

2006年3月期の概況ならびに2007年3月期の見通し

(1) 当期(2005年4月～2006年3月)の概況

当期における日本経済は、輸出の持ち直しや設備投資の増加、IT関連分野の在庫調整終了などにより、着実な景気回復を続けました。また、好調な企業収益を背景とした雇用・所得環境の改善に伴い、個人消費は堅調に推移しました。

スポーツ品業界におきましても、ヘルシンキ世界陸上、トリノオリンピック、ワールド・ベースボール・クラシックといった世界的なスポーツ大会が相次いで開催される中、競技スポーツ及び健康への関心が高まり、着実な回復の傾向が見られました。また、クールビズ、ウォームビズなどの新たな需要が生まれ、高機能素材商品が好調に推移しました。

このような情勢のもと、当社グループでは、国内事業においては「安定的高収益企業への施策断行」、「新100年ブランドの構築」といった全社方針のもと、各事業拠点における営業強化を軸とした機構改革の推進、ブランド開発の進化促進、成長チャネルへの進出強化などの施策を実施しました。その結果、ゴルフ事業が売上の回復を果たすなど、着実な業績の回復を果たしました。

海外事業では、グループ・グローバル成長の実現を目指した各種施策のもと、欧米においては、高い評価を得ているゴルフの鍛造アイアンや基幹機能「ミズノウエーブ」搭載のランニングシューズの売上が好調に推移しました。また、高成長を続ける中国での出店戦略や、韓国でのゴルフ品の販売強化を推し進め、業績は顕著な伸びを示しました。

以上の結果、当期の業績につきましては、売上高は前期に比べ86億2千9百万円増(6.0%増)の1,522億8千8百万円、営業利益は同6億5千万円増(11.7%増)の62億2千万円、経常利益は同6億5千4百万円増(11.5%増)の63億5千5百万円となりました。当期純利益は、連結子会社であったミズノリゾート月山(株)の事業譲渡に伴い発生した利益19億2千5百万円を特別利益に計上したこと、及び法人税等調整額12億5千1百万円を計上した結果、前期に比べ47億5千8百万円増(158.1%増)の77億6千9百万円となりました。

(2) 来期(2006年4月～2007年3月)の見通し

2006年度の日本経済は、好調な企業業績を背景とした個人消費、国内需要の回復基調が続くものと予想されます。また、数年来停滞の続いた欧州経済においても、回復の兆しが見られ、消費は堅調に推移するものと考えられます。他方、インフレが懸念される状況のもと、利上げを継続する米国や、貿易黒字が国際問題化する中国における人民元の切り上げなど、国際的なリスク要因も表面化してくるものと予想されます。

このような外部環境のもと、当社グループは、ミズノ創業100周年である2006年度を、新たな100年への第一歩と捉え、安定から成長への戦略シフトを推し進めてまいります。

国内においては、営業の一層の強化に努めるとともに、直営店戦略の強化、成長チャネルへの進出、健康サービス事業への展開等を図り、健全な高収益体制の確立を目指します。

また、グローバル連結経営を強化するために、積極的に投資を行い、海外売上比率、海外生産比率の向上を図るとともに、グローバルレベルでのブランドコンセプトの統一化を進め、より強固なマーケティング基盤を確立いたします。

以上の施策により、来期の業績は、売上高1,560億円、経常利益70億円、当期純利益50億円を見込んでおります。

(1) Overall results for the fiscal year ended March31, 2006 (April 2005 - March 2006)

In the term under review, the Japanese economy continued its steady recovery due to factors such as a rally in exports, an increase in facility investment and the completion of inventory adjustments in IT related areas. Furthermore, in association with an improving employment and income environment backed by good corporate income, personal consumption trended strongly.

In the sporting goods industry, a steady trend towards recovery was also seen with the holding of a series of global sports events from The World Championships in Athletics 2005, Helsinki and The Torino 2006 XX Winter Olympic Games to The World Baseball Classic (WBC) 2006 increasing interest in competitive sports and health. In addition, the creation of new demand including Cool Biz and Warm Biz (activities developed in Japan to prevent global warming) has seen products made from high-function materials trend well.

Under these circumstances, our corporate group has implemented measures for domestic business such as the structural reform to strengthen sales-forces in each operational stronghold, developing a strong brand with key initiatives and extending our business into growing sales channels. As a result, a solid performance has been achieved, including a recovery in sales in golf operations.

In overseas operations, under various measures aimed at achieving global growth for the group, sales of highly evaluated forged golf irons and running shoes equipped with core-function “Mizuno Wave” in Europe and the United States were trending well. Our group is also pushing ahead with its store opening strategy in China, which is continuing high growth, and the enhancement of sales of golf products in Korea, the results of which were displaying marked growth.

As a result of the above, our sales increased 8,629 million yen (increase of 6.0%) compared with the previous period, reaching 152,288 million yen for this period.

Operating income increased 650 million yen (increase of 11.7%) compared with the previous period achieving 6,220 million yen and Ordinary income increased 654 million yen (increase of 11.5%) compared with the previous period, reaching 6,355 million yen.

Net income increased 4,758 million yen (increase of 158.1%) compared with the previous period, reaching 7,769 million yen as a result of booking 1,925 million yen in extraordinary income in association with the transfer of the consolidated subsidiary Mizuno Resort Gassan Co., Ltd. and booking 1,251 million yen in deferred income taxes.

(2) Outlook for the next fiscal year (April 2006 - March 2007)

As for the Japanese economy in fiscal year 2006, personal consumption and domestic demand are anticipated to continue recovery against a background of good corporate results. Further, there are also indications of recovery in the European economy, which has continued to be stagnant for some years, and it is thought that consumption will trend strongly. On the other hand, in the USA, where interest rates continue to rise in circumstances of worrying inflation, and China, where the trade surplus is becoming an international problem, Renminbi appreciation and other international risk factors are anticipated to come to the fore.

In this external environment, our corporate group has taken its first steps into a new century in 2006, the centennial of its founding, and shall push ahead with a strategy shift from stability to growth.

In Japan, along with efforts to strengthen sales and marketing, the group is aiming at the establishment of a system to shift towards a robust and profitable company with measures including the strengthening of the directly-held store strategy, advances towards growth channels, and the development of health service business.

In addition, in order to enhance global consolidated management, along with positive investment and improvement of the rates of overseas sales and production, the group will also promote the unification of brand concepts on the global level and increase brand value through innovative and passionate marketing.

As for sales performance for the next period, we estimate sales of 156 billion yen (increase of 2.4%) with ordinary income of 7 billion yen (increase of 10.1%) and net income of 5 billion yen (decrease of 35.6%).