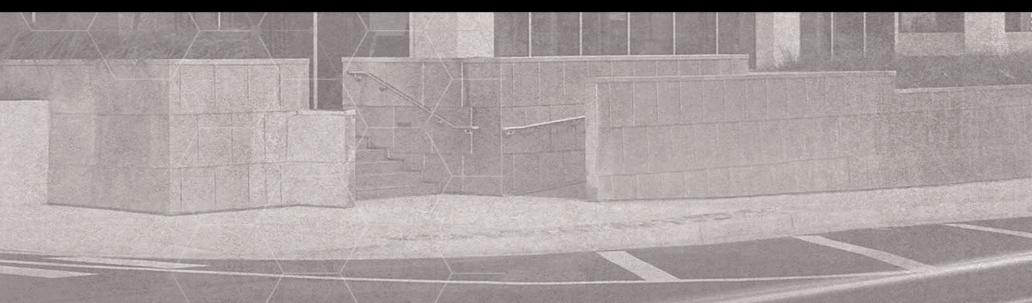


THE COMFORT TECHNOLOGY COMPANY



SKECHERS.

A GLOBAL POWERHOUSE B R A N D

SKEGHER5

THE COMFORT TECHNOLOGY COMPANY™

Skechers, a Fortune 500° company established in 1992, develops **comfortable**, **innovative**, **stylish**, and **quality** products at a **reasonable price**. This is our ongoing mission. With a broad range and a fit for every age and need spanning footwear, apparel and accessories, Skechers is a complete lifestyle, fashion and athletic brand recognized by consumers around the world.

Innovation has been integral to our brand's DNA for more than 30 years and it's apparent in the advanced cushioning, materials and features only offered by Skechers. And now these evolved **signature comfort technologies** are found in every collection with more uniquely Skechers benefits arriving in our products each season.

Our **award-winning success** is thanks to a diverse global team driven by excellence. From designers sparking new ideas to the marketing team that gets the word out. From operations experts ensuring efficient shipments across continents to strong execution by management building infrastructure to prepare for long-term growth. From the newest employee to those who have been with the Company since the start, there are approximately 15,000 of us who make everything in the Skechers universe possible.



RECOGNIZED FOR EXCELLENCE

Year after year, industry and consumer magazines have honored Skechers with awards for its business, branding and products. These accolades are a testament to the hard work of the Skechers team who develops and markets collections that are on-trend, in-demand and meet the needs of consumers.



10-TIME RECIPIENT OF FOOTWEAR PLUSCOMPANY OF THE YEAR



3-TIME RECIPIENT OF FNCOMPANY OF THE YEAR

50+ Industry Awards | 140+ Editorial Awards

YEARS OF SKECHERS



1992

Skechers launches in Southern California with just a single men's logger boot style.

1994

International business is established with distributors in Australia, New Zealand, Japan and South Africa.



1995

First retail store opens in Manhattan Beach, a few feet from corporate headquarters.



1997

The brand arrives in the Big Apple with first store in New York City. It later relocates to the heart of Times Square.



1998

Establishes e-commerce business by launching skechers.com.



1999

Goes public on the NYSE under the symbol SKX.

2000



Britney Spears is the Company's first international celebrity endorsee.

First subsidiaries are established in the United Kingdom, Germany and Switzerland—eventually also serving Austria and Ireland.

2001

First international store opens in heart of Tokyo via our distributor.









Triple threat of men's star power with Matt Dillon, Rick Fox, and Rob Lowe (for the first time).



France becomes a subsidiary and the brand goes direct with first companyowned international retail stores in London and Paris. There are now more than 90 stores in the UK and 12 in France.

2002

Subsidiaries launch in Canada and expand across Europe to directly serve Benelux and Iberia.



Robert Downey, Jr. promotes Skechers worldwide.



European Distribution Center opens. In 2016 it goes automated and expands to over 1 million square feet.

2003





Christina Aguilera faces herself in Skechers.

Italy subsidiary is established.



2005

American Idol winner Carrie Underwood joins Skechers' list of endorsees.

2006

First South American subsidiary is established in Brazil.

2008



Establishes joint ventures in China, Hong Kong, and Southeast Asia (10 countries). China has since grown into our largest international market.

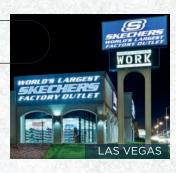
With 10 Skechers stores already in place, Chile transitions from a distributor to a subsidiary.

The first Skechers Pier to Pier Friendship Walk hits the Strand in Manhattan Beach. The annual event has raised more than \$21 million for schools and children with diverse abilities over the years.



2010

At 25,000 sq. ft., the world's largest (at the time) Skechers store opens in Las Vegas.





First Skechers Super Bowl ad features star quarterback Joe Montana.



Skechers partners with television personality Brooke Burke, one of the company's first models.

2011



Fully automated LEED Gold Certified 1.82-million-square-foot North American distribution center opens. Expands to 2.6 million square feet in 2022.



Kim Kardashian makes Skechers her new trainer in Super Bowl spot.



Skechers
Performance
launches with
Meb at NYC
Marathon.
In 2014, he
wins Boston
Marathon in
GO RUN.



2012

Mr. Quiggly moonwalks across the finish line at the Super Bowl, with a cameo from Mark Cuban.





With four stores open, Japan transitions to a subsidiary. Now there are more than 50 stores.



Matt Kuchar helps launch GO GOLF.



Pete Rose finally gets into the hall.





Demi Lovato becomes face of Skechers.

2015

Two subsidiaries launch in Central Eastern Europe (13 countries) and Latin America (29 countries including Colombia, Costa Rica, Ecuador, Panama and Peru).



2016



Joint ventures are established in Israel and South Korea.



Meghan Trainor goes retro with Skechers Originals.



Athletes David Ortiz and Howie Long join the team.

2017



International business surpasses 50% of total sales.

2018



Camila Cabello continues the Skechers pop star legacy.

A joint venture since 2012, India transitions to a wholly-owned subsidiary with 223 stores, growing to more than 390 stores today.

The brand has North America covered as Mexico becomes a joint venture.



Brooke Henderson, who joined in 2016, sets Canadian golf pro title record.



opens in Shenyang, China—the first superstore in that country.

2020

Pitcher Clayton Kershaw signs on and wears Skechers on the mound.





Flagship store opens in Munich with 19 stores now open in Germany.

2021



Skechers reinforces its brand as The Comfort Technology Company™.

Philippines transitions to a subsidiary.



Race car driver Rusty Wallace for Goodyear® and retired football star Cris Carter for Workout Walker.



1.6-million-square-foot China distribution center opens.



The Talk co-host Amanda Kloots reps both footwear and apparel.





Tony Romo takes it "To The Max" in his second Skechers Super Bowl ad.



First phase of corporate headquarters expansion opens in Manhattan Beach. New buildings under construction including Skechers Design Center will eventually bring campus total to 330,000 square feet.



Skechers brings comfort home with Martha Stewart.





Chesca gets colorful in Skechers Uno."



Golfer Matt Fitzpatrick joins team, and soon after wins first major championship.





Skechers goes all-in on the fun sport of pickleball with Tyson McGuffin and Catherine Parenteau.



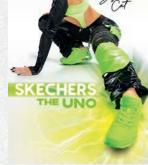
2023

Snoop Dogg wears Skechers through his day in Super Bowl ad.

Establishes Scandinavia subsidiary covering Denmark, Finland, Norway and Sweden.



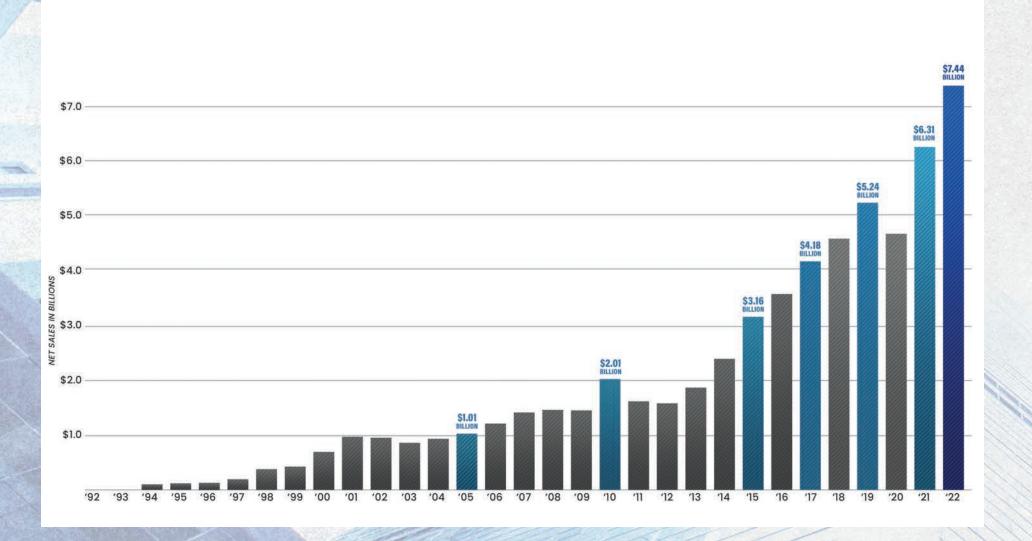




Doja Cat elevates fashion as artist-inresidence.

Debuts on the Fortune 500® list.

THREE DECADES OF GROWTH WITH A GOAL OF \$10 BILLION ANNUAL SALES BY YEAR-END 2026



Our distribution strategy utilizes multiple channels to ensure that our products reach consumers wherever and however they shop—with 59% of revenue from international in 2022. Among the more than 4,500 Skechers retail stores worldwide, over 1,400 are company-owned and part of a **direct-to-consumer** business that also includes a global network of e-commerce sites. In addition, our **wholesale business** is comprised of established and leading retail partners in every country where we operate.

BUSINESS STRATEGY







OUR MASSIVE FOOTPRINT



FOR GLOBAL GROWTH



DIRECT TO CONSUMER

Our stores showcase a complete range of Skechers footwear and are designed to draw in a diverse base of shoppers. We've invested heavily in point-of-sale technologies with state-of-the-art omnichannel inventory management systems and touchscreen devices to better connect with our rapidly expanding digital shops.

WE DIRECTLY REACH CONSUMERS THROUGH SEVERAL FORMATS AND CHANNELS:

BRICK AND MORTAR

FLAGSHIP / CONCEPT

Targeting the highesttraffic destinations on high streets and in shopping malls.

OUTLET

Reaching more consumers in premium centers.

BIG BEAUTIFUL STORES

Large format locations designed to showcase collections in dedicated shops while also moving product efficiently.

DIGITAL COMMERCE

Convenient-to-shop web stores create an omni-channel experience and offer consumers access to the brand when not near a physical Skechers retail location.























BOGOTÁ, COLOMBIA

RETAIL *PARTNERSHIPS*

Distributors and franchisees around the world operating Skechers retail stores never stand alone. Every store is backed by three decades of experience, extensive marketing assets, merchandising insight and operational efficiencies of a global powerhouse brand. Combining corporate resources with on-the-ground local expertise is key to opening and operating profitable Skechers retail stores in any region.

OUR
PROVEN
RETAIL
MODEL
DRIVES
SUCCESS.















DIGITAL COMMERCE

DIRECT-TO-CONSUMER SKECHERS E-COMMERCE STORE LOCATIONS

ASIA PACIFIC

EUROPE/MIDDLE EAST

Australia
Mainland China
Hong Kong SAR
India
Indonesia
Japan
Malaysia
New Zealand
Singapore
South Korea
Taiwan
Thailand
Vietnam

Algeria
Austria
Belgium
Czech Republic
Denmark
Finland
France
Germany
Greece
Hungary
Ireland
Israel
Italy
Morocco
Netherlands

NORTH AND SOUTH Poland AMERICA Portuga

Canada
Chile
Mexico
United States

Portugal Spain Sweden Switzerland Turkey

United Kingdom

We support our omnichannel direct-to-consumer strategy online with dedicated Skechers digital commerce sites around the world. These sites offer consumers the opportunity to shop for Skechers wherever and whenever convenient and comfortable. And we support our e-commerce business with digital campaigns and a loyalty program.











WHOLESALE

Our expansive product offering allows us to distribute to a wide range of accounts around the world. At any given moment a consumer may discover our sport or performance product in an athletic store, children's shoes at a family retailer, slip-resistant footwear in occupational catalogs and lifestyle footwear in department, independent or online stores.













SCHEELS

Foot Locker

DOMESTIC PARTNERS

SHOE CARNIVAL

amagon.com

DSW DESIGNER SHOE WAREHOUSE: DICK'S

Fred Meyer.

D

KOHĽS

NORDSTROM

meijer

Zappos FAMOUS footwear

MASON Companies, Inc.

Academy



belk



SHOE DEPT.





DECATHLON

Bata

INTERNATIONAL PARTNERS



schuh



RIPLEY



SPORTS DIRECT.com



sarenza

NELSON



SHOPPERS STOP



PEOPLE PLAY'S

SoftMoc





Foot Locker

El Corte Ingles



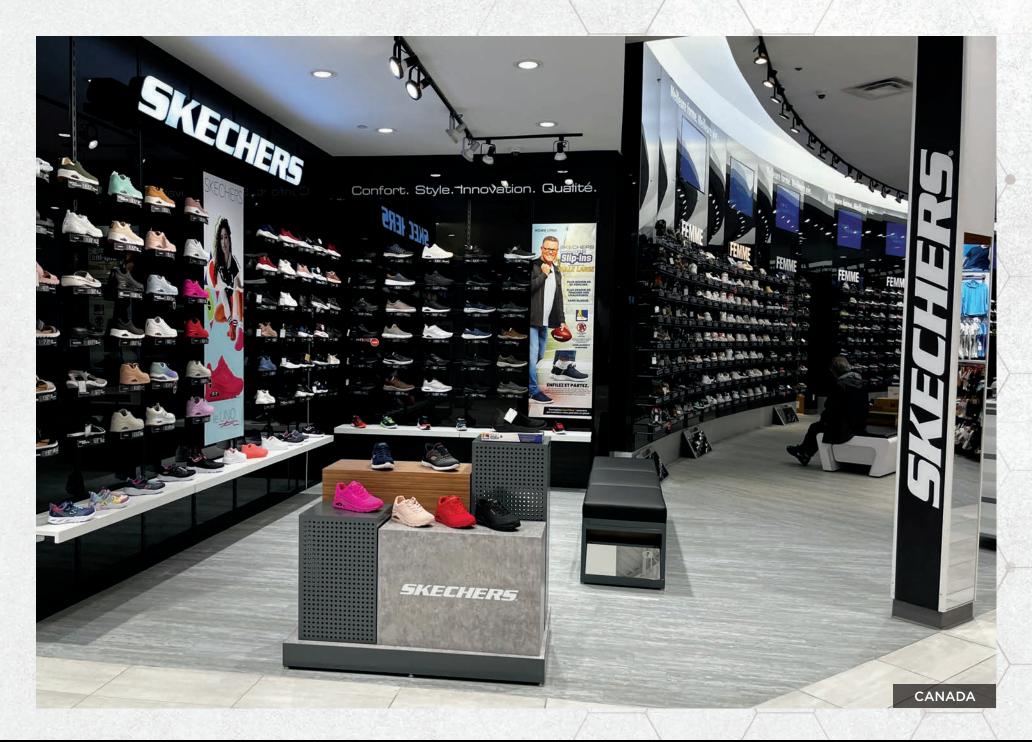


SHOP-IN-SHOPS

We maximize our brand presence within wholesale accounts by building dedicated spaces where consumers can more extensively experience our products and messaging. These installations connect with shoppers and help drive sales.







SKECHERS.

TRENDING SINCE 1992



Skechers launches its first shoe: a men's logger boot at the height of grunge



1998

The brand launches two collections: Skechers USA casuals and Skechers Sport

Boys and girls get their very own collection with Skechers Kids.

Skechers becomes a hot sneaker trend with the Roadies shoe.



Oops... Skechers did it again. Energy is a global SKECHER!



2001

The Skechers Grand Prix casual becomes a men's

2002



The daily grind looks good with Skechers Work utility and

2004 Bikers pick up

SKECHERS

2007 Skechers infuses a little SoCal spirit with sunny Skechers Cali.

2011 Skechers races (and wins)



Skechers explodes with the success of Skechers



2015

2016

A leader since '98 in lighted shoes, Skechers charges

2018

A decade after the original D'Lites, its retro revival covers the world.



2020 Max Cushioning takes

2022 **Our Planet Matters with** recycled materials is good

for your feet, good for the world.

Skechers Hands Free Slip-ins makes it easier than ever to step in and go.

Slip-ins



The Fit story expands -Wide, Stretch, and Arch Fit.

∕AAX

PRODUCT PORTFOLIO

Our complete offering spans a wide range of footwear, apparel and accessories for men, women and kids. And every product features signature comfort technologies only offered by Skechers—from lightweight cushioning innovations to the support of Skechers Arch Fit® to Skechers Hands Free Slip-ins®. With the extensive depth and variety of our product offering, Skechers has quality styles at great prices for every consumer.



Putting on shoes has never been easier. No bending over. No pulling them on. No hassles. Just step in and go. The exclusive Heel PillowTM holds your foot securely in place.



SKECHERS hyper & burst

An innovative resilient foam created using a 'Super Critical®' process with spherically-shaped cells compressed into the midsole. The result is a highly-responsive experience perfect for ultralightweight performance.





Maximized midsole delivers exceptional levels of comfort plus the amazing support of lightweight Ultra GO® cushioning.



SKECHERS.

Arch Fit

Patented design offers podiatristcertified arch support developed using over 20 years of data. Features a removable and supportive cushioning insole to deliver the ultimate solution for all-day comfort.











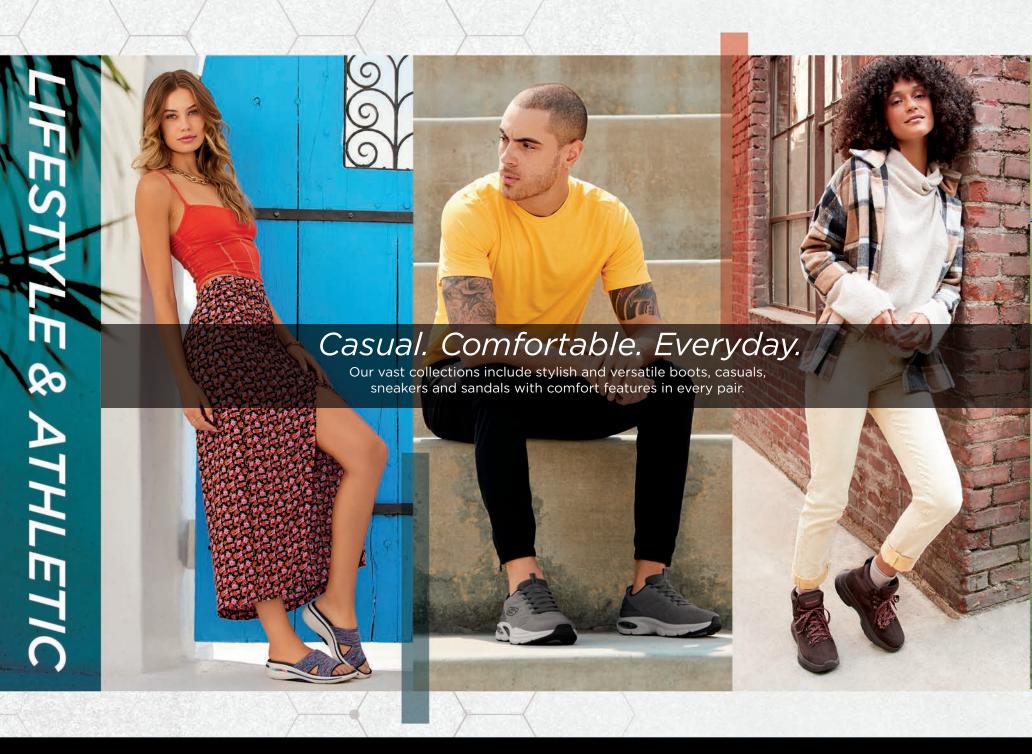


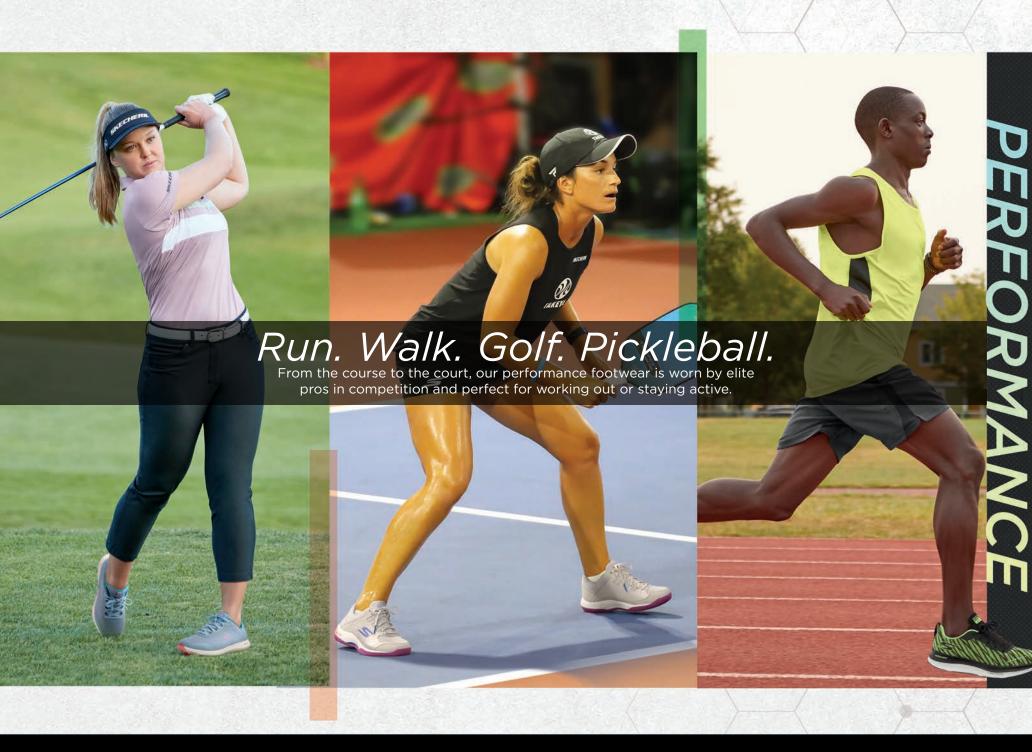






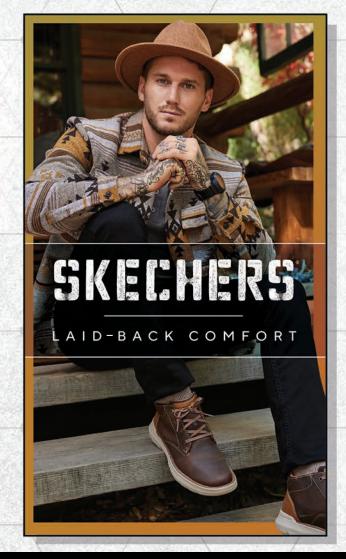
ULTRA GO





Fashion

Fashion sneaker designs driven by trendsetters define the hip and cool Skechers Street collection.







Mark Nason Los Angeles delivers refined style for men and women.

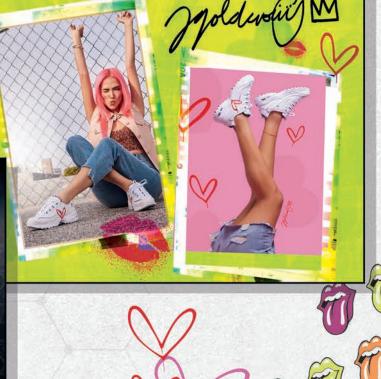


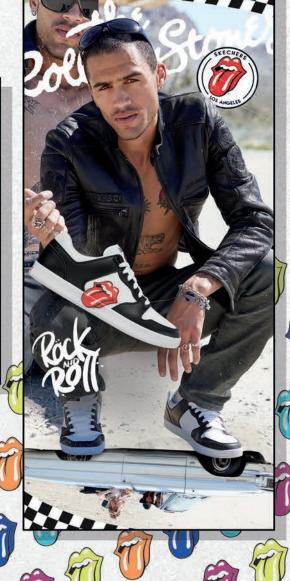




From instantly recognizable brands to vivid artists to celebrity influencers, these dynamic partnerships fuse limited-edition creative designs with iconic Skechers styles.







SKECHERS We lead in kids' footwear with colors, creativity, lights and fun styling. From playful designs to lightweight athletic shoes, we have boys and girls coverd at any age.

WORK K

SAFETY WITH COMFORT INCLUDED®



We designed the Skechers Work collection for those requiring utility and safety on the job with our signature comfort features and stying in every pair.





SKECHERS. ACCESSORIES

LICENSED PRODUCTS THAT EXPAND THE BRAND.

We partner with prominent companies to further extend the Skechers brand to products that reflect







PARTNERING FOR A PURPOSE

GOOD FOR YOUR FEET. GOOD FOR THE WORLD.

Skechers' **Our Planet Matters** collection of sustainable men's, women's and children's product utilizes recycled materials in its designs to help reduce our environmental impact. We are partnering with The Nature

Conservancy through a multi-year commitment, donating a minimum of \$800,000¹ to help the environmental organization achieve its mission.







Through animal welfare organizations, Skechers has donated more than \$10 million – funds that have helped save and support over 1.8 million shelter animals worldwide. And with the program now expanded to the United Kingdom and Japan, we're excited to help even more.













Since 2011, BOBS has donated over 16 million pairs of shoes to children in more than 60 countries who have been affected by poverty, homelessness and disasters.

AREAS REACHED BY BOBS FOOTWEAR DONATIONS FOR KIDS

North America | Central America | South America | Europe | Middle East | Asia | Africa

SKECHERS FOUNDATION



Established in 2010 to help children in need, the Skechers Foundation is dedicated to strengthening communities to ensure the health, success and well-being of youth worldwide. We invest in a global network of charitable organizations dedicated to embracing individuals with diverse abilities, improving education, empowering disadvantaged families and providing humanitarian, disaster and economic relief. By supporting millions through our products and services, we aspire to make a valiant effort in creating stronger, self-sufficient individuals for future generations.

MARKETING

MESSAGES THAT MAKE AN IMPACT.

Our aggressive multi-platform and targeted marketing strategies cross all mediums to generate awareness and excitement for the Skechers brand. From store windows to stadiums to social media, every compelling campaign drives consumers to discover and experience our footwear in their favorite shopping destinations.









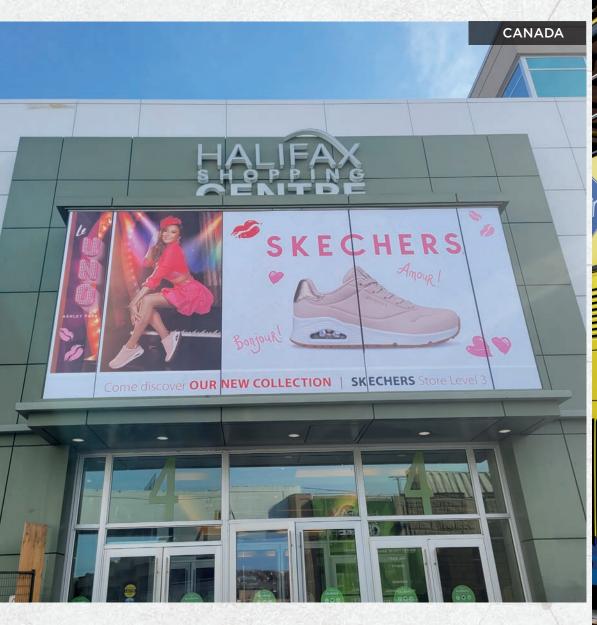














LEVERAGING THE POWER OF CELEBRITIES

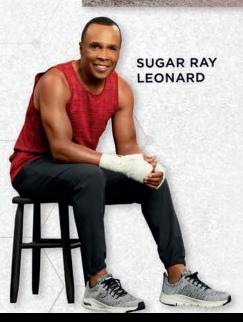








HOWIE

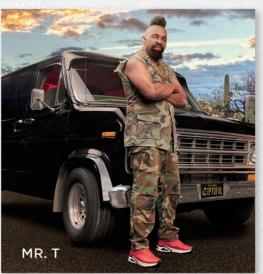


BROOKE BURKE

SKECHERS

Arch Fit Arch SUPPORT

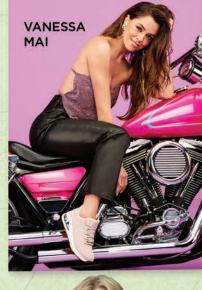




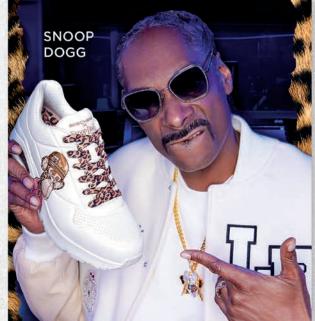


REGIONAL AMBASSADORS











FRANK LEBOEUF

CREATING BUZZ ON SOCIAL MEDIA

Our social media channels offer a direct way to connect with consumers about the latest products and campaigns. And Skechers ambassadors get their fans and followers excited about the brand.





@Skechers @Skechersusa

@Skechers





#GDWALK #WorkoutWalker #SkechersApparel #Amba



brookehendersongolf Fun win to start the new season!! May all Honour and

Glory be to God! 🙏 😊 ... more

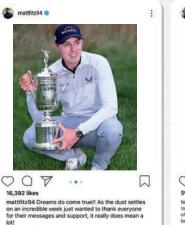


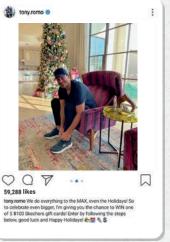












MEMORABLE EVENTS THAT CREATE LASTING IMPRESSIONS







THE COLOR RUN - POLAND





We reach new demographics and gain grassroots exposure by sponsoring or appearing at running, golf, charity and more special events.

OPERATIONS SUPPORTING THE BUSINESS

We develop new product lines at our Corporate Campus in Southern California—expanding to more than 330,000 total square feet across four neighboring buildings that incorporate our earth-friendly philosophy into our growing footprint.



SHOWROOMS

Our accounts always have a direct line of communication for support no matter where they're based. A dedicated team of over 15,000 employees and a vast network of showrooms are operated by Skechers or through our partners around the world.

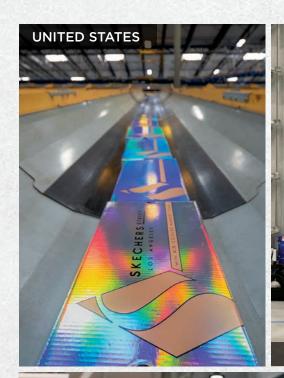








SELECT INTERNATIONAL SHOWROOMS: Argentina • Australia • Austria • Brazil • Canada • Chile • China • Colombia Estonia • France • Germany • Greece • Hong Kong • Hungary • India • Indonesia • Israel • Italy • Japan • Malaysia Mexico • Netherlands • New Zealand • Panama • Peru • Philippines • Singapore • South Africa • South Korea • Spain Sweden • Switzerland • Taiwan • Turkey • UAE • Ukraine • United Kingdom • United States



SHIPPING & PACKAGING

We seek new ways to increase our use of environmentally-friendly materials for shipping and packaging, and regularly conduct assessments to ensure that these items are FSC-certified, recycled² or ethically harvested.

93%

002

JAPAN



of our shoebox materials are fully recyclable.* *As of 2022

100%



of our factory master cartons, shipping cartons, foot forms and tissue packaging is recyclable. 99%



of shoebox materials originate from FSCcertified, sustainable forest origins.

100%



of our packaging materials are printed with soy- or water-based ink.



LOGISTICS

FUTURE-PROOFING OUR DELIVERY CAPABILITIES

We ship our products from multiple facilities to maximize efficiency around the world. Investments in technology and automation offer increased warehouse, process and ship capacity to prepare for our continued growth and global demand.



- LEED Gold certification.
- LED with light and motion detectors, PLC machines, reflective foil insulation and natural lighting to moderate temperatures. Night flush vent system.
- Commitment to saving trees with corrugated recyclables and lowering landfill use.

Strategic regional distribution centers serve local markets in Brazil, Canada, Chile, Colombia, India, Japan, Panama, Peru, and the United Kingdom, among others.

A2 ETKERIBLE



INDIA



EUROPE DISTRIBUTION CENTER A LIÈGE, BELGIUM | 2 MILLION SQUARE FEET

- BREEAM Very Good Rating and Lean and Green certification through 30% CO2 reduction.
- Commitment to saving trees with corrugated recyclables and lowering landfill use.
- LED with light and motion detectors, PLC machines, reflective foil insulation and natural lighting to moderate temperatures.

CHINA DISTRIBUTION CENTER > TAICANG, CHINA 1.6 MILLION SQUARE FEET

- Natural lighting to moderate year-round temperatures.
 Night flush vent system.
- LED with light and motion detectors, PLC machines and temperature controllers.
- Commitment to saving trees with corrugated recyclables and lowering landfill use.



¹Between September 1, 2021 and December 31, 2024, Skechers will contribute \$800,000 to The Nature Conservancy. The purchase of SKECHERS® Our Planet Matters shoes will not result in a contribution to TNC. The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends. More information about TNC is available by mail at 4245 N Fairfax Dr, Ste 100, Arlington, VA 22203, USA, by phone at 1-800-628-6860 or at nature.org. Charity registration number is 66007778 in the District of Columbia, USA. TNC is a global organization working in 72 countries, with an affiliate, Nature United, in Canada.

²Recycling guidelines, practices and capabilities vary in communities around the world; packaging may not be recyclable in all areas.

SKECHERS.



SKX Listed Listed THE NEW YORK STOCK EXCHANGE

