (Outdoor)	1,422.0	1,342.0	1,181.5	1,022.3	14.5	41.4	32.7	25.3
The Finish Line (Footwear)	1,262.3	1,277.2	1,332.0	1,308.0	3.7	-60.4	32.4	60.5
Gander Mountain (Outdoor) (end 1/31)	1,065.0	969.4	911.5	804.5	-15.5	-31.8	-13.2	-13.3
GSI Commerce (Internet/Online)	966.9	750.0	609.6	440.4	-16.9	3.0	53.7	2.7
Big Five (Full-line)	864.7	898.3	876.8	814.0	13.9	28.1	30.8	27.5
Shoe Carnival (Footwear)	647.6	658.7	681.7	655.6	5.3	12.8	23.8	18.8
Hibbett Sporting Goods (Full-line)	564.2	520.7	512.1	440.3	29.4	30.3	38.1	33.6

Sport Chalet (Full Line) (end 3/31)	372.5	402.5	388.2	343.2	-51.5	-3.4	7.1	-1.0
Zumiez (Action Sports)	408.7	381.4	298.2	205.6	17.2	25.3	20.9	12.9
Golfsmith (Golf, Tennis)	378.8	388.2	357.9	323.8	-0.5	-40.8	-8.1	3.0
Lululemon Athletica (end 2/3)	353.5	274.7	148.9	84.1	39.4	30.8	7.7	1.4

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