

# NIKE INC

## FORM 8-K (Current report filing)

Filed 12/22/95 for the Period Ending 12/18/95

Address	ONE BOWERMAN DR BEAVERTON, OR 97005-6453
Telephone	5036713173
CIK	0000320187
Symbol	NKE
SIC Code	3021 - Rubber and Plastics Footwear
Industry	Footwear
Sector	Consumer Cyclical
Fiscal Year	05/31

# NIKE INC

## FORM 8-K (Unscheduled Material Events)

Filed 12/22/1995 For Period Ending 12/18/1995

Address	ONE BOWERMAN DR BEAVERTON, Oregon 97005-6453
Telephone	503-671-3173
CIK	0000320187
Industry	Footwear
Sector	Consumer Cyclical
Fiscal Year	05/31

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

### CURRENT REPORT

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

**Date of Report (Date of earliest event reported) December 18, 1995**

## NIKE, INC.

(Exact name of registrant as specified in its charter)

Oregon	1-10635	93-0584541
(State of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

One Bowerman Drive, Beaverton, Oregon 97005-6453  
(Address of principal executive offices) (Zip Code)

(503) 671-6453  
(Registrant's telephone number, including area code)

### Item 5. OTHER EVENTS

The Registrant issued the following press releases on December 18, 1995:

Beaverton, OR (December 18, 1995) -- NIKE, Inc. (NYSE:NKE) today reported record revenues and earnings for the Company's second quarter ended November 30, 1995. Second quarter net income totaled \$118.2 million, or \$0.80 per share, increases of 39 percent and 38 percent respectively, compared to \$84.9 million or \$0.58 per share in last year's second quarter. All per share data reflects the Company's 2-for-1 stock split which became effective October 30, 1995. Worldwide revenues increased 37 percent to a record \$1.44 billion compared with \$1.05 billion last year.

The Company also reported worldwide orders for athletic footwear and apparel scheduled for delivery between December 1995 and April 1996 total a record \$2.7 billion, 34 percent higher than such orders for the same period last year. Had the U.S. dollar remained constant at year-ago levels, worldwide futures orders would have increased 33 percent.

NIKE Chairman Philip H. Knight stated, "Fiscal 1995 was an exceptional year for NIKE but it presented us with the challenge to maintain the growth curve into the new year. These record second quarter results illustrate NIKE's ability to consistently drive consumer demand through product leadership and reflect the strong equity that exists in the NIKE brand.

"In the second quarter, this brand strength translated into outstanding sell-through for NIKE footwear and apparel at retail. In U.S. footwear, men's basketball was up 12 percent, men's running was up 53 percent, men's tennis grew 66 percent, women's fitness was up 28 percent and outdoor increased 27 percent.

"Apparel continued its tremendous growth, especially in the U.S., where sales increased 100 percent. These strong apparel numbers are the result of broadening our product mix, improving our presentation at retail and developing a strong 'on-the-field' image while maintaining our focus on the athletic consumer.

"Momentum for the NIKE brand is clearly extending to markets outside the U.S. Excluding incremental revenues from the newly-owned NIKE subsidiary in Argentina and the positive effect of a weaker U.S. dollar, second quarter international revenues grew 26 percent. We had great balance throughout the three regions with Germany, Spain, Italy, Japan, Australia and Canada all showing strong double-digit increases.

"The acceleration in our futures orders is a direct result of delivering innovative footwear product to our core consumer while significantly expanding our presence in apparel. In U.S. footwear, men's training was up 28 percent, men's running grew 25 percent and women's fitness increased 36 percent. These record futures are a compelling statement for the NIKE brand, particularly in light of the 34 percent increase in

futures we reported at this time last year."

In the second quarter, U.S. athletic footwear and apparel revenues totaled \$734.3 million, an increase of 33 percent. International athletic footwear and apparel revenues increased 30 percent to \$573.3 million. Revenues from other brands, which includes Canstar Sports, Cole Haan, Tetra Plastics and Sports Specialties, increased 124 percent. Excluding Canstar, which was acquired in February 1995, revenues from other brands would have increased 14 percent.

Consolidated gross margins for the quarter were 39.3 percent compared to 39.3 percent last year. Selling and administrative expenses were 24.8 percent of second quarter revenues, compared with 25.5 percent last year.

NIKE's balance sheet remained very strong. The current ratio at November 30, 1995 was 2.0 to 1. Cash and short-term investments totaled \$204.8 million. Total U.S. footwear inventory units ended the quarter up 57 percent from November 30, 1994 and up 47 percent from August 31, 1995.

NIKE, Inc., based in Beaverton, Oregon, is the world's leading designer and marketer of authentic athletic footwear, apparel and accessories for a wide variety of sports and fitness activities. Wholly-owned NIKE subsidiaries include Canstar Sports, the world's leading manufacturer of hockey equipment; Cole Haan, which markets a line of high-quality men's and women's dress and casual shoes; and Sports Specialties, which markets a full line of licensed headwear. Total revenues for the trailing twelve months ended November 30, 1995 were \$5.6 billion.

	Three Months Ended		Six Months Ended	
	Nov. 30, 1995	Nov. 30, 1994	Nov. 30, 1995	Nov. 30, 1994
	(in thousands, except per share data)			
Revenues	\$1,443,027	\$1,053,746	\$3,057,676	\$2,224,101
Net income	\$ 118,216	\$ 84,939	\$ 282,997	\$ 190,926
Net income per share	\$0.80	\$0.58	\$1.93	\$1.29
Average common shares	146,994	146,738	146,420	147,596

NIKE, INC. QTR FINL STMT	Quarter Ending	
	11/30/95	11/30/94
Revenues	\$1,443,027	\$1,053,746
Costs & Expenses		
Cost of Sales	875,446	640,031
SG & A	358,583	268,873
Interest Exp	7,984	3,941
Other	8,798	1,662
Total Costs	1,250,811	914,507
Pre Tax	192,216	139,239
Taxes	74,000	54,300
Net Income	118,216	84,939
Income Per Share	\$ 0.80	\$ 0.58
Dividend	\$ 0.15	\$ 0.13
Number of Shares	146,994	146,738
Balance Sheet		
Assets		
Cash & St Invest	204,826	546,105
Accounts Rec	1,184,844	776,952
Inventory	710,848	459,276
Deferred Taxes	78,760	46,106
Prepaid Expenses	97,436	53,808
Current Assets	2,276,714	1,882,247
Fixed Assets	964,364	707,155
Depreciation	363,875	265,254
Net	600,489	441,901
Identifiable Intangible Assets and Goodwill	485,725	168,984
Other Assets	48,485	34,623

TOTAL ASSETS	\$3,411,413	\$2,527,755
	=====	=====
Liab and Equity		
Current LT Debt	2,762	2,534
Notes Payable	443,047	133,710
Accounts Payable	277,217	196,921
Accrued Liab	394,805	228,377
Inc Taxes Payable	30,043	25,807
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Current Liability	1,147,874	587,349
Long Term Debt	13,728	14,299
Non-Curr Deferred Tax	17,454	21,159
Other Non-Curr Liability	34,415	43,397
Preferred Stock	300	300
Common Equity	2,197,642	1,861,251
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TOTAL LIAB & EQTY	\$3,411,413	\$2,527,755

### SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**NIKE, Inc.**  
(Registrant)

Date: December 20, 1995

By /s/ Robert S. Falcone  
Vice President and  
Chief Financial Officer

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**End of Filing**

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