

NIKE, Inc.
CONSOLIDATED STATEMENTS OF INCOME
(Unaudited)

(In millions, except per share data)	THREE MONTHS ENDED			%	NINE MONTHS ENDED			%
	2/29/2024	2/28/2023	Change		2/29/2024	2/28/2023	Change	
Revenues	\$ 12,429	\$ 12,390	0%		\$ 38,756	\$ 38,392	1%	
Cost of sales	6,867	7,019	-2%		21,503	21,695	-1%	
Gross profit	5,562	5,371	4%		17,253	16,697	3%	
Gross margin	44.8 %	43.3 %			44.5 %	43.5 %		
Demand creation expense	1,011	923	10%		3,194	2,968	8%	
Operating overhead expense	3,215	3,036	6%		9,294	9,035	3%	
Total selling and administrative expense	4,226	3,959	7%		12,488	12,003	4%	
% of revenues	34.0 %	32.0 %			32.2 %	31.3 %		
Interest expense (income), net	(52)	(7)	—		(108)	22	—	
Other (income) expense, net	(16)	(58)	—		(101)	(283)	—	
Income before income taxes	1,404	1,477	-5%		4,974	4,955	0%	
Income tax expense	232	237	-2%		774	916	-16%	
Effective tax rate	16.5 %	16.0 %			15.6 %	18.5 %		
NET INCOME	\$ 1,172	\$ 1,240	-5%		\$ 4,200	\$ 4,039	4%	
Earnings per common share:								
Basic	\$ 0.77	\$ 0.80	-4%		\$ 2.76	\$ 2.59	7%	
Diluted	\$ 0.77	\$ 0.79	-3%		\$ 2.74	\$ 2.57	7%	
Weighted average common shares outstanding:								
Basic	1,513.2	1,543.8			1,520.8	1,556.7		
Diluted	1,526.5	1,564.8			1,534.0	1,574.4		
Dividends declared per common share	\$ 0.370	\$ 0.340			\$ 1.080	\$ 0.985		

NIKE, Inc.
CONSOLIDATED BALANCE SHEETS
(Unaudited)

<i>(Dollars in millions)</i>	February 29, 2024	February 28, 2023	% Change
ASSETS			
Current assets:			
Cash and equivalents	\$ 8,960	\$ 6,955	29%
Short-term investments	1,613	3,847	-58%
Accounts receivable, net	4,526	4,513	0%
Inventories	7,726	8,905	-13%
Prepaid expenses and other current assets	1,928	1,815	6%
Total current assets	24,753	26,035	-5%
Property, plant and equipment, net	5,082	4,939	3%
Operating lease right-of-use assets, net	2,856	2,834	1%
Identifiable intangible assets, net	259	277	-6%
Goodwill	240	281	-15%
Deferred income taxes and other assets	4,166	3,928	6%
TOTAL ASSETS	\$ 37,356	\$ 38,294	-2%
LIABILITIES AND SHAREHOLDERS' EQUITY			
Current liabilities:			
Current portion of long-term debt	\$ —	\$ 500	-100%
Notes payable	6	14	-57%
Accounts payable	2,340	2,675	-13%
Current portion of operating lease liabilities	474	435	9%
Accrued liabilities	5,818	5,594	4%
Income taxes payable	391	330	18%
Total current liabilities	9,029	9,548	-5%
Long-term debt	8,930	8,925	0%
Operating lease liabilities	2,691	2,692	0%
Deferred income taxes and other liabilities	2,480	2,598	-5%
Redeemable preferred stock	—	—	—
Shareholders' equity	14,226	14,531	-2%
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 37,356	\$ 38,294	-2%

NIKE, Inc.
DIVISIONAL REVENUES
(Unaudited)

	THREE MONTHS ENDED		%	% Change Excluding Currency Changes ¹	NINE MONTHS ENDED		%	% Change Excluding Currency Changes ¹
(Dollars in millions)	2/29/2024	2/28/2023	Change		2/29/2024	2/28/2023	Change	
North America								
Footwear	\$ 3,460	\$ 3,322	4%	4%	\$ 10,950	\$ 11,090	-1%	-1%
Apparel	1,408	1,419	-1%	-1%	4,555	4,598	-1%	-1%
Equipment	202	172	17%	18%	613	565	8%	9%
Total	5,070	4,913	3%	3%	16,118	16,253	-1%	-1%
Europe, Middle East & Africa								
Footwear	1,960	2,011	-3%	-3%	6,406	6,086	5%	3%
Apparel	994	1,094	-9%	-10%	3,331	3,528	-6%	-8%
Equipment	184	141	30%	27%	578	454	27%	23%
Total	3,138	3,246	-3%	-4%	10,315	10,068	2%	0%
Greater China								
Footwear	1,547	1,496	3%	5%	4,195	4,099	2%	6%
Apparel	498	461	8%	10%	1,368	1,228	11%	16%
Equipment	39	37	5%	9%	119	111	7%	11%
Total	2,084	1,994	5%	6%	5,682	5,438	4%	8%
Asia Pacific & Latin America								
Footwear	1,195	1,141	5%	5%	3,639	3,313	10%	9%
Apparel	390	407	-4%	-3%	1,198	1,255	-5%	-4%
Equipment	62	53	17%	19%	187	167	12%	12%
Total	1,647	1,601	3%	4%	5,024	4,735	6%	6%
Global Brand Divisions ²	9	12	-25%	-22%	34	44	-23%	-24%
TOTAL NIKE BRAND	11,948	11,766	2%	2%	37,173	36,538	2%	2%
Converse	495	612	-19%	-20%	1,602	1,841	-13%	-14%
Corporate ³	(14)	12	—	—	(19)	13	—	—
TOTAL NIKE, INC. REVENUES	\$ 12,429	\$ 12,390	0%	0%	\$ 38,756	\$ 38,392	1%	1%
TOTAL NIKE BRAND								
Footwear	\$ 8,162	\$ 7,970	2%	3%	\$ 25,190	\$ 24,588	2%	2%
Apparel	3,290	3,381	-3%	-3%	10,452	10,609	-1%	-2%
Equipment	487	403	21%	20%	1,497	1,297	15%	14%
Global Brand Divisions ²	9	12	-25%	-22%	34	44	-23%	-24%
TOTAL NIKE BRAND REVENUES	\$ 11,948	\$ 11,766	2%	2%	\$ 37,173	\$ 36,538	2%	2%

¹ The percent change has been calculated using actual exchange rates in use during the comparative prior year period and is provided to enhance the visibility of the underlying business trends by excluding the impact of translation arising from foreign currency exchange rate fluctuations, which is considered a non-GAAP financial measure. Management uses this non-GAAP financial measure when evaluating the Company's performance, including when making financial and operating decisions. Additionally, management believes this non-GAAP financial measure provides investors with additional financial information that should be considered when assessing the Company's underlying business performance and trends. References to this measure should not be considered in isolation or as a substitute for other financial measures calculated and presented in accordance with U.S. GAAP and may not be comparable to similarly titled non-GAAP measures used by other companies.

² Global Brand Divisions revenues include NIKE Brand licensing and other miscellaneous revenues that are not part of a geographic operating segment.

³ Corporate revenues primarily consist of foreign currency hedge gains and losses related to revenues generated by entities within the NIKE Brand geographic operating segments and Converse, but managed through the Company's central foreign exchange risk management program.

NIKE, Inc.
EARNINGS BEFORE INTEREST AND TAXES¹
(Unaudited)

<i>(Dollars in millions)</i>	THREE MONTHS ENDED			%	NINE MONTHS ENDED			%
	2/29/2024	2/28/2023		Change	2/29/2024	2/28/2023		Change
North America	\$ 1,400	\$ 1,190		18%	\$ 4,360	\$ 4,064		7%
Europe, Middle East & Africa	734	785		-6%	2,591	2,750		-6%
Greater China	722	702		3%	1,761	1,754		0%
Asia Pacific & Latin America	471	485		-3%	1,406	1,470		-4%
Global Brand Divisions ²	(1,199)	(1,160)		-3%	(3,572)	(3,573)		0%
TOTAL NIKE BRAND¹	2,128	2,002		6%	6,546	6,465		1%
Converse	98	164		-40%	380	526		-28%
Corporate ³	(874)	(696)		-26%	(2,060)	(2,014)		-2%
TOTAL NIKE, INC. EARNINGS BEFORE INTEREST AND TAXES¹	1,352	1,470		-8%	4,866	4,977		-2%
<i>EBIT margin¹</i>	<i>10.9 %</i>	<i>11.9 %</i>			<i>12.6 %</i>	<i>13.0 %</i>		
Interest expense (income), net	(52)	(7)		—	(108)	22		—
TOTAL NIKE, INC. INCOME BEFORE INCOME TAXES	\$ 1,404	\$ 1,477		-5%	\$ 4,974	\$ 4,955		0%

¹ The Company evaluates the performance of individual operating segments based on earnings before interest and taxes (commonly referred to as "EBIT"), which represents Net income before Interest expense (income), net and Income tax expense. Total NIKE Brand EBIT, Total NIKE, Inc. EBIT and EBIT margin are considered non-GAAP financial measures. Management uses these non-GAAP financial measures when evaluating the Company's performance, including when making financial and operating decisions. Additionally, management believes these non-GAAP financial measures provide investors with additional financial information that should be considered when assessing the Company's underlying business performance and trends. EBIT margin is calculated as total NIKE, Inc. EBIT divided by total NIKE, Inc. Revenues. References to EBIT and EBIT margin should not be considered in isolation or as a substitute for other financial measures calculated and presented in accordance with U.S. GAAP and may not be comparable to similarly titled non-GAAP measures used by other companies.

² Global Brand Divisions primarily represent demand creation and operating overhead expense, including product creation and design expenses that are centrally managed for the NIKE Brand, as well as costs associated with NIKE Direct global digital operations and enterprise technology. Global Brand Divisions revenues include NIKE Brand licensing and other miscellaneous revenues that are not part of a geographic operating segment.

³ Corporate consists primarily of unallocated general and administrative expenses, including expenses associated with centrally managed departments; depreciation and amortization related to the Company's corporate headquarters; unallocated insurance, benefit and compensation programs, including stock-based compensation; and certain foreign currency gains and losses, including certain hedge gains and losses. For the three and nine months ended February 29, 2024, Corporate includes the restructuring charges, recognized as a result of the Company taking steps to streamline the organization. These charges primarily reflect employee severance costs.

NIKE, Inc.
DILUTED EARNINGS PER SHARE
(Unaudited)

	THREE MONTHS ENDED 2/29/2024	NINE MONTHS ENDED 2/29/2024
DILUTED EARNINGS PER SHARE (GAAP):	\$ 0.77	\$ 2.74
Add: Restructuring charges	0.26	0.26
Tax effect of the restructuring charges ¹	(0.05)	(0.05)
DILUTED EARNINGS PER SHARE EXCLUDING RESTRUCTURING CHARGES (NON-GAAP)²:	\$ 0.98	\$ 2.95

¹ Tax effect was determined by applying the tax rate applicable to the specific item.

² Diluted earnings per share excluding the restructuring charges is a non-GAAP financial measure. The most comparable GAAP measure is Diluted earnings per share. The Company uses Diluted earnings per share excluding the restructuring charges to facilitate the evaluation of the Company's performance. The Company believes that providing Diluted earnings per share excluding the impacts of the restructuring charges is useful to investors for comparability between periods and allows investors to evaluate the impacts of the restructuring charges separately. For the three and nine months ended February 28, 2023, there were no material restructuring charges impacting comparability.