



# First Quarter 2009 Results Roadshow

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May 5, 2009

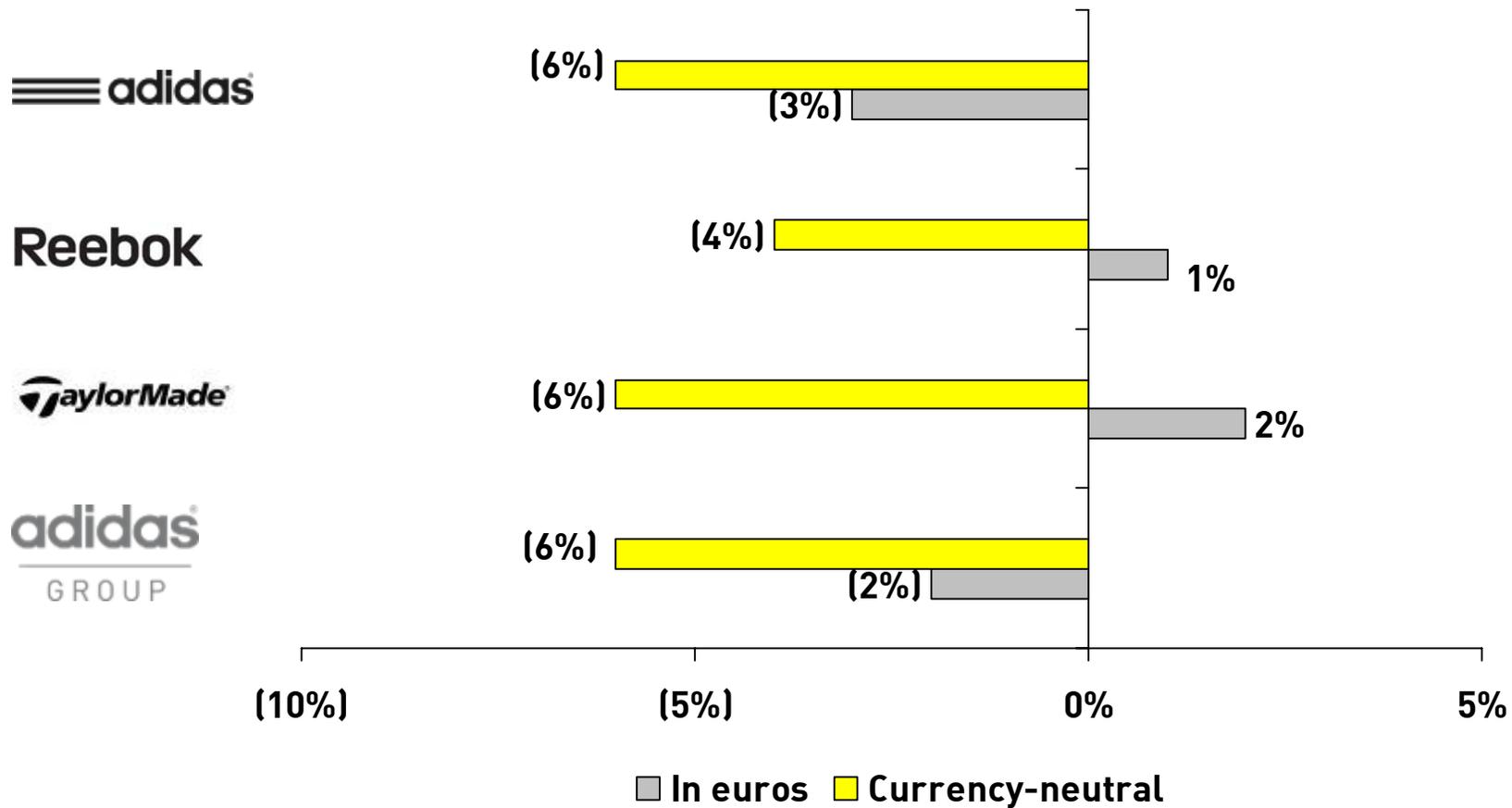


Our  
game  
plan

# Agenda

- Brand Review
- Regional Review
- Financial Highlights
- Strategic Initiatives
- Summary

# adidas Group Revenues Decrease 6% In Q1 2009



# Underlying Brand Strength



# adidas Positioning Strengthened In Several Markets And Categories

	Q1 2009	Change
Net sales (€ in millions)	€ 1,917	(6%) <sup>1)</sup>
Gross margin	47.0%	(2.0pp)
Operating margin	11.9%	(5.2pp)

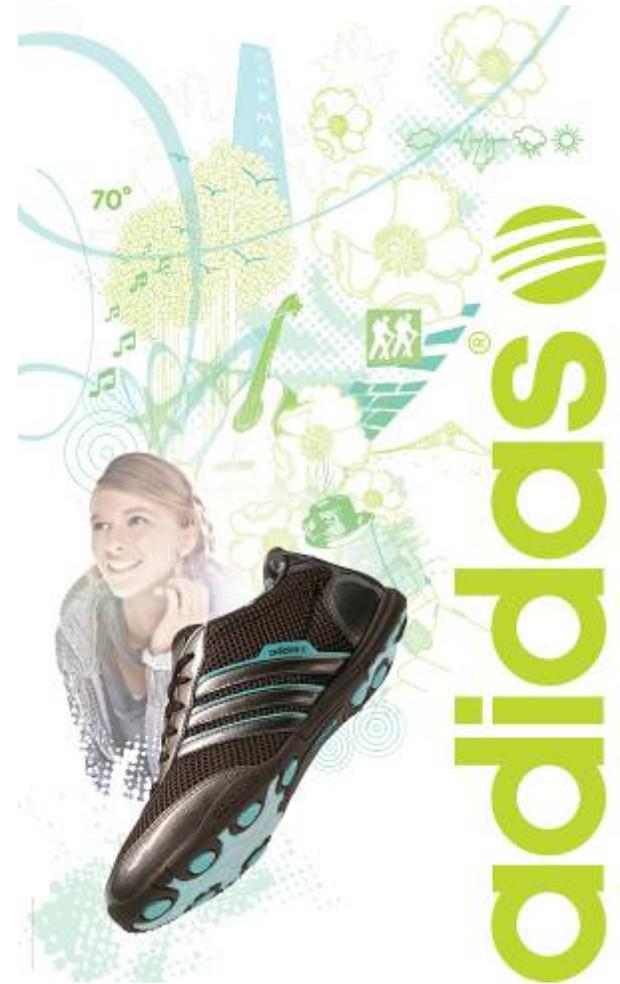
<sup>1)</sup> Currency-neutral change



# Winning The Consumer Through Consistent Innovation



# adidas Sport Style Sales Advance 12%



# Restructuring Costs Impact Reebok's Development

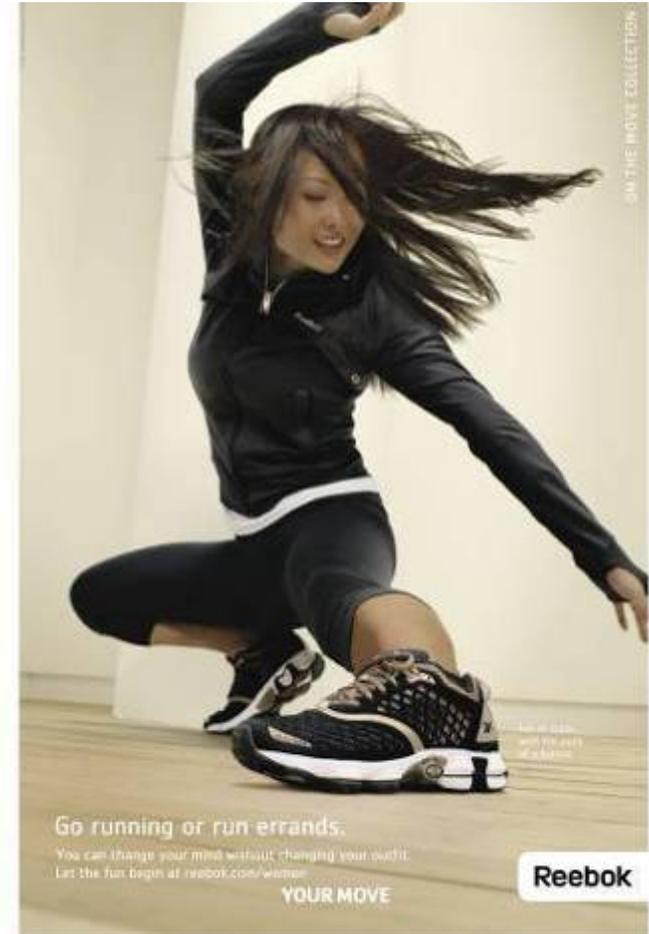
	Q1 2009	Change
Net sales (€ in millions)	€ 458	(4%) <sup>1)</sup>
Gross margin	29.4%	(7.7pp)
Operating margin	(20.9%)	(18.2pp)

<sup>1)</sup> Currency-neutral change



# Reebok

# Successful Launch Of Women's Initiatives



# TaylorMade-adidas Golf Grows Strongly in Europe

	Q1 2009	Change
Net sales (€ in millions)	€ 194	(6%) <sup>1)</sup>
Gross margin	39.8%	(6.8pp)
Operating margin	(10.7%)	(23.0pp)



<sup>1)</sup> Currency-neutral change



# New Product Launches Support Market Share Gains

  
**RESCUE**



  
**BURNER**  
IRONS



**RS**



**RS**  
FAIRWAY WOODS



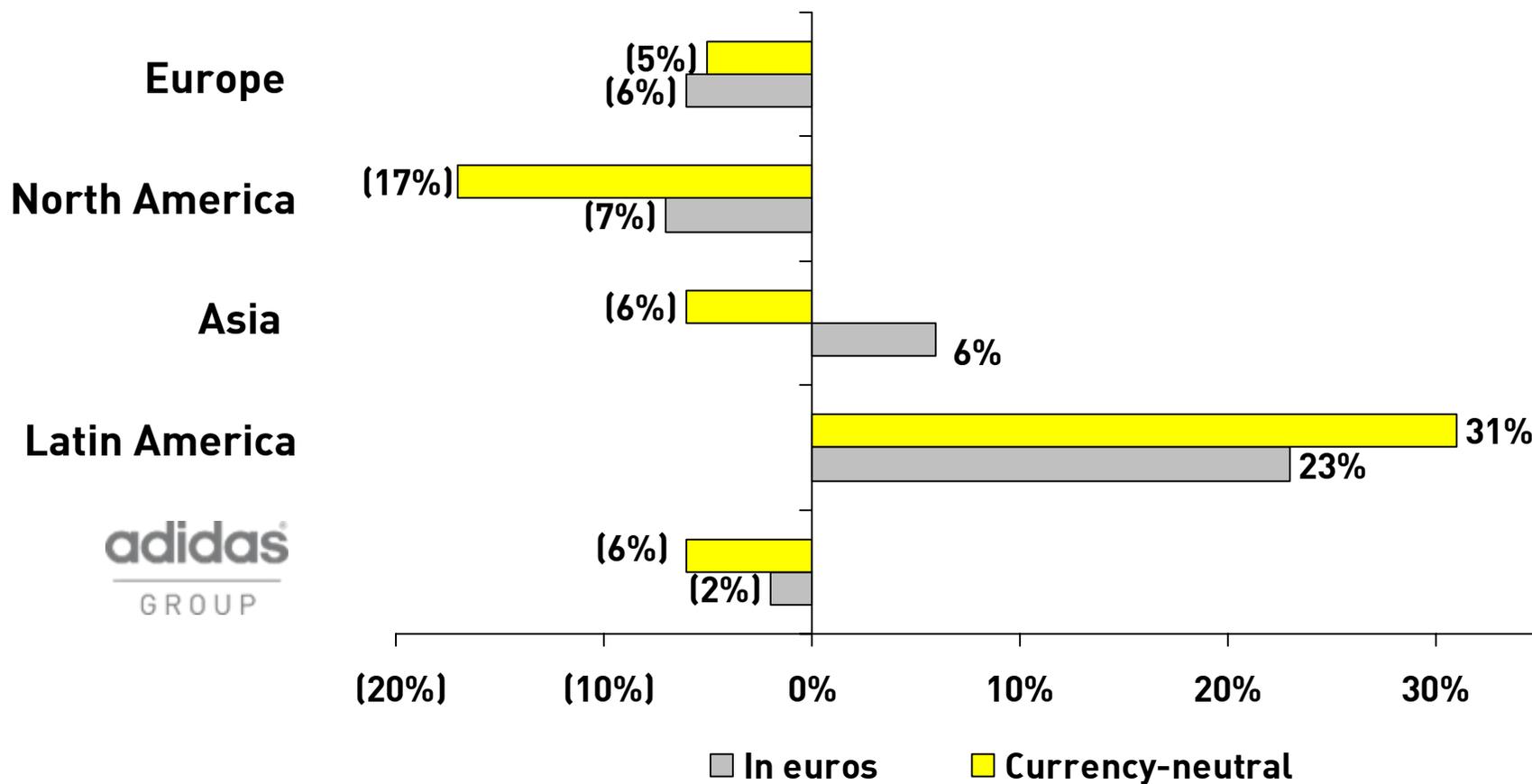
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# Diverse Performance By Region And Market



# Sales Decline In All Regions Except Latin America



# Emerging Markets Excluding China And Russia Up 16%

- Group continues to benefit from strong presence in global emerging markets
- Emerging market sales growth rate excluding China and Russia around prior year levels
- Particular strength in Latin America



# Underlying Russian Business Solid

- Underlying strength of Group brands intact
- Higher volumes compared to prior year
- Significant negative currency impact



# Disciplined Approach Towards Inventory Management In China

- Excess inventory in the marketplace hampers industry growth
- adidas taking disciplined approach to nurture brand positioning
- Store base rationalisation at Reebok



# Measures Taken To Keep North American Positioning Clean

- Group brands challenged by overall market weakness
- adidas takes action to keep market positioning healthy
- Reebok product offering improving



# adidas Group Consistent With Long-Term Strategies

- Macroeconomic development challenges persist
- Disciplined execution of Group strategies
- Decisive steps taken to shape organisation for the long-term future



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# Group Gross Margin Declines

- Higher input costs
- Currency devaluation effect, in particular related to the Russian rouble
- Promotional retail environment



Group gross profit declines 10% to € 1.164 billion

1) Includes HQ/Consolidation

# Factors Driving Operating Expense Increase

Own Retail	<ul style="list-style-type: none"><li>• Continued investments into controlled space (adidas + Reebok)</li></ul>
Allowances	<ul style="list-style-type: none"><li>• Allowances for doubtful debts</li><li>• Effect: € 34 million (across all segments)</li></ul>
Reebok restructuring	<ul style="list-style-type: none"><li>• Restructuring in Europe and US</li><li>• Effect: € 26 million (Reebok + HQ/Consolidation)</li></ul>
Ashworth	<ul style="list-style-type: none"><li>• Consolidation and integration of Ashworth</li><li>• Effect: € 5 million (TaylorMade-adidas Golf)</li></ul>
Gekko	<ul style="list-style-type: none"><li>• Negative operating profit and loss from divestiture</li><li>• Effect: € 9 million (HQ/Consolidation)</li></ul>
Maxfli	<ul style="list-style-type: none"><li>• Non-recurrence of prior year book gain</li><li>• Effect: € 6 million (TaylorMade-adidas Golf)</li></ul>

# First Quarter Operating Margin Down 8.5pp

**Q1 2009**

Royalty and commission income	 <b>(4%)</b>	€ 20 million
Other operating income	 <b>+22%</b>	€ 27 million
Other operating expenses	 <b>+10%</b>	€ 1.153 billion
Other operating expenses as a percentage of sales	 <b>+4.7pp</b>	44.7%
Operating profit	 <b>(79%)</b>	€ 58 million
Operating margin	 <b>(8.5pp)</b>	2.2%

# Exchange Rate Effects Impact Financial Expenses

**Q1 2009**

Net financial expenses	 <b>+56%</b>	€ 49 million
Income tax rate	 <b>+19.7pp</b>	51.7%
Minority interests	 <b>(164%)</b>	negative € 1m
Net income attributable to shareholders	 <b>(97%)</b>	€ 5 million
Basic earnings per share	 <b>(97%)</b>	€ 0.02
Diluted earnings per share	 <b>(95%)</b>	€ 0.04

# 2009 Guidance

## adidas Group

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Sales (currency-neutral)	Low- to mid-single-digit decline
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Gross margin	Decline
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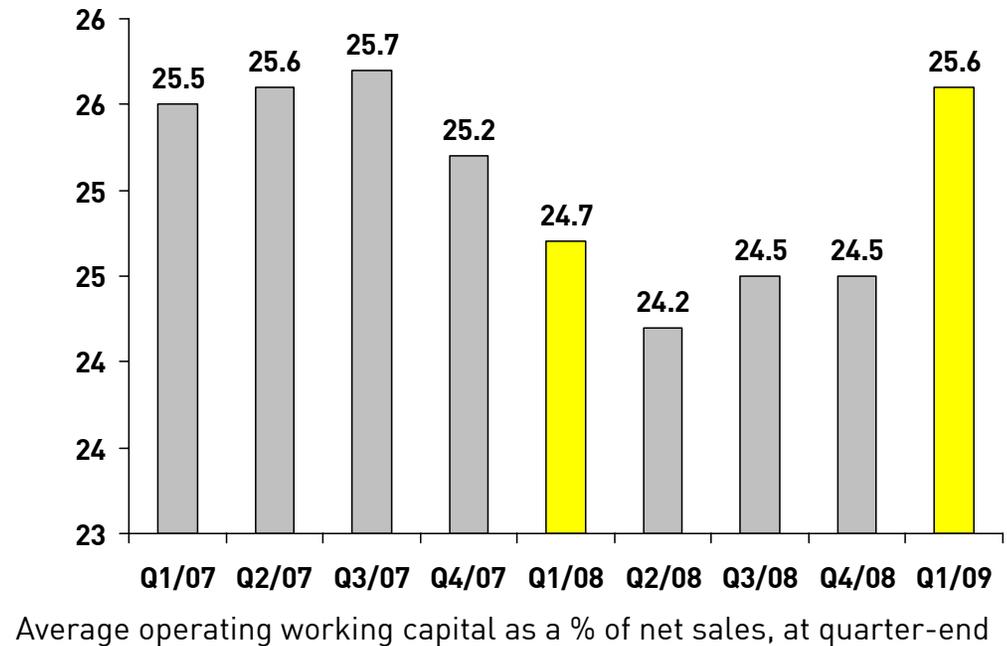
Operating margin	Decline
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Earnings per share	Decline
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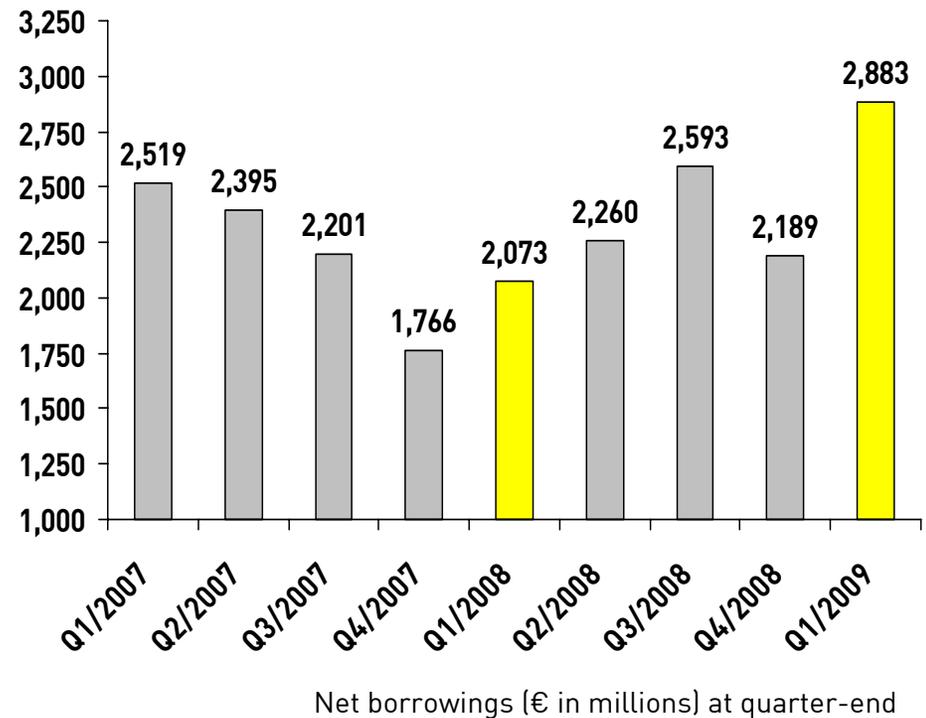
# Operating Working Capital Increases

- Inventories increase 18% on a currency-neutral basis
  - Demand slowdown
  - New Reebok companies
  - Ashworth acquisition
- Receivables up 11% on a currency-neutral basis
  - Slower receipt of payments
  - New Reebok companies
  - Ashworth acquisition



# Net Debt Increases € 810 Million

- Net borrowings increase 39% to € 2.883 billion
  - Negative operating working capital development
  - Share buyback
  - Currency translation effects
- Financial leverage increases 8.9pp to 81.8%

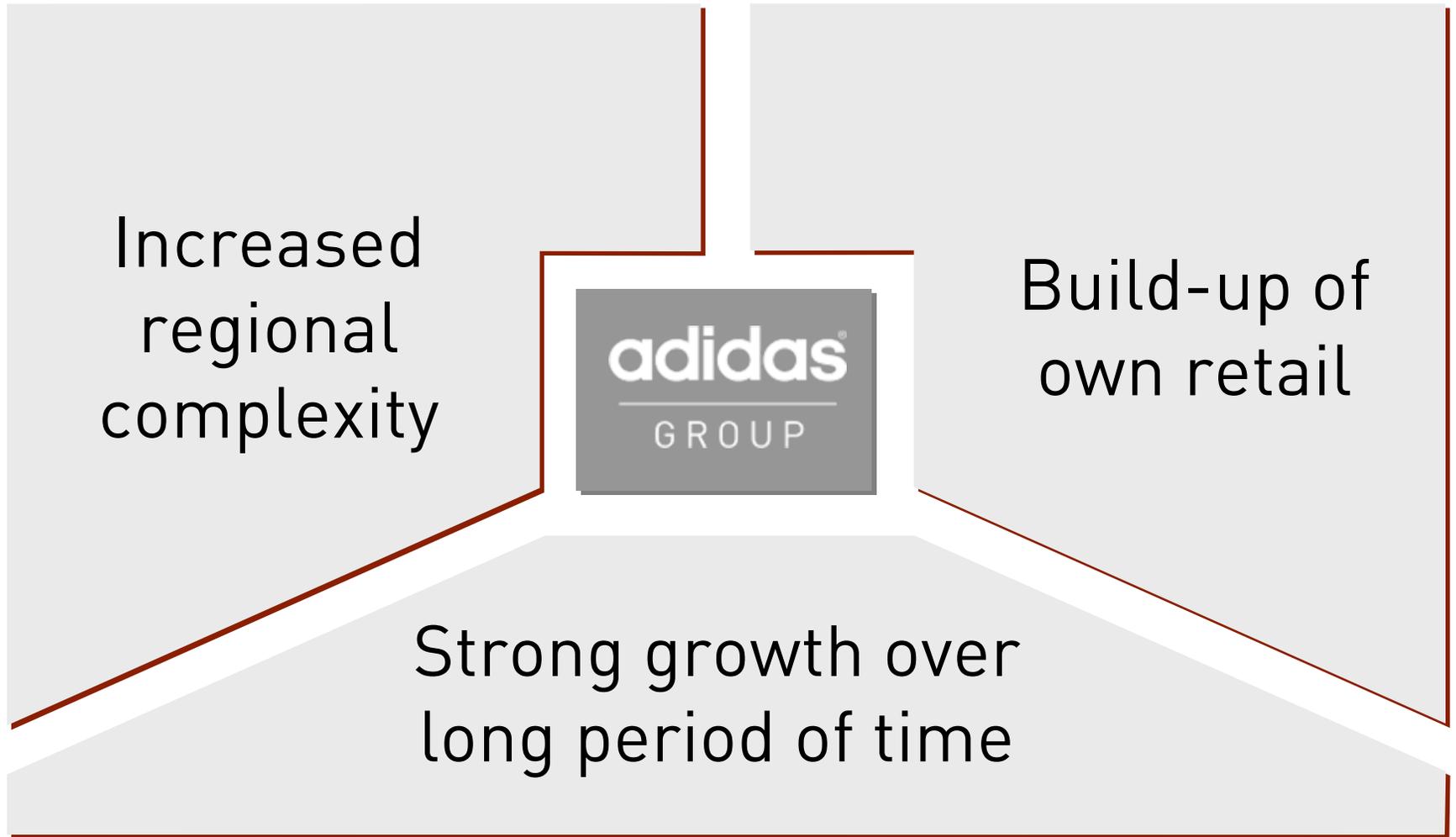


2009 focus on reduction of net borrowings

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# adidas Group Evolved Significantly Since 2000



# Cost-Saving Activities Related To Four Major Areas

Rightsizing and integration of business units



Implementation of separate wholesale and retail structures



Elimination of regional headquarters



Streamlining of sourcing and product creation processes and organisation



Annual cost savings to exceed € 100 million

All measures to be implemented by year-end

One-time costs of around € 100 million expected in 2009

# Full Product And Event Pipeline



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# adidas Group Ready For The Challenges Ahead

- Proactive approach to crisis
- Building brand equity for long-term, sustainable growth
- Important measures taken to leverage Group strength



adidas®

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GROUP

QUESTIONS & ANSWERS

# APPENDIX

# adidas Group Financial Calendar

August 5, 2009

First Half 2009 Results

November 4, 2009

Nine Months 2009 Results