

PRODUCT-DRIVEN & CONSUMER-FOCUSED

\$8.97**B Annual Sales**

297M **Units Sold**

62% International Sales

5,296 **Skechers Stores** Worldwide

#3 Footwear Brand*

Skechers, a Fortune 500[®] company, is a growth-oriented brand that designs, develops, and markets a diverse product portfolio of lifestyle and performance footwear, apparel, and accessories for men, women, and children around the globe.

Skechers designs products that deliver style, comfort, innovation, and quality at a reasonable price.



SKECHERS HANDS FREE SLIP-INS

SKECHERS COURT AND CLASSICS

SKECHERS PERFORMANCE

SKECHERS KIDS

FLEXIBLE GO-TO-MARKET STRATEGY

WHOLESALE

- 3,500+ Skechers-branded stores worldwide through franchisee and licensee third-party store operators
- · Retail partnerships with family shoe stores, specialty running and sporting goods retailers, department stores, e-tailers, and big box club stores
- Distributor partnerships in select international markets with premier local operators

DIRECT-TO-CONSUMER

- · 1,700+ company-owned retail stores globally
- · Formats include mall-based and High Street concept stores, factory outlets, and local market big box stores
- · Company-owned digital and mobile e-commerce sites in 31 markets
- · Active in leading third-party marketplaces and digital platforms

BEST-IN-CLASS GLOBAL DISTRIBUTION CAPABILITIES

- 13 distribution centers worldwide
- · Established and sophisticated global distribution infrastructure to support wholesale partners and growing direct-to-consumer business
- · Highly automated solutions and environmental features



NORTH AMERICA

CHINA

* SGI 2023 ESTIMATES - AUGUST 16, 2024. ALL FIGURES DERIVED FROM YE 2024 UNLESS OTHERWISE NOTED.



SKECHERS HISTORY





OPERATING MARGIN 9.8% 9.5%

2022

2023

2021

2.9%

2020



DILUTED EPS





10.1%

2024

Diluted earnings per share of \$4.73, excluding the effects of a \$2.24 benefit from an intra-entity transfer of certain intellectual property rights and \$0.10 reduction for the settlement of multiple legal matters. The result is adjusted diluted earnings per share of \$2.59 (which is a non-GAAP measure). We believe this metric provides meaningful supplemental information to investors in evaluating our business performance and is consistent with how management evaluates the Company's operating performance. ALL FIGURES DERIVED FROM YE 2024 UNLESS OTHERWISE NOTED.