

adidas AG Consolidated Income Statement (IFRS) - Restated<sup>1)</sup>

€ in millions	First quarter		Change	Second quarter		Change	Third quarter		Change	Fourth quarter		Change	Year ending Dec. 31		Change
	2017	2016		2017	2016		2017	2016		2017	2016		2017	2016	
Net sales	5,447	4,562	19.4 %	5,038	4,199	20.0 %	5,677	5,222	8.7 %		4,500			18,483	
Cost of sales	2,744	2,272	20.8 %	2,513	2,126	18.2 %	2,814	2,712	3.7 %		2,274			9,383	
<b>Gross profit</b>	<b>2,702</b>	<b>2,290</b>	<b>18.0 %</b>	<b>2,525</b>	<b>2,074</b>	<b>21.7 %</b>	<b>2,864</b>	<b>2,510</b>	<b>14.1 %</b>		<b>2,226</b>			<b>9,100</b>	
<i>(% of net sales)</i>	49.6%	50.2%	[0.6pp]	50.1%	49.4%	0.7 pp	50.4%	48.1%	2.4 pp		49.5%			49.2%	
Royalty and commission income	28	24	19.8 %	29	30	[2.5%]	29	29	[0.7%]		23			105	
Other operating income	28	31	[9.1%]	24	159	[85.0%]	33	16	110.5 %		57			262	
Other operating expenses	2,122	1,824	16.4 %	2,072	1,833	13.0 %	2,129	1,963	8.5 %		2,265			7,885	
<i>(% of net sales)</i>	39.0%	40.0%	[1.0pp]	41.1%	43.7%	[2.5pp]	37.5%	37.6%	[0.1pp]		50.3%			42.7%	
<b>Operating profit</b>	<b>637</b>	<b>521</b>	<b>22.2 %</b>	<b>505</b>	<b>429</b>	<b>17.9 %</b>	<b>795</b>	<b>591</b>	<b>34.6 %</b>		<b>41</b>			<b>1,582</b>	
<i>(% of net sales)</i>	11.7%	11.4%	0.3 pp	10.0%	10.2%	[0.2pp]	14.0%	11.3%	2.7 pp		0.9 %			8.6%	
Financial income	28	19	44.2 %	7	9	[24.2%]	7	6	6.2 %		8			28	
Financial expenses	20	13	49.0 %	26	14	93.2 %	35	24	45.7 %		39			74	
<b>Income before taxes</b>	<b>645</b>	<b>527</b>	<b>22.3 %</b>	<b>486</b>	<b>425</b>	<b>14.5 %</b>	<b>767</b>	<b>573</b>	<b>33.9 %</b>		<b>10</b>			<b>1,536</b>	
<i>(% of net sales)</i>	11.8%	11.6%	0.3 pp	9.7%	10.1%	[0.5pp]	13.5%	11.0%	2.5 pp		0.2 %			8.3%	
Income taxes	183	157	16.5 %	139	124	12.1 %	219	166	31.7 %		7			454	
<i>(% of income before taxes)</i>	28.4%	29.9%	[1.4pp]	28.6%	29.2%	[0.6pp]	28.5%	29.0%	[0.5pp]		62.3 %			29.6%	
<b>Net income from continuing operations</b>	<b>462</b>	<b>370</b>	<b>24.8 %</b>	<b>347</b>	<b>301</b>	<b>15.5 %</b>	<b>549</b>	<b>407</b>	<b>34.8 %</b>		<b>4</b>			<b>1,082</b>	
<i>(% of net sales)</i>	8.5%	8.1%	0.4 pp	6.9%	7.2%	[0.3pp]	9.7%	7.8%	1.9 pp		0.1 %			5.9%	
Gains/(losses) from discontinued operations, net of tax	[6]	[19]	[68.0%]	[189]	[10]	1874.7 %	22	[20]	9.7 %		[14]			[62]	
<b>Net income</b>	<b>456</b>	<b>351</b>	<b>29.7 %</b>	<b>159</b>	<b>291</b>	<b>[45.6%]</b>	<b>527</b>	<b>387</b>	<b>36.1 %</b>		<b>[10]</b>			<b>1,020</b>	
<i>(% of net sales)</i>	8.4%	7.7%	0.7 pp	3.1%	6.9%	[3.8pp]	9.3%	7.4%	1.9 pp		[0.2%]			5.5%	
<b>Net income attributable to shareholders</b>	<b>455</b>	<b>351</b>	<b>29.6 %</b>	<b>158</b>	<b>291</b>	<b>[45.5%]</b>	<b>526</b>	<b>386</b>	<b>36.2 %</b>		<b>[10]</b>			<b>1,017</b>	
<i>(% of net sales)</i>	8.3%	7.7%	0.7 pp	3.1%	6.9%	[3.8pp]	9.3%	7.4%	1.9 pp		[0.2%]			5.5%	
<b>Net income attributable to non-controlling interests</b>	<b>1</b>	<b>0</b>	<b>119.1 %</b>	<b>0</b>	<b>1</b>	<b>[62.4%]</b>	<b>1</b>	<b>1</b>	<b>0.7 %</b>		<b>0</b>			<b>2</b>	
<b>Basic earnings per share from continuing operations (in €)</b>	<b>2.29</b>	<b>1.85</b>	<b>24.0 %</b>	<b>1.72</b>	<b>1.50</b>	<b>14.4 %</b>	<b>2.70</b>	<b>2.03</b>	<b>33.2 %</b>		<b>0.02</b>			<b>5.39</b>	
<b>Diluted earnings per share from continuing operations (in €)</b>	<b>2.26</b>	<b>1.80</b>	<b>25.4 %</b>	<b>1.70</b>	<b>1.47</b>	<b>16.2 %</b>	<b>2.68</b>	<b>1.98</b>	<b>35.4 %</b>		<b>0.04</b>			<b>5.29</b>	
<b>Basic earnings per share from continuing and discontinued operations (in €)</b>	<b>2.26</b>	<b>1.75</b>	<b>29.0 %</b>	<b>0.78</b>	<b>1.45</b>	<b>[46.1%]</b>	<b>2.59</b>	<b>1.93</b>	<b>34.5 %</b>		<b>[0.05]</b>			<b>5.08</b>	
<b>Diluted earnings per share from continuing and discontinued operations (in €)</b>	<b>2.23</b>	<b>1.71</b>	<b>30.4 %</b>	<b>0.78</b>	<b>1.42</b>	<b>[45.2%]</b>	<b>2.57</b>	<b>1.88</b>	<b>36.7 %</b>		<b>[0.03]</b>			<b>4.99</b>	

Net Sales

€ in millions	First quarter		Change	Second quarter		Change	Third quarter		Change	Fourth quarter		Change	Year end Dec. 31		Change
	2017	2016		2017	2016		2017	2016		2017	2016		2017	2016	
Western Europe	1,523	1,414	7.7 %	1,421	1,214	17.1 %	1,656	1,557	6.3 %		1,105			5,291	
North America	988	728	35.8 %	1,014	788	28.7 %	1,099	927	18.5 %		969			3,412	
Greater China	990	762	29.9 %	865	685	26.3 %	1,012	822	23.1 %		741			3,010	
Russia/CIS	160	138	16.0 %	181	172	5.2 %	173	195	[11.1%]		175			679	
Latin America	454	394	15.4 %	441	379	16.4 %	502	487	3.0 %		471			1,731	
Japan	301	236	27.3 %	261	236	11.0 %	243	264	[8.2%]		271			1,007	
MEAA	833	701	18.9 %	657	572	14.9 %	801	794	0.8 %		618			2,685	
Other Businesses <sup>1)</sup>	197	189	4.3 %	198	155	27.6 %	192	175	9.9 %		149			667	
<b>adidas brand</b>	<b>4,842</b>	<b>4,036</b>	<b>20.0 %</b>	<b>4,497</b>	<b>3,705</b>	<b>21.4 %</b>	<b>5,091</b>	<b>4,640</b>	<b>9.7 %</b>		<b>3,953</b>			<b>16,334</b>	
Reebok brand	492	416	18.5 %	431	399	7.9 %	485	493	[1.6%]		462			1,770	
adidas Golf	105	105	[0.0%]	103	90	14.7 %	94	82	13.9 %		78			355	

<sup>1)</sup> Figures reflect continuing operations as a result of the divestiture of the Rockport, TaylorMade, Adams Golf, Ashworth and CCM Hockey businesses.