

## International Lifestyle/Fashion Casual Footwear Market

(Estimates in millions of US\$ at wholesale. Change in dollars)

Rank	Company	2003									2002								
		TOTAL			U.S.			Non-U.S.			TOTAL			U.S.			Non-U.S.		
		Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share
1	Clarks (a)	1,534	10%	18.4%	375	11%	10.4%	1,159	9%	24.6%	1,399	22%	18.0%	339	19%	9.1%	1,060	23%	26.4%
2	Skechers	835	-11%	10.0%	680	-16%	18.8%	155	17%	3.3%	943	-1%	12.2%	811	-3%	21.7%	132	13%	3.3%
3	ECCO (b)	590	18%	7.1%	115	5%	3.2%	475	21%	10.1%	502	5%	6.5%	110	-8%	2.9%	392	9%	9.8%
4	Rockport	361	-6%	4.3%	266	-9%	7.3%	95	1%	2.0%	385	-4%	5.0%	291	-19%	7.8%	94	135%	2.3%
5	Geox (c)	329	58%	3.9%	14	250%	0.4%	315	54%	6.7%	208	10%	2.7%	4	0%	0.1%	204	10%	5.1%
6	Steve Madden	323	-1%	3.9%	320	-2%	8.8%	3	100%	0.1%	327	217%	4.2%	327	217%	8.7%			
7	Birkenstock	300	11%	3.6%	80	-27%	2.2%	220	38%	4.7%	270	8%	3.5%	110	22%	2.9%	160	0%	4.0%
8	Bass	285	4%	3.4%	265	3%	7.3%	20	18%	0.4%	275	NA	3.5%	258	NA	6.9%	17	NA	0.4%
9	Diesel Footwear	220	42%	2.6%	100	11%	2.8%	120	85%	2.5%	155	107%	2.0%	90	173%	2.4%	65	55%	1.6%
10	Caterpillar	210	0%	2.5%	30	-9%	0.8%	180	2%	3.8%	209	67%	2.7%	33	-18%	0.9%	176	107%	4.4%
11	Doc Martens	195	-34%	2.3%	127	-35%	3.5%	68	-32%	1.4%	295	-20%	3.8%	195	-13%	5.2%	100	-32%	2.5%
12	Mephisto	180	8%	2.2%	55	0%	1.5%	125	12%	2.6%	167	-11%	2.2%	55	-11%	1.5%	112	-11%	2.8%
13	Dockers	158	-16%	1.9%	78	-16%	2.2%	80	-3%	1.7%	189	45%	2.4%	93	166%	2.5%	96	1%	2.4%
14	Camper	143	12%	1.7%	5	25%	0.1%	138	11%	2.9%	128	2%	1.6%	4	-60%	0.1%	124	8%	3.1%
15	Lugz	135	0%	1.6%	125	0%	3.5%	10	0%	0.2%	135	-15%	1.7%	125	-17%	3.3%	10	25%	0.2%
16	Kickers	125	0%	1.5%				125	0%	2.6%	125	2%	1.6%				125	2%	3.1%
17	Josef Seibel	118	23%	1.4%	35	6%	1.0%	83	32%	1.8%	96	13%	1.2%	33	10%	0.9%	63	15%	1.6%
18	Stonefly (c)	98	29%	1.2%	11	10%	0.3%	87	32%	1.8%	76	9%	1.0%	10	25%	0.3%	66	6%	1.6%
19	FinnComfort	78	47%	0.9%	11	10%	0.3%	67	56%	1.4%	53	-21%	0.7%	10	-55%	0.3%	43	-4%	1.1%
20	KangaROOS	75	88%	0.9%	8	NA	0.2%	67	68%	1.4%	40	21%	0.5%				40	21%	1.0%
21	Lumberjack	72	9%	0.9%				72	9%	1.5%	66	175%	0.9%				66	175%	1.6%
22	Dansko	71	15%	0.9%	71	15%	2.0%				62	NA	0.8%	62	NA	1.7%			
23	Pikolinos	62	27%	0.7%	2	0%	0.1%	60	28%	1.3%	49	NA	0.6%	2	NA	0.1%	47	NA	1.2%
24	Harley-Davidson	55	22%	0.7%	45	7%	1.2%	10	233%	0.2%	45	25%	0.6%	42	17%	1.1%	3	NA	0.1%
25	Sperry	53	8%	0.6%	53	8%	1.5%				49	11%	0.6%	49	11%	1.3%			
	Others	1,733	15%	20.8%	749	8%	20.7%	984	20%	20.9%	1,511	26%	19.5%	691	55%	18.5%	820	9%	20.4%
	TOTALS	8,338	7%		3,620	-3%		4,718	18%		7,759	22%		3,744	28%		4,015	17%	

2003 Exchange Rates: Aus: 1.548/\$; Den: 6.626/\$; Euro: .893/\$; Swe: 8.146/\$; UK: .615/\$

2002 Exchange Rates: Aus: 1.842/\$; Den: 7.902/\$; Euro: 1.063/\$; Swe: 9.742/\$; UK: .668/\$

Notes: (a) excluding Bostonian and UK retail sales

(b) estimate including licenses

(c) includes licensees' revenues

©2004 Sporting Goods Intelligence  
 All rights reserved. Unauthorized distribution or duplication is prohibited.

## International Lifestyle/Fashion Casual Footwear Market

(Estimates in millions of US\$ at wholesale. Change in dollars)

Rank	Company	2001									2000								
		TOTAL			U.S.			Non-U.S.			TOTAL			U.S.			Non-U.S.		
		Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share	Sales	Change	Share
1	Clarks (a)	1,150	4%	18.1%	285	18%	9.7%	865	0%	25.2%	1,106	2%	17.0%	241	21%	8.7%	865	-2%	23.2%
2	Skechers	950	41%	14.9%	833	37%	28.4%	117	72%	3.4%	675	59%	10.4%	607	57%	21.9%	68	79%	1.8%
3	ECCO (b)	480	41%	7.5%	120	-8%	4.1%	360	71%	10.5%	341	-17%	5.3%	130	117%	4.7%	211	-40%	5.7%
4	Rockport	400	-5%	6.3%	360	11%	12.3%	40	-59%	1.2%	422	-3%	6.5%	324	-3%	11.7%	98	-4%	2.6%
5	Geox (c)	189	2%	3.0%	4	0%	0.1%	185	2%	5.4%	186	12%	2.9%	4	NA	0.1%	182	10%	4.9%
6	Steve Madden	103	17%	1.6%	103	17%	3.5%				88	NA	1.4%	88	NA	3.2%			
7	Birkenstock	250	-64%	3.9%	90	-40%	3.1%	160	-71%	4.7%	700	17%	10.8%	150	50%	5.4%	550	10%	14.8%
8	Bass																		
9	Diesel Footwear	75	88%	1.2%	33	267%	1.1%	42	35%	1.2%	40	NA	0.6%	9	NA	0.3%	31	NA	0.8%
10	Caterpillar	125	-46%	2.0%	40	-23%	1.4%	85	-53%	2.5%	232	-17%	3.6%	52	-13%	1.9%	180	-18%	4.8%
11	Doc Martens	369	-3%	5.8%	223	-2%	7.6%	146	-3%	4.2%	379	-34%	5.8%	228	-26%	8.2%	151	-42%	4.1%
12	Mephisto	188	4%	3.0%	62	7%	2.1%	126	2%	3.7%	181	-8%	2.8%	58	-3%	2.1%	123	-10%	3.3%
13	Dockers	130	30%	2.0%	35	-24%	1.2%	95	76%	2.8%	100	NA	1.5%	46	NA	1.7%	54	NA	1.5%
14	Camper	125	4%	2.0%	10	0%	0.3%	115	5%	3.3%	120	-20%	1.8%	10	NA	0.4%	110	-27%	3.0%
15	Lugz	158	-18%	2.5%	150	-19%	5.1%	8	0%	0.2%	193	25%	3.0%	185	20%	6.7%	8	NA	0.2%
16	Kickers	123	5%	1.9%				123	5%	3.6%	117	NA	1.8%				117	NA	3.1%
17	Josef Seibel	85	9%	1.3%	30	3%	1.0%	55	12%	1.6%	78	NA	1.2%	29	NA	1.0%	49	NA	1.3%
18	Stonefly (c)	70	25%	1.1%	8	60%	0.3%	62	22%	1.8%	56	56%	0.9%	5	150%	0.2%	51	50%	1.4%
19	FinnComfort	67	8%	1.1%	22	10%	0.8%	45	7%	1.3%	62	-44%	1.0%	20	33%	0.7%	42	-56%	1.1%
20	KangaROOS	33	-3%	0.5%				33	-3%	1.0%	34	NA	0.5%				34	NA	0.9%
21	Lumberjack	24	4%	0.4%				24	4%	0.7%	23	-57%	0.4%				23	-57%	0.6%
22	Dansko																		
23	Pikolinos																		
24	Harley-Davidson	36	-28%	0.6%	36	0%	1.2%				50	NA	0.8%	36	NA	1.3%	14	NA	0.4%
25	Sperry	44	-12%	0.7%	44	-12%	1.5%				50	NA	0.8%	50	NA	1.8%			
	Others	1,195	-5%	18.8%	445	-11%	15.2%	750	-2%	21.8%	1,262	-199%	19.4%	499	-192%	18.0%	763	-205%	20.5%
	TOTALS	6,369	-2%		2,933	6%		3,436	-8%		6,495	14%		2,771	36%		3,724	2%	