

FY2025Q3 EARNINGS CALL (HELD ON NOVEMBER 12TH, 2025)

<SUMMARY OF Q&A SESSION>

Q :	What is the current order status for products in 2026SS season?
A :	Pre-orders from wholesalers for 2026SS products have increased by approximately 30% YoY in Europe and the U.S., and by about 20% in Australia, confirming continued strong demand.

Q :	In Performance Running, it seems that the share for athletes is increasing further. I think it would be good if this trend spreads to general runners. Are the voices from wholesalers changing?
A :	In July, we launched a new lightweight model called RAY as part of the METASPEED series, in addition to the existing two models (SKY and EDGE). As a result, our share at marathon events in various regions has been increasing. By introducing top models for athletes, the technology and features have been cascaded down, leading to strong sales of products for general runners such as the KAYANO, NIMBUS, and BLAST series. We have also received feedback from wholesalers saying, 'We want to carry ASICS products' and 'Please ensure a stable supply so that there are no stockouts.'

Q :	Regarding the share buyback, there was mention that the current stock price level was taken into consideration. How should this be interpreted as a message to the market?
A :	Considering the current stock price of ASICS, we believe it deserves greater recognition from the market, and therefore we have decided to implement a share buyback. In addition, under the Mid-Term Plan 2026, we have set a target of a total shareholder return ratio of 50% over three years. The total shareholder return ratio is expected to be approximately 78% for 2025.

Q :	European sales for October have declined YoY. Is this due to factors such as timing differences?
A :	The YoY decline is due to shipments being brought forward. Recent

	sales in October and November remain strong, and pre-orders for 2026SS season are also robust, so we believe there is little cause for concern.
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Q :	What is the rationale behind CFO Hayashi taking on the role of Head of China? How will this affect future engagement with investors and the ongoing supply chain reform?
A :	Hayashi will assume the role of Head of China starting January 2026, with the aim of further expanding our business in the Greater China region. While performance in this market has grown significantly, we believe there is still substantial room for growth. As for investor relations, CEO Hirota and COO Tominaga will take the lead, supported by Kobayashi from Accounting and Tsujiue from Finance, ensuring a strong governance structure. Regarding the supply chain, the operational and system foundations are already in place, so the focus will be on effectively leveraging what Hayashi has built. We aspire to establish an industry-leading business model, and we hope you will look forward to these developments.