

COLUMBIA SPORTSWEAR COMPANY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except per share amounts)
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2012	2011	2012	2011
Net sales	\$ 545,005	\$ 566,791	\$ 1,168,503	\$ 1,167,907
Cost of sales	<u>301,320</u>	<u>317,206</u>	<u>659,014</u>	<u>656,373</u>
Gross profit	243,685	249,585	509,489	511,534
	44.7%	44.0%	43.6%	43.8%
Selling, general, and administrative expenses	160,154	167,375	437,881	436,034
Net licensing income	<u>4,287</u>	<u>4,406</u>	<u>10,817</u>	<u>10,396</u>
Income from operations	87,818	86,616	82,425	85,896
Interest income (expense), net	<u>(17)</u>	<u>462</u>	<u>421</u>	<u>1,246</u>
Income before income tax	87,801	87,078	82,846	87,142
Income tax expense	<u>(23,426)</u>	<u>(19,539)</u>	<u>(22,474)</u>	<u>(20,391)</u>
Net income	<u>\$ 64,375</u>	<u>\$ 67,539</u>	<u>\$ 60,372</u>	<u>\$ 66,751</u>
Earnings per share:				
Basic	\$ 1.90	\$ 2.00	\$ 1.79	\$ 1.97
Diluted	1.88	1.98	1.77	1.95
Weighted average shares outstanding:				
Basic	33,872	33,849	33,761	33,868
Diluted	34,155	34,177	34,035	34,303

COLUMBIA SPORTSWEAR COMPANY
CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)

	September 30,	
	2012	2011
Current Assets:		
Cash and cash equivalents	\$ 94,164	\$ 87,942
Short-term investments	2,128	2,423
Accounts receivable, net	422,756	417,976
Inventories, net	475,733	432,104
Deferred income taxes	53,905	42,736
Prepaid expenses and other current assets	38,334	46,789
Total current assets	1,087,020	1,029,970
Property, plant and equipment, net	260,423	231,511
Intangibles and other non-current assets	80,403	82,895
Total assets	\$ 1,427,846	\$ 1,344,376
Current Liabilities:		
Notes payable	\$ 10,206	\$ -
Accounts payable	109,879	141,546
Accrued liabilities	122,501	108,020
Income taxes payable	13,802	9,001
Deferred income taxes	954	2,079
Total current liabilities	257,342	260,646
Long-term liabilities	42,801	40,026
Shareholders' equity	1,127,703	1,043,704
Total liabilities and shareholders' equity	\$ 1,427,846	\$ 1,344,376

COLUMBIA SPORTSWEAR COMPANY
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(In thousands)
(Unaudited)

	Nine Months Ended September 30,	
	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net Income	\$ 60,372	\$ 66,751
Adjustments to reconcile net income to net cash used in operating activities:		
Depreciation and amortization	30,763	32,115
Loss on disposal or impairment of property, plant and equipment	505	229
Deferred income taxes	974	3,183
Stock-based compensation	5,707	5,855
Excess tax benefit from employee stock plans	(604)	(1,814)
Changes in operating assets and liabilities:		
Accounts receivable	(68,605)	(121,949)
Inventories	(108,027)	(122,998)
Prepaid expenses and other current assets	(1,784)	(19,286)
Other assets	(266)	(1,521)
Accounts payable and accrued liabilities	(32,734)	27,182
Income taxes payable	825	(11,343)
Other liabilities	2,298	1,571
Net cash used in operating activities	<u>(110,576)</u>	<u>(142,025)</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Net purchases of short-term investments	879	66,271
Capital expenditures	(32,431)	(40,171)
Proceeds from sale of property, plant, and equipment	6	168
Net cash provided by (used in) investing activities	<u>(31,546)</u>	<u>26,268</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net proceeds from credit facilities	10,206	-
Proceeds from issuance of common stock under employee stock plans	9,607	10,342
Tax payments related to restricted stock unit issuances	(1,261)	(2,942)
Excess tax benefit from employee stock plans	604	1,814
Repurchase of common stock	(206)	(16,429)
Cash dividends paid	(22,309)	(21,677)
Net cash used in financing activities	<u>(3,359)</u>	<u>(28,892)</u>
NET EFFECT OF EXCHANGE RATE CHANGES ON CASH	<u>(1,389)</u>	<u>(1,666)</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	<u>(146,870)</u>	<u>(146,315)</u>
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	<u>241,034</u>	<u>234,257</u>
CASH AND CASH EQUIVALENTS, END OF PERIOD	<u>\$ 94,164</u>	<u>\$ 87,942</u>
SUPPLEMENTAL DISCLOSURES OF NON-CASH INVESTING ACTIVITIES:		
Capital expenditures incurred but not yet paid	\$ 5,967	\$ 1,195
Repurchases of common stock not yet paid	-	2,896

COLUMBIA SPORTSWEAR COMPANY
(In millions, except percentage changes)
(Unaudited)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2012	2011	% Change	2012	2011	% Change
Geographical Net Sales:						
United States	\$ 347.8	\$ 333.6	4%	\$ 672.9	\$ 655.1	3%
Latin America & Asia Pacific	84.7	72.8	16%	245.6	216.7	13%
Europe, Middle East, & Africa	60.5	100.3	(40)%	168.6	198.3	(15)%
Canada	52.0	60.1	(13)%	81.4	97.8	(17)%
Total	<u>\$ 545.0</u>	<u>\$ 566.8</u>	(4)%	<u>\$ 1,168.5</u>	<u>\$ 1,167.9</u>	-
Categorical Net Sales:						
Apparel, Accessories and Equipment	\$ 429.5	\$ 438.2	(2)%	\$ 954.7	\$ 934.9	2%
Footwear	115.5	128.6	(10)%	213.8	233.0	(8)%
Total	<u>\$ 545.0</u>	<u>\$ 566.8</u>	(4)%	<u>\$ 1,168.5</u>	<u>\$ 1,167.9</u>	-
Brand Net Sales:						
Columbia	\$ 436.8	\$ 447.8	(2)%	\$ 990.6	\$ 975.0	2%
Mountain Hardware	44.4	44.7	(1)%	98.8	99.1	-
Sorel	61.2	72.0	(15)%	70.5	86.0	(18)%
Other	2.6	2.3	13%	8.6	7.8	10%
Total	<u>\$ 545.0</u>	<u>\$ 566.8</u>	(4)%	<u>\$ 1,168.5</u>	<u>\$ 1,167.9</u>	-