

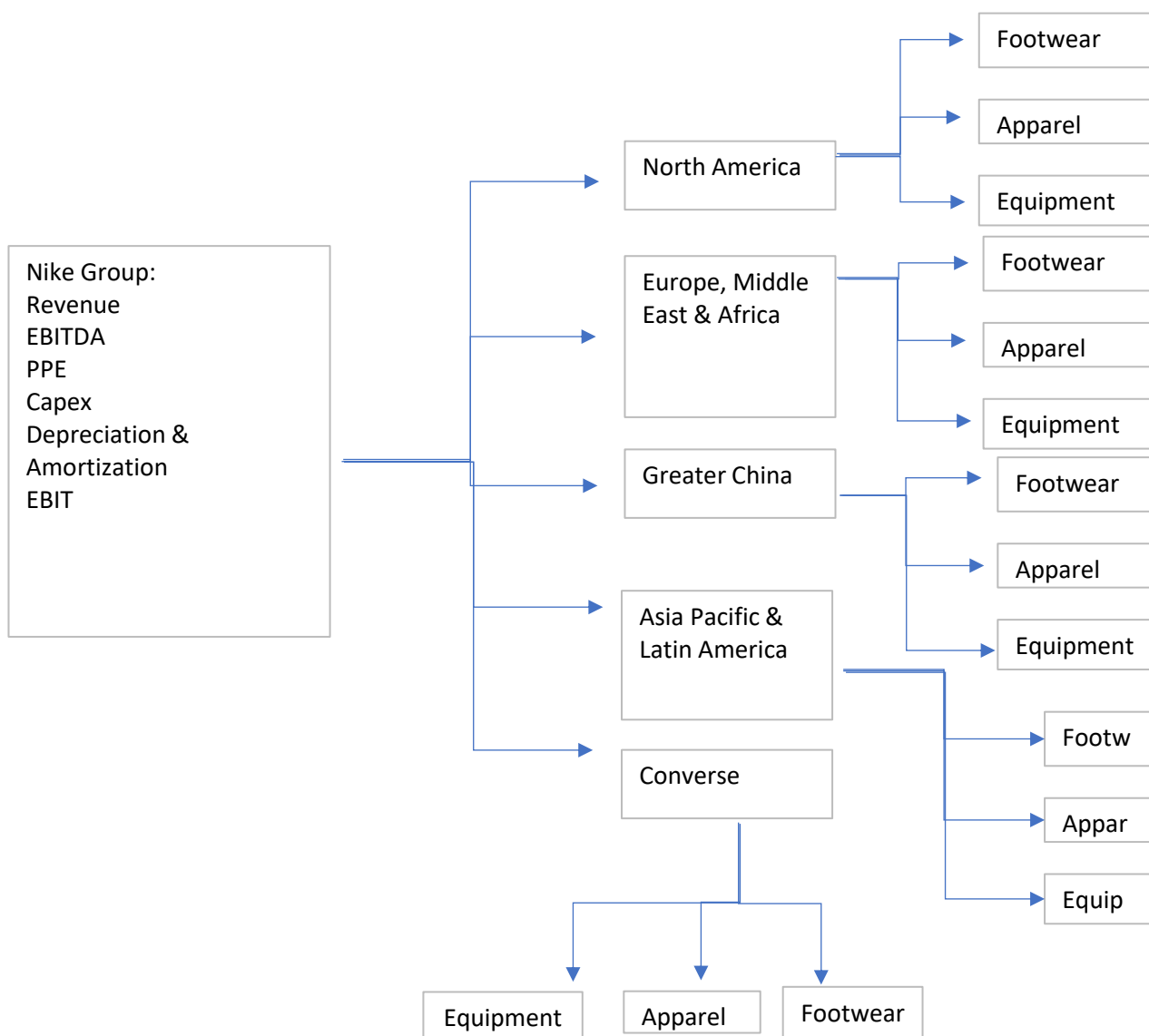
Instructions

Forecast the segmental revenue model in the "Segmental forecast" sheet in accordance to the example provided

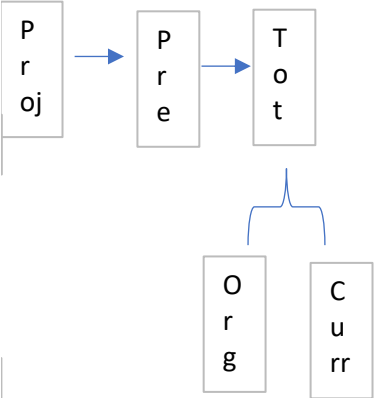
Note that the revenue growth is the add up of Organic growth + Currency impact

Please ensure all the forecast numbers are equal to the 2022 numbers, using 0% as the forecasted growth and
This exercise will ensure that all the links in the model are error free and no line item has been missed

Submission time is 3 days from the day the task was given to you



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NIKE, INC.

(Dollars and Shares in Millions Except Per Share Amounts)

Revenues

Cost of sales

Gross profit

Demand creation expense

Operating overhead expense

Total selling and administrative expense

Interest expense (income), net

Other (income) expense, net

Income before income taxes

Income tax expense

NET INCOME

Net earnings per share:

Basic

Diluted

Average shares outstanding:

Basic

Diluted

Check (Reported diluted EPS-(Net income/diluted no. of shares))

CONSOLIDATED BALANCE SHEETS

ASSETS

Current assets:

Cash and equivalents

Short-term investments

Accounts receivable, net

Inventories

Prepaid expenses and other current assets

Total current assets

Property, plant and equipment, net

Operating lease right-of-use assets, net

Identifiable intangible assets, net

Goodwill

Deferred income taxes and other assets

TOTAL ASSETS

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities:

Current portion of long-term debt

Notes payable

Accounts payable

Current portion of operating lease liabilities

Accrued liabilities

Income taxes payable

Total current liabilities

Long-term debt

Operating lease liabilities

Deferred income taxes and other liabilities
 Commitments and contingencies (Note 18)
 Redeemable preferred stock
 Shareholders' equity:
 Common stock at stated value:
 Class A convertible — 305 and 305 shares outstanding
 Class B — 1,266 and 1,273 shares outstanding
 Capital in excess of stated value
 Accumulated other comprehensive income (loss)
 Retained earnings (deficit)

Total shareholders' equity

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

Check (total assets - total liabilities and equity)

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Link Net income figures from income statement)

Cash provided (used) by operations:

Net income

Adjustments to reconcile net income to net cash provided (used) by operations:

Depreciation
 Deferred income taxes
 Stock-based compensation
 Amortization, impairment and other
 Net foreign currency adjustments

Changes in certain working capital components and other assets and liabilities:

(Increase) decrease in accounts receivable
 (Increase) decrease in inventories
 (Increase) decrease in prepaid expenses, operating lease right-of-use assets and other current and non-cur
 Increase (decrease) in accounts payable, accrued liabilities, operating lease liabilities and other current and

Cash provided (used) by operations

Cash provided (used) by investing activities:

Purchases of short-term investments
 Maturities of short-term investments
 Sales of short-term investments
 Additions to property, plant and equipment
 Other investing activities

Cash provided (used) by investing activities

Cash provided (used) by financing activities:

Proceeds from borrowings, net of debt issuance costs
 Increase (decrease) in notes payable, net
 Repayment of borrowings
 Proceeds from exercise of stock options and other stock issuances
 Repurchase of common stock
 Dividends — common and preferred
 Other financing activities

Cash provided (used) by financing activities

Effect of exchange rate changes on cash and equivalents

Net increase (decrease) in cash and equivalents

Cash and equivalents, beginning of year

CASH AND EQUIVALENTS, END OF YEAR

Check (cash at eop - cash in balance sheet)

Supplemental disclosure of cash flow information:

- Cash paid during the year for:
 - Interest, net of capitalized interest
 - Income taxes
 - Non-cash additions to property, plant and equipment
 - Dividends declared and not paid

Segmental Breakdowns	
Revenue:	
North America	
Footwear	
Apparel	
Equipment	
Europe, Middle East & Africa	
Footwear	
Apparel	
Equipment	
Greater China	
Footwear	
Apparel	
Equipment	
Asia Pacific & Latin America	
Footwear	
Apparel	
Equipment	
Global Brand Divisions	
<hr/>	
TOTAL NIKE BRAND	
Converse	
Footwear	
Apparel	
Equipment	
Other	
Corporate	
<hr/>	
TOTAL NIKE, INC. REVENUES	
<hr/>	
Check	
EBIT:	
North America	
Europe, Middle East & Africa	
Greater China	
Asia Pacific & Latin America	
Global Brand Divisions	
<hr/>	
TOTAL NIKE BRAND	
Converse	
Corporate	
<hr/>	
TOTAL NIKE, INC. EBIT	
<hr/>	
Check	
PROPERTY, PLANT AND EQUIPMENT, NET	
North America	
Europe, Middle East & Africa	
Greater China	

Asia Pacific & Latin America(1)

Global Brand Divisions

Total NIKE Brand

Converse

Corporate

TOTAL PROPERTY, PLANT AND EQUIPMENT, NET

Check

ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT

North America

Europe, Middle East & Africa

Greater China

Asia Pacific & Latin America(1)

Global Brand Divisions

Total NIKE Brand

Converse

Corporate

TOTAL ADDITIONS TO PROPERTY, PLANT AND EQUIPMENT

Check

DEPRECIATION

North America

Europe, Middle East & Africa

Greater China

Asia Pacific & Latin America

Global Brand Divisions

Total NIKE Brand

Converse

Corporate

TOTAL DEPRECIATION

Check

Revenue Drivers

Organic revenue growth***North America***

Footwear

Apparel

Equipment

Europe, Middle East & Africa

Footwear

Apparel

Equipment

Greater China

Footwear

Apparel

Equipment

Asia Pacific & Latin America

Footwear

Apparel

Equipment

Global Brand Divisions

TOTAL NIKE BRAND

Converse

Footwear

Apparel

Equipment

Other

Corporate

TOTAL NIKE, INC. REVENUES

2015	2016	2017	2018	2019	2020	2021	2022
30,601	32,376	34,350	36,397	39,117	37,403	44,538	46,710
16,534	17,405	19,038	20,441	21,643	21,162	24,576	25,231
14,067	14,971	15,312	15,956	17,474	16,241	19,962	21,479
3,213	3,278	3,341	3,577	3,753	3,592	3,114	3,850
6,679	7,191	7,222	7,934	8,949	9,534	9,911	10,954
9,892	10,469	10,563	11,511	12,702	13,126	13,025	14,804
28	19	59	54	49	89	262	205
(58)	(140)	(196)	66	(78)	139	14	(181)
4,205	4,623	4,886	4,325	4,801	2,887	6,661	6,651
932	863	646	2,392	772	348	934	605
3,273	3,760	4,240	1,933	4,029	2,539	5,727	6,046
1.9	2.21	2.56	1.19	1.63	3.64	3.64	3.83
1.85	2.16	2.51	1.17	1.6	3.56	3.56	3.75
-	-	1657.8	1579.7	1579.7	1,559	1,573	1,579
-	-	1692	1618.4	1618.4	1,592	1,609	1,611
-	-	-	-	-	-	-	-

3,852	3,138	3,808	4,249	4,466	8,348	9,889	8,574
2,072	2,319	2,371	996	197	439	3,587	4,423
3,358	3,241	3,677	3,498	4,272	2,749	4,463	4,667
4,337	4,838	5,055	5,261	5,622	7,367	6,854	8,420
2,357	1,489	1,150	1,130	1,968	1,653	1,498	2,129
15,976	15,025	16,061	15,134	16,525	20,556	26,291	28,213
3,011	3,520	3,989	4,454	4,744	4,866	4,904	4,791
-	-	-	-	-	3,097	3,113	2,926
281	281	283	285	283	274	269	286
131	131	139	154	154	223	242	284
2,201	2,422	2,787	2,509	2,011	2,326	2,921	3,821
21,600	21,379	23,259	22,536	23,717	31,342	37,740	40,321
107	44	6	6	6	3	-	500
74	1	325	336	9	248	2	10
2,131	2,191	2,048	2,279	2,612	2,248	2,836	3,358
-	-	-	-	-	445	467	420
3,951	3,037	3,011	3,269	5,010	5,184	6,063	6,220
71	85	84	150	229	156	306	222
6,334	5,358	5,474	6,040	7,866	8,284	9,674	10,730
1,079	1,993	3,471	3,468	3,464	9,406	9,413	8,920
-	-	-	-	-	2,913	2,931	2,777

1,480	1,770	1,907	3,216	3,347	2,684	2,955	2,613
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3	3	3	3	3	3	3	3
6,773	7,786	8,638	6,384	7,163	8,299	9,965	11,484
1,246	318	(213)	(92)	231	(56)	(380)	318
4,685	4,151	3,979	3,517	1,643	(191)	3,179	3,476
12,707	12,258	12,407	9,812	9,040	8,055	12,767	15,281
21,600	21,379	23,259	22,536	23,717	31,342	37,740	40,321

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3,273	3,760	4,240	1,933	4,029	2,539	5,727	6,046
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606	649	706	747	705	721	744	717
(113)	(80)	(273)	647	34	(380)	(385)	(650)
191	236	215	218	325	429	611	638
43	13	10	27	15	398	53	123
424	98	(117)	(99)	233	23	(138)	(26)

(216)	60	(426)	187	(270)	1,239	(1,606)	(504)
(621)	(590)	(231)	(255)	(490)	(1,854)	507	(1,676)
(144)	(161)	(120)	35	(203)	(654)	(182)	(845)
1,237	(889)	(158)	1,515	1,525	24	1,326	1,365

4,680	3,096	3,846	4,955	5,903	2,485	6,657	5,188
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(4,936)	(5,367)	(5,928)	(4,783)	(2,937)	(2,426)	(9,961)	(12,913)
3,655	2,924	3,623	3,613	1,715	74	4,236	8,199
2,216	2,386	2,423	2,496	2,072	2,379	2,449	3,967
(960)	(1,133)	(1,092)	(1,028)	(1,119)	(1,086)	(695)	(758)
(150)	156	(34)	(22)	5	31	171	(19)
(175)	(1,034)	(1,008)	276	(264)	(1,028)	(3,800)	(1,524)

(7)	875	1,438	-	-	6,134	-	-
(63)	(67)	327	13	(325)	49	(52)	15
(19)	(7)	(17)	-	-	-	(197)	-
514	507	489	733	700	885	1,172	1,151
(2,534)	(3,238)	(3,223)	(4,254)	(4,286)	(3,067)	(608)	(4,014)
(899)	(1,022)	(1,133)	(1,243)	(1,332)	(1,452)	(1,638)	(1,837)
218	(22)	(29)	(84)	(50)	(58)	(136)	(151)

(2,790)	(2,974)	(2,148)	(4,835)	(5,293)	2,491	(1,459)	(4,836)
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(83)	(105)	(20)	45	(129)	(66)	143	(143)
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1,632	(1,017)	670	441	217	3,882	1,541	(1,315)
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2,220	3,852	3,138	3,808	4,259	4,466	8,348	9,889
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3,852	3,138	3,808	4,249	4,466	8,348	9,889	8,574
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53	70	98	125	153	140	293	290
1,262	748	703	529	757	1,028	1,177	1,231
206	252	266	294	160	121	179	160
240	271	300	320	347	385	438	480



13,740	14,764	15,216	14,855	15,902	14,484	17,179	18,353
8506	9299	9684	9322	10045	9329	11,644	12,228
4410	4746	4886	4938	5260	4639	5,028	5,492
824	719	646	595	597	516	507	633
7,126	7,315	7,970	9,242	9,812	9,347	11,456	12,479
4703	4867	5192	5875	6293	5892	6,970	7,388
2051	2091	2395	2940	3087	3053	3,996	4,527
372	357	383	427	432	402	490	564
3,067	3,785	4,237	5,134	6,208	6,679	8,290	7,547
2016	2599	2920	3496	4262	4635	5,748	5,416
925	1055	1188	1508	1808	1896	2,347	1,938
126	131	129	130	138	148	195	193
755	869	4,737	5,166	5,254	5,028	5,343	5,955
452	570	3285	3575	3622	3449	3,659	4,111
230	228	1185	1347	1395	1365	1,494	1,610
73	71	267	244	237	214	190	234
4,013	3,774	73	88	42	30	25	102
28,701	30,507	32,233	34,485	37,218	35,568	42,293	44,436
1,982	1,955	2,042	1,886	1,906	1,846	2,205	2,346
-	-	-	1,611	1,658	1,642	1,986	2,094
-	-	-	144	118	89	104	103
-	-	-	28	24	25	29	26
-	-	-	103	106	90	86	123
(82)	(86)	75	26	(7)	(11)	40	(72)
30,601	32,376	34,350	36,397	39,117	37,403	44,538	46,710

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3,645	3,763	3,875	3,600	3,925	2,899	5,089	5,114
1,275	1,787	1,507	1,587	1,995	1,541	2,435	3,293
249	1,372	1,507	1,807	2,376	2,490	3,243	2,365
993	1,002	980	1,189	1,323	1,184	1,530	1,896
(1,349)	(2,596)	(2,677)	(2,658)	(3,262)	(3,468)	(3,656)	(4,262)
4,813	5,328	5,192	5,525	6,357	4,646	8,641	8,406
517	487	477	310	303	297	543	669
(1,097)	(1,173)	(724)	(1,456)	(1,810)	(1,967)	(2,261)	(2,219)
4,233	4,642	4,945	4,379	4,850	2,976	6,923	6,856

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632	742	819	848	814	645	617	639
498	639	706	849	929	885	982	920
254	234	225	256	237	214	288	303

205	223	223	339	326	296	304	274
587	620	653	597	665	830	780	789
2,176	2,458	2,626	2,889	2,971	2,870	2,971	2,925
122	125	125	115	100	80	63	49
713	937	1,238	1,450	1,673	1,916	1,870	1,817
3,011	3,520	3,989	4,454	4,744	4,866	4,904	4,791

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208	242	223	196	117	196	98	146
236	232	172	240	233	240	153	197
69	44	51	76	49	76	94	78
15	13	21	49	47	49	54	56
262	309	317	286	278	286	278	222
790	840	784	847	724	847	677	699
101	39	30	22	18	12	7	9
69	254	278	159	377	227	11	50
960	1,133	1,092	1,028	1,119	1,086	695	758

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121	133	140	160	149	148	130	124
87	84	104	116	111	132	136	134
46	48	54	56	50	44	46	41
22	18	18	55	53	46	43	42
237	255	271	217	195	214	222	220
513	538	587	604	558	584	577	561
18	27	28	33	31	25	26	22
75	84	91	110	116	112	141	134
606	649	706	747	705	721	744	717

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11.7%	7.5%	3.1%	-2.4%	7.0%	-8.9%	18.6%	7.0%
13.5%	9.3%	4.1%	-3.7%	7.8%	-7.1%	24.8%	5.0%
12.0%	7.6%	2.9%	1.1%	6.5%	-11.8%	8.4%	9.0%
-5.0%	-12.7%	-10.2%	-7.9%	0.3%	-13.6%	-1.7%	25.0%
11.9%	2.7%	9.0%	16.0%	6.2%	-4.7%	22.6%	12.0%
15.8%	3.5%	6.7%	13.2%	7.1%	-6.4%	18.3%	9.0%
4.7%	2.0%	14.5%	22.8%	5.0%	-1.1%	30.9%	16.0%
7.8%	-4.0%	7.3%	11.5%	1.2%	-6.9%	21.9%	17.0%
17.9%	23.4%	11.9%	21.2%	20.9%	7.6%	24.1%	-13.0%
26.0%	28.9%	12.4%	19.7%	21.9%	8.8%	24.0%	-10.0%
5.6%	14.1%	12.6%	26.9%	19.9%	4.9%	23.8%	-21.0%
0.0%	4.0%	-1.5%	0.8%	6.2%	7.2%	31.8%	-6.0%
-2.1%	15.1%	445.1%	9.1%	1.7%	-4.3%	6.3%	16.0%
10.5%	26.1%	476.3%	8.8%	1.3%	-4.8%	6.1%	17.0%
-16.7%	-0.9%	419.7%	13.7%	3.6%	-2.2%	9.5%	12.0%
-15.1%	-2.7%	276.1%	8.6%	-2.9%	-9.7%	-11.2%	28.0%
-1.5%	-6.0%	-98.1%	20.5%	-52.3%	-28.6%	-16.7%	302.0%
9.9%	6.3%	5.7%	7.0%	7.9%	-4.4%	18.9%	6.0%
17.7%	-1.4%	4.5%	-7.6%	1.1%	-3.1%	19.4%	7.0%

-	-	-	-	2.9%	-1.0%	21.0%	6.0%
-	-	-	-	-18.1%	-24.6%	16.9%	-3.0%
-	-	-	-	-14.3%	4.2%	16.0%	-16.0%
-	-	-	-	2.9%	-15.1%	-4.4%	42.0%
2833.3%	-4.9%	18720.0%	-65.3%	126.9%	57.1%	-463.6%	0.0%
10.1%	5.8%	6.1%	6.0%	7.5%	-4.4%	19.1%	6.0%

NIKE, INC.

(Dollars and Shares in Millions Except Per Share Amounts)

	2015	2016	2017
Group Totals			
Group Revenue	30,601	32,376	34,350
Growth %	nm	5.8%	6.1%
EBITDA	4,839	5,291	5,651
Growth %	nm	9.3%	6.8%
Margin %	15.8%	16.3%	16.5%
D&A	606	649	706
Growth %	nm	7.1%	8.8%
As a % of revenue	2.0%	2.0%	2.1%
EBIT	4,233	4,642	4,945
Growth %	nm	9.7%	6.5%
Margin %	13.8%	14.3%	14.4%
Capex	960	1,133	1,092
Growth %	nm	18.0%	-3.6%
As a % of revenue	3.1%	3.5%	3.2%
Property, plant and equipment	3,011	3,520	3,989
Growth %	nm	16.9%	13.3%
As a % of revenue	9.8%	10.9%	11.6%
North America			
Revenue	13,740	14,764	15,216
Growth %	nm	7.5%	3.1%
Footwear	8,506	9,299	9,684
Growth %	nm	9.3%	4.1%
Organic growth %	13.5%	9.3%	4.1%
Currency impact %	nm	0.0%	0.0%
Apparel	4,410	4,746	4,886
Growth %	nm	7.6%	2.9%
Organic growth %	15.8%	3.5%	6.7%
Currency impact %	nm	4.1%	-3.8%
Equipment	824	719	646
Growth %	nm	-12.7%	-10.2%
Organic growth %	-5.0%	-12.7%	-10.2%
Currency impact %	nm	0.0%	0.0%
EBITDA	3,766	3,896	4,015
Growth %	nm	3.5%	3.1%
Margin %	27.4%	26.4%	26.4%
D&A	121	133	140
Growth %	nm	9.9%	5.3%
As a % of revenue	0.9%	0.9%	0.9%
As a % of PPE	19.1%	17.9%	17.1%
EBIT	3,645	3,763	3,875
Growth %	nm	3.2%	3.0%
Margin %	26.5%	25.5%	25.5%

Capex	208	242	223
Growth %	nm	16.3%	-7.9%
As a % of revenue	1.5%	1.6%	1.5%
Property, plant and equipment	632	742	819
Growth %	nm	17.4%	10.4%
As a % of revenue	4.6%	5.0%	5.4%
EMEA			
Revenue	7,126	7,315	7,970
Growth %	nm	2.7%	9.0%
Footwear	4,703	4,867	5,192
Growth %	nm	3.5%	6.7%
Organic growth %	15.8%	3.5%	6.7%
Currency impact %	nm	0.0%	0.0%
Apparel	2,051	2,091	2,395
Growth %	nm	2.0%	14.5%
Organic growth %	4.7%	2.0%	14.5%
Currency impact %	nm	0.0%	0.0%
Equipment	372	357	383
Growth %	nm	-4.0%	7.3%
Organic growth %	7.8%	-4.0%	7.3%
Currency impact %	nm	0.0%	0.0%
EBITDA	1,362	1,871	1,611
Growth %	nm	37.4%	-13.9%
Margin %	19%	26%	20%
D&A	87	84	104
Growth %	nm	-3.4%	23.8%
As a % of revenue	1.2%	1.1%	1.3%
As a % of PPE	17.5%	13.1%	14.7%
EBIT	1,275	1,787	1,507
Growth %	nm	40.2%	-15.7%
Margin %	18%	24%	19%
Capex	236	232	172
Growth %	nm	-1.7%	-25.9%
As a % of revenue	3.3%	3.2%	2.2%
Property, plant and equipment	498	639	706
Growth %	nm	28.3%	10.5%
As a % of revenue	7.0%	8.7%	8.9%
Greater China			
Revenue	3,067	3,785	4,237
Growth %	nm	23.4%	11.9%
Footwear	2,016	2,599	2,920
Growth %	nm	28.9%	12.4%
Organic growth %	26.0%	28.9%	12.4%
Currency impact %	nm	0.0%	0.0%
Apparel	925	1,055	1,188
Growth %	nm	14.1%	12.6%
Organic growth %	0.056	0.141	0.126

Currency impact %	nm	0.0%	0.0%
Equipment	126	131	129
Growth %	nm	4.0%	-1.5%
Organic growth %	0.0%	4.0%	-1.5%
Currency impact %	nm	0.0%	0.0%
EBITDA	295	1,420	1,561
Growth %	nm	381.4%	9.9%
Margin %	9.6%	37.5%	36.8%
D&A	46	48	54
Growth %	nm	4.3%	12.5%
As a % of revenue	1.5%	1.3%	1.3%
As a % of PPE	18%	21%	24%
EBIT	249	1,372	1,507
Growth %	nm	451.0%	9.8%
Margin %	8.1%	36.2%	35.6%
Capex	69	44	51
Growth %	nm	-36.2%	15.9%
As a % of revenue	2.2%	1.2%	1.2%
Property, plant and equipment	254	234	225
Growth %	nm	-7.9%	-3.8%
As a % of revenue	8.3%	6.2%	5.3%
APAC and Latin America			
Revenue	755	869	4,737
Growth %	nm	15.1%	445.1%
Footwear	452	570	3,285
Growth %	nm	26.1%	476.3%
Organic growth %	10.5%	26.1%	476.3%
Currency impact %	nm	0.0%	0.0%
Apparel	230	228	1,185
Growth %	nm	-0.9%	419.7%
Organic growth %	-16.7%	-0.9%	419.7%
Currency impact %	nm	0.0%	0.0%
Equipment	73	71	267
Growth %	nm	-2.7%	276.1%
Organic growth %	-15.1%	-2.7%	276.1%
Currency impact %	nm	0.0%	0.0%
EBITDA	1,015	1,020	998
Growth %	nm	0.5%	-2.2%
Margin %	134.4%	117.4%	21.1%
D&A	22	18	18
Growth %	nm	-18.2%	0.0%
As a % of revenue	2.9%	2.1%	0.4%
As a % of PPE	10.7%	8.1%	8.1%
EBIT	993	1,002	980
Growth %	nm	0.9%	-2.2%
Margin %	131.5%	115.3%	20.7%
Capex	15	13	21

Growth %	nm	-13.3%	61.5%
As a % of revenue	2.0%	1.5%	0.4%
Property, plant and equipment	205	223	223
Growth %	nm	8.8%	0.0%
As a % of revenue	27.2%	25.7%	4.7%
Global Brand Divisions			
Revenue	4,013	3,774	73
Growth %	nm	-6.0%	-98.1%
EBITDA	(1,112)	(2,341)	(2,406)
Growth %	nm	110.5%	2.8%
Margin %	-27.7%	-62.0%	-3295.9%
D&A	237	255	271
Growth %	nm	7.6%	6.3%
As a % of revenue	5.9%	6.8%	371.2%
As a % of PPE	40.4%	41.1%	41.5%
EBIT	(1,349)	(2,596)	(2,677)
Growth %	nm	92.4%	3.1%
Margin %	-33.6%	-68.8%	-3667.1%
Capex	262	309	317
Growth %	nm	17.9%	2.6%
As a % of revenue	6.5%	8.2%	434.2%
Property, plant and equipment	587	620	653
Growth %	nm	5.6%	5.3%
As a % of revenue	14.6%	16.4%	894.5%
Converse			
Revenue	1,982	1,955	2,042
Growth %	nm	-1.4%	4.5%
Footwear	-	-	-
Growth %	nm	nm	nm
Organic growth %	17.7%	-1.4%	4.5%
Currency impact %	nm	nm	nm
Apparel	-	-	-
Growth %	nm	nm	nm
Organic growth %	0.0%	0.0%	0.0%
Currency impact %	nm	nm	nm
Equipment	-	-	-
Growth %	nm	nm	nm
Organic growth %	0.0%	0.0%	0.0%
Currency impact %	nm	nm	nm
EBITDA	535	514	505
Growth %	nm	-3.9%	-1.8%
Margin %	27.0%	26.3%	24.7%
D&A	18	27	28
Growth %	nm	50.0%	3.7%
As a % of revenue	0.9%	1.4%	1.4%
As a % of PPE	14.8%	21.6%	22.4%
EBIT	517	487	477

Growth %	nm	-5.8%	-2.1%
Margin %	26.1%	24.9%	23.4%
Capex	101	39	30
Growth %	nm	-61.4%	-23.1%
As a % of revenue	5.1%	2.0%	1.5%
Property, plant and equipment	122	125	125
Growth %	nm	2.5%	0.0%
As a % of revenue	6.2%	6.4%	6.1%
Corporate			
Revenue	(82)	(86)	75
Growth %	nm	4.9%	-187.2%
EBITDA	(1,022)	(1,089)	(633)
Growth %	nm	6.6%	-41.9%
Margin %	1246%	1266%	-844%
D&A	75	84	91
Growth %	nm	12.0%	8.3%
As a % of revenue	-91%	-98%	121%
As a % of PPE	11%	9%	7%
EBIT	(1,097)	(1,173)	(724)
Growth %	nm	6.9%	-38.3%
Margin %	1338%	1364%	-965%
Capex	69	254	278
Growth %	nm	268.1%	9.4%
As a % of revenue	-84.1%	-295.3%	370.7%
Property, plant and equipment	713	937	1,238
Growth %	nm	31.4%	32.1%
As a % of revenue	-870%	-1090%	1651%

2018	2019	2020	2021	2022	2023	2024
36,397	39,117	37,403	44,538	46,710	46,710	46,710
6.0%	7.5%	-4.4%	19.1%	4.9%	0.0%	0.0%
5,126	5,555	3,697	7,667	7,573	7,573	7,573
-9.3%	8.4%	-33.4%	107.4%	-1.2%	0.0%	0.0%
14.1%	14.2%	9.9%	17.2%	16.2%	16.2%	16.2%
747	705	721	744	717	691	691
5.8%	-5.6%	2.3%	3.2%	-3.6%	0.0%	0.0%
2.1%	1.8%	1.9%	1.7%	1.5%	1.5%	1.5%
4,379	4,850	2,976	6,923	6,856	6,856	6,856
-11.4%	10.8%	-38.6%	132.6%	-1.0%	0.0%	0.0%
12.0%	12.4%	8.0%	15.5%	14.7%	14.7%	14.7%
1,028	1,119	1,086	695	758	758	758
-5.9%	8.9%	-2.9%	-36.0%	9.1%	0.0%	0.0%
2.8%	2.9%	2.9%	1.6%	1.6%	1.6%	1.6%
4,454	4,744	4,866	4,904	4,791	4,791	4,791
11.7%	6.5%	2.6%	0.8%	-2.3%	0.0%	0.0%
12.2%	12.1%	13.0%	11.0%	10.3%	10.3%	10.3%
14,855	15,902	14,484	17,179	18,353	18,353	18,353
-2.4%	7.0%	-8.9%	18.6%	6.8%	0.0%	0.0%
9,322	10,045	9,329	11,644	12,228	12,228	12,228
-3.7%	7.8%	-7.1%	24.8%	5.0%	0.0%	0.0%
-3.7%	7.8%	-7.1%	24.8%	5.0%	5.0%	5.0%
0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
4,938	5,260	4,639	5,028	5,492	5,492	5,492
1.1%	6.5%	-11.8%	8.4%	9.2%	0.0%	0.0%
13.2%	7.1%	-6.4%	18.3%	9.0%	9.0%	9.0%
-12.1%	-0.6%	-5.4%	-9.9%	0.2%	-9.0%	-9.0%
595	597	516	507	633	633	633
-7.9%	0.3%	-13.6%	-1.7%	24.9%	0.0%	0.0%
-7.9%	0.3%	-13.6%	-1.7%	25.0%	25.0%	25.0%
0.0%	0.0%	0.0%	0.0%	-0.1%	-25.0%	-25.0%
3,760	4,074	3,047	5,219	5,238	5,238	5,238
-6.4%	8.4%	-25.2%	71.3%	0.4%	0.0%	0.0%
25.3%	25.6%	21.0%	30.4%	28.5%	28.5%	28.5%
160	149	148	130	124	124	124
14.3%	-6.9%	-0.7%	-12.2%	-4.6%	0.0%	0.0%
1.1%	0.9%	1.0%	0.8%	0.7%	0.7%	0.7%
18.9%	18.3%	22.9%	21.1%	19.4%	18.7%	18.1%
3,600	3,925	2,899	5,089	5,114	5,114	5,114
-7.1%	9.0%	-26.1%	75.5%	0.5%	0.0%	0.0%
24.2%	24.7%	20.0%	29.6%	27.9%	27.9%	27.9%

196	117	196	98	146	218	324
-12.1%	-40.3%	67.5%	-50.0%	49.0%	49.0%	49.0%
1.3%	0.7%	1.4%	0.6%	0.8%	1.2%	1.8%
848	814	645	617	639	662	686
3.5%	-4.0%	-20.8%	-4.3%	3.6%	3.6%	3.6%
5.7%	5.1%	4.5%	3.6%	3.5%	3.6%	3.7%
9,242	9,812	9,347	11,456	12,479	12,479	12,479
16.0%	6.2%	-4.7%	22.6%	8.9%	0.0%	0.0%
5,875	6,293	5,892	6,970	7,388	7,388	7,388
13.2%	7.1%	-6.4%	18.3%	6.0%	0.0%	0.0%
13.2%	7.1%	-6.4%	18.3%	9.0%	9.0%	9.0%
0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2,940	3,087	3,053	3,996	4,527	4,527	4,527
22.8%	5.0%	-1.1%	30.9%	13.3%	0.0%	0.0%
22.8%	5.0%	-1.1%	30.9%	16.0%	16.0%	16.0%
0.0%	0.0%	0.0%	0.0%	-2.7%	-16.0%	-16.0%
427	432	402	490	564	564	564
11.5%	1.2%	-6.9%	21.9%	15.1%	0.0%	0.0%
11.5%	1.2%	-6.9%	21.9%	17.0%	17.0%	17.0%
0.0%	0.0%	0.0%	0.0%	-1.9%	-17.0%	-17.0%
1,703	2,106	1,673	2,571	3,427	3,427	3,427
5.7%	23.7%	-20.6%	53.7%	33.3%	0.0%	0.0%
18%	21%	18%	22%	27%	27.5%	27.5%
116	111	132	136	134	134	134
11.5%	-4.3%	18.9%	3.0%	-1.5%	0.0%	0.0%
1.3%	1.1%	1.4%	1.2%	1.1%	0.7%	0.7%
13.7%	11.9%	14.9%	13.8%	14.6%	14.6%	14.6%
1,587	1,995	1,541	2,435	3,293	3,293	3,293
5.3%	25.7%	-22.8%	58.0%	35.2%	0.0%	0.0%
17%	20%	16%	21%	26%	17.9%	17.9%
240	233	240	153	197	197	197
39.5%	-2.9%	3.0%	-36.3%	28.8%	0.0%	0.0%
2.6%	2.4%	2.6%	1.3%	1.6%	1.6%	1.6%
849	929	885	982	920	920	920
20.3%	9.4%	-4.7%	11.0%	-6.3%	0.0%	0.0%
9.2%	9.5%	9.5%	8.6%	7.4%	7.4%	7.4%
5,134	6,208	6,679	8,290	7,547	7,547	7,547
21.2%	20.9%	7.6%	24.1%	-9.0%	0.0%	0.0%
3,496	4,262	4,635	5,748	5,416	5,416	5,416
19.7%	21.9%	8.8%	24.0%	-5.8%	0.0%	0.0%
19.7%	21.9%	8.8%	24.0%	-10.0%	-10.0%	-10.0%
0.0%	0.0%	0.0%	0.0%	4.2%	0.0%	0.0%
1,508	1,808	1,896	2,347	1,938	1,938	1,938
26.9%	19.9%	4.9%	23.8%	-17.4%	0.0%	0.0%
0.269	0.199	0.049	0.238	-0.21	-21.0%	-21.0%

0.0%	0.0%	0.0%	0.0%	3.6%	21.0%	21.0%
130	138	148	195	193	193	193
0.8%	6.2%	7.2%	31.8%	-1.0%	0.0%	0.0%
0.8%	6.2%	7.2%	31.8%	-6.0%	-6.0%	-6.0%
0.0%	0.0%	0.0%	0.0%	5.0%	6.0%	6.0%
1,863	2,426	2,534	3,289	2,406	2,406	2,406
19.3%	30.2%	4.5%	29.8%	-26.8%	0.0%	0.0%
36.3%	39.1%	37.9%	39.7%	31.9%	31.9%	31.9%
56	50	44	46	41	41	41
3.7%	-10.7%	-12.0%	4.5%	-10.9%	0.0%	0.0%
1.1%	0.8%	0.7%	0.6%	0.5%	0.2%	0.2%
22%	21%	21%	16%	14%	13.5%	13.5%
1,807	2,376	2,490	3,243	2,365	2,365	2,365
19.9%	31.5%	4.8%	30.2%	-27.1%	0.0%	0.0%
35.2%	38.3%	37.3%	39.1%	31.3%	12.9%	12.9%
76	49	76	94	78	78	78
49.0%	-35.5%	55.1%	23.7%	-17.0%	0.0%	0.0%
1.5%	0.8%	1.1%	1.1%	1.0%	1.0%	1.0%
256	237	214	288	303	303	303
13.8%	-7.4%	-9.7%	34.6%	5.2%	0.0%	0.0%
5.0%	3.8%	3.2%	3.5%	4.0%	4.0%	4.0%
5,166	5,254	5,028	5,343	5,955	5,955	5,955
9.1%	1.7%	-4.3%	6.3%	11.5%	0.0%	0.0%
3,575	3,622	3,449	3,659	4,111	4,111	4,111
8.8%	1.3%	-4.8%	6.1%	12.4%	0.0%	0.0%
8.8%	1.3%	-4.8%	6.1%	17.0%	17.0%	17.0%
0.0%	0.0%	0.0%	0.0%	-4.6%	0.0%	0.0%
1,347	1,395	1,365	1,494	1,610	1,610	1,610
13.7%	3.6%	-2.2%	9.5%	7.8%	0.0%	0.0%
13.7%	3.6%	-2.2%	9.5%	12.0%	12.0%	12.0%
0.0%	0.0%	0.0%	0.0%	-4.2%	-12.0%	-12.0%
244	237	214	190	234	234	234
-8.6%	-2.9%	-9.7%	-11.2%	23.2%	0.0%	0.0%
8.6%	-2.9%	-9.7%	-11.2%	28.0%	28.0%	28.0%
-17.2%	0.0%	0.0%	0.0%	-4.8%	-28.0%	-28.0%
1,244	1,376	1,230	1,573	1,938	1,938	1,938
24.6%	10.6%	-10.6%	27.9%	23.2%	0.0%	0.0%
24.1%	26.2%	24.5%	29.4%	32.5%	32.5%	32.5%
55	53	46	43	42	42	42
205.6%	-3.6%	-13.2%	-6.5%	-2.3%	0.0%	0.0%
1.1%	1.0%	0.9%	0.8%	0.7%	0.2%	0.2%
16.2%	16.3%	15.5%	14.1%	15.3%	15.3%	15.3%
1,189	1,323	1,184	1,530	1,896	1,896	1,896
21.3%	11.3%	-10.5%	29.2%	23.9%	0.0%	0.0%
23.0%	25.2%	23.5%	28.6%	31.8%	10.3%	10.3%
49	47	49	54	56	56	56

133.3%	-4.1%	4.3%	10.2%	3.7%	0.0%	0.0%
0.9%	0.9%	1.0%	1.0%	0.9%	0.9%	0.9%
339	326	296	304	274	274	274
52.0%	-3.8%	-9.2%	2.7%	-9.9%	0.0%	0.0%
6.6%	6.2%	5.9%	5.7%	4.6%	4.6%	4.6%
88	42	30	25	102	102	102
20.5%	-52.3%	-28.6%	-16.7%	308.0%	0.0%	0.0%
(2,441)	(3,067)	(3,254)	(3,434)	(4,042)	(4,042)	(4,042)
1.5%	25.6%	6.1%	5.5%	17.7%	0.0%	0.0%
-2773.9%	-7302.4%	-10846.7%	-13736.0%	-3962.7%	-3962.7%	-3962.7%
217	195	214	222	220	220	220
-19.9%	-10.1%	9.7%	3.7%	-0.9%	0.0%	0.0%
246.6%	464.3%	713.3%	888.0%	215.7%	1.2%	1.2%
36.3%	29.3%	25.8%	28.5%	27.9%	27.9%	27.9%
(2,658)	(3,262)	(3,468)	(3,656)	(4,262)	(4,262)	(4,262)
-0.7%	22.7%	6.3%	5.4%	16.6%	0.0%	0.0%
-3020.5%	-7766.7%	-11560.0%	-14624.0%	-4178.4%	-23.2%	-23.2%
286	278	286	278	222	222	222
-9.8%	-2.8%	2.9%	-2.8%	-20.1%	0.0%	0.0%
325.0%	661.9%	953.3%	1112.0%	217.6%	217.6%	217.6%
597	665	830	780	789	789	789
-8.6%	11.4%	24.8%	-6.0%	1.2%	0.0%	0.0%
678.4%	1583.3%	2766.7%	3120.0%	773.5%	773.5%	773.5%
1,886	1,906	1,846	2,205	2,346	2,346	2,346
-7.6%	1.1%	-3.1%	19.4%	6.4%	0.0%	0.0%
1611	1658	1642	1986	2094	2,094	2,094
nm	2.9%	-1.0%	21.0%	5.4%	0.0%	0.0%
-7.6%	1.1%	-3.1%	19.4%	7.0%	7.0%	7.0%
nm	1.8%	2.1%	1.6%	-1.6%	0.0%	0.0%
144	118	89	104	103	103	103
nm	-18.1%	-24.6%	16.9%	-1.0%	0.0%	0.0%
0.0%	-18.1%	-24.6%	16.9%	-3.0%	-3.0%	-3.0%
nm	0.0%	0.0%	0.0%	2.0%	3.0%	3.0%
28	24	25	29	26	26	26
nm	-14.3%	4.2%	16.0%	-10.3%	0.0%	0.0%
0.0%	-14.3%	4.2%	16.0%	-16.0%	-16.0%	-16.0%
nm	0.0%	0.0%	0.0%	5.7%	16.0%	16.0%
343	334	322	569	691	691	691
-32.1%	-2.6%	-3.6%	76.7%	21.4%	0.0%	0.0%
18.2%	17.5%	17.4%	25.8%	29.5%	29.5%	29.5%
33	31	25	26	22	22	22
17.9%	-6.1%	-19.4%	4.0%	-15.4%	0.0%	0.0%
1.7%	1.6%	1.4%	1.2%	0.9%	0.1%	0.1%
28.7%	31.0%	31.3%	41.3%	44.9%	44.9%	44.9%
310	303	297	543	669	669	669

-35.0%	-2.3%	-2.0%	82.8%	23.2%	0.0%	0.0%
16.4%	15.9%	16.1%	24.6%	28.5%	3.6%	3.6%
22	18	12	7	9	9	9
-26.7%	-18.2%	-33.3%	-41.7%	28.6%	0.0%	0.0%
1.2%	0.9%	0.7%	0.3%	0.4%	0.4%	0.4%
115	100	80	63	49	49	49
-8.0%	-13.0%	-20.0%	-21.3%	-22.2%	0.0%	0.0%
6.1%	5.2%	4.3%	2.9%	2.1%	2.1%	2.1%
26	(7)	(11)	40	(72)	(72)	(72)
-65.3%	-126.9%	57.1%	-463.6%	-280.0%	0.0%	0.0%
(1,346)	(1,694)	(1,855)	(2,120)	(2,085)	(2,085)	(2,085)
112.6%	25.9%	9.5%	14.3%	-1.7%	0.0%	0.0%
-5177%	24200%	16864%	-5300%	2896%	2896%	2896%
110	116	112	141	134	134	134
20.9%	5.5%	-3.4%	25.9%	-5.0%	0.0%	0.0%
423%	-1657%	-1018%	353%	-186%	-186%	-186%
8%	7%	6%	8%	7%	7%	7%
(1,456)	(1,810)	(1,967)	(2,261)	(2,219)	(2,219)	(2,219)
101.1%	24.3%	8.7%	14.9%	-1.9%	0.0%	0.0%
-5600%	25857%	17882%	-5653%	3082%	3082%	3082%
159	377	227	11	50	50	50
-42.8%	137.1%	-39.8%	-95.2%	354.5%	0.0%	0.0%
611.5%	-5385.7%	-2063.6%	27.5%	-69.4%	-69.4%	-69.4%
1,450	1,673	1,916	1,870	1,817	1,817	1,817
17.1%	15.4%	14.5%	-2.4%	-2.8%	0.0%	0.0%
5577%	-23900%	-17418%	4675%	-2524%	-2524%	-2524%

2025	2026	2027
46,710	46,710	46,710
0.0%	0.0%	0.0%
7,573	7,573	7,573
0.0%	0.0%	0.0%
16.2%	16.2%	16.2%
691	691	691
0.0%	0.0%	0.0%
1.5%	1.5%	1.5%
6,856	6,856	6,856
0.0%	0.0%	0.0%
14.7%	14.7%	14.7%
758	758	758
0.0%	0.0%	0.0%
1.6%	1.6%	1.6%
4,791	4,791	4,791
0.0%	0.0%	0.0%
10.3%	10.3%	10.3%
18,353	18,353	18,353
0.0%	0.0%	0.0%
12,228	12,228	12,228
0.0%	0.0%	0.0%
5.0%	5.0%	5.0%
0.0%	0.0%	0.0%
5,492	5,492	5,492
0.0%	0.0%	0.0%
9.0%	9.0%	9.0%
-9.0%	-9.0%	-9.0%
633	633	633
0.0%	0.0%	0.0%
25.0%	25.0%	25.0%
-25.0%	-25.0%	-25.0%
5,238	5,238	5,238
0.0%	0.0%	0.0%
28.5%	28.5%	28.5%
124	124	124
0.0%	0.0%	0.0%
0.7%	0.7%	0.7%
17.5%	16.8%	16.3%
5,114	5,114	5,114
0.0%	0.0%	0.0%
27.9%	27.9%	27.9%

483	720	1,072
49.0%	49.0%	49.0%
2.6%	3.9%	5.8%
711	736	763
3.6%	3.6%	3.6%
3.9%	4.0%	4.2%
12,479	12,479	12,479
0.0%	0.0%	0.0%
7,388	7,388	7,388
0.0%	0.0%	0.0%
9.0%	9.0%	9.0%
0.0%	0.0%	0.0%
4,527	4,527	4,527
0.0%	0.0%	0.0%
16.0%	16.0%	16.0%
-16.0%	-16.0%	-16.0%
564	564	564
0.0%	0.0%	0.0%
17.0%	17.0%	17.0%
-17.0%	-17.0%	-17.0%
3,427	3,427	3,427
0.0%	0.0%	0.0%
27.5%	27.5%	27.5%
134	134	134
0.0%	0.0%	0.0%
0.7%	0.7%	0.7%
14.6%	14.6%	14.6%
3,293	3,293	3,293
0.0%	0.0%	0.0%
17.9%	17.9%	17.9%
197	197	197
0.0%	0.0%	0.0%
1.6%	1.6%	1.6%
920	920	920
0.0%	0.0%	0.0%
7.4%	7.4%	7.4%
7,547	7,547	7,547
0.0%	0.0%	0.0%
5,416	5,416	5,416
0.0%	0.0%	0.0%
-10.0%	-10.0%	-10.0%
0.0%	0.0%	0.0%
1,938	1,938	1,938
0.0%	0.0%	0.0%
-21.0%	-21.0%	-21.0%

21.0%	21.0%	21.0%
193	193	193
0.0%	0.0%	0.0%
-6.0%	-6.0%	-6.0%
6.0%	6.0%	6.0%
2,406	2,406	2,406
0.0%	0.0%	0.0%
31.9%	31.9%	31.9%
41	41	41
0.0%	0.0%	0.0%
0.2%	0.2%	0.2%
13.5%	13.5%	13.5%
2,365	2,365	2,365
0.0%	0.0%	0.0%
12.9%	12.9%	12.9%
78	78	78
0.0%	0.0%	0.0%
1.0%	1.0%	1.0%
303	303	303
0.0%	0.0%	0.0%
4.0%	4.0%	4.0%
5,955	5,955	5,955
0.0%	0.0%	0.0%
4,111	4,111	4,111
0.0%	0.0%	0.0%
17.0%	17.0%	17.0%
0.0%	0.0%	0.0%
1,610	1,610	1,610
0.0%	0.0%	0.0%
12.0%	12.0%	12.0%
-12.0%	-12.0%	-12.0%
234	234	234
0.0%	0.0%	0.0%
28.0%	28.0%	28.0%
-28.0%	-28.0%	-28.0%
1,938	1,938	1,938
0.0%	0.0%	0.0%
32.5%	32.5%	32.5%
42	42	42
0.0%	0.0%	0.0%
0.2%	0.2%	0.2%
15.3%	15.3%	15.3%
1,896	1,896	1,896
0.0%	0.0%	0.0%
10.3%	10.3%	10.3%
56	56	56

0.0%	0.0%	0.0%
0.9%	0.9%	0.9%
274	274	274
0.0%	0.0%	0.0%
4.6%	4.6%	4.6%
102	102	102
0.0%	0.0%	0.0%
(4,042)	(4,042)	(4,042)
0.0%	0.0%	0.0%
-3962.7%	-3962.7%	-3962.7%
220	220	220
0.0%	0.0%	0.0%
1.2%	1.2%	1.2%
27.9%	27.9%	27.9%
(4,262)	(4,262)	(4,262)
0.0%	0.0%	0.0%
-23.2%	-23.2%	-23.2%
222	222	222
0.0%	0.0%	0.0%
217.6%	217.6%	217.6%
789	789	789
0.0%	0.0%	0.0%
773.5%	773.5%	773.5%
2,346	2,346	2,346
0.0%	0.0%	0.0%
2,094	2,094	2,094
0.0%	0.0%	0.0%
7.0%	7.0%	7.0%
0.0%	0.0%	0.0%
103	103	103
0.0%	0.0%	0.0%
-3.0%	-3.0%	-3.0%
3.0%	3.0%	3.0%
26	26	26
0.0%	0.0%	0.0%
-16.0%	-16.0%	-16.0%
16.0%	16.0%	16.0%
691	691	691
0.0%	0.0%	0.0%
29.5%	29.5%	29.5%
22	22	22
0.0%	0.0%	0.0%
0.1%	0.1%	0.1%
44.9%	44.9%	44.9%
669	669	669

0.0%	0.0%	0.0%
3.6%	3.6%	3.6%
9	9	9
0.0%	0.0%	0.0%
0.4%	0.4%	0.4%
49	49	49
0.0%	0.0%	0.0%
2.1%	2.1%	2.1%
(72)	(72)	(72)
0.0%	0.0%	0.0%
(2,085)	(2,085)	(2,085)
0.0%	0.0%	0.0%
2896%	2896%	2896%
134	134	134
0.0%	0.0%	0.0%
-186%	-186%	-186%
7%	7%	7%
(2,219)	(2,219)	(2,219)
0.0%	0.0%	0.0%
3082%	3082%	3082%
50	50	50
0.0%	0.0%	0.0%
-69.4%	-69.4%	-69.4%
1,817	1,817	1,817
0.0%	0.0%	0.0%
-2524%	-2524%	-2524%