

THE PRIVATE-LABEL MARKET

| | Models (50 min.) | Quality (50 min.) | Bid Price (\$60.71 max.) | Pairs | Pairs | Pairs | Pairs | Ending | Market Share | Revenues (\$000) | |
|---|---------------------|----------------------|-----------------------------|---------|-----------|-------|------------|-----------|-----------------|---------------------|---|
| | | | | Offered | Available | Sold | Liquidated | Inventory | | | |
| A | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.0 % | 0 | A |
| B | 50 | 125 | 42.00 | 687 | 685 | 685 | 0 | 0 | 7.3 | 28770 | B |
| C | 200 | 154 | 54.00 | 1900 | 2004 | 1900 | 0 | 104 | 20.4 | 102600 | C |
| D | 50 | 164 | 55.00 | 1712 | 1717 | 580 | 1137 | 0 | 6.2 | 51036 | D |
| E | 50 | 84 | 49.75 | 2935 | 2923 | 2923 | 0 | 0 | 31.4 | 145419 | E |
| F | 150 | 122 | 50.00 | 3019 | 3027 | 3019 | 8 | 0 | 32.4 | 151115 | F |
| G | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.0 | 0 | G |
| H | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.0 | 0 | H |
| I | 0 | 0 | 0.00 | 0 | 0 | 0 | 0 | 0 | 0.0 | 0 | I |
| J | 115 | 201 | 60.00 | 10497 | 16862 | 0 | 16862 | 0 | 0.0 | 425766 | J |
| K | 50 | 147 | 54.00 | 225 | 216 | 216 | 0 | 0 | 2.3 | 11664 | K |
| | 95 | 142 | 52.11 | 20975 | 27434 | 9323 | 18007 | 0 | 14.3 % | 916370 | |

THE INTERNET RETAIL MARKET

| | Models Offered | Delivery Option | Retail Price (\$) | N.A. Sales | | Asian Sales | | European Sales | | L.A. Sales | | |
|---|-------------------|--------------------|----------------------|------------|---------|-------------|---------|----------------|---------|------------|---------|---|
| | | | | Pairs | % Share | Pairs | % Share | Pairs | % Share | Pairs | % Share | |
| | | | | A | 130 | A | 68.99 | 490 | 8.8 | 161 | 7.9 | |
| B | 99 | B | 60.00 | 508 | 9.1 | 192 | 9.5 | 366 | 12.1 | 128 | 11.7 | B |
| C | 95 | A | 69.00 | 320 | 5.7 | 116 | 5.7 | 200 | 6.6 | 57 | 5.2 | C |
| D | 100 | A | 67.50 | 590 | 10.6 | 235 | 11.6 | 358 | 11.9 | 126 | 11.5 | D |
| E | 249 | A | 69.00 | 876 | 15.7 | 322 | 15.9 | 550 | 18.2 | 0 | 0.0 | E |
| F | 110 | A | 66.50 | 464 | 8.3 | 202 | 10.0 | 0 | 0.0 | 143 | 13.0 | F |
| G | 75 | C | 63.99 | 660 | 11.8 | 252 | 12.4 | 351 | 11.6 | 177 | 16.1 | G |
| H | 166 | A | 64.99 | 555 | 9.9 | 240 | 11.8 | 372 | 12.3 | 147 | 13.4 | H |
| I | 100 | A | 70.00 | 384 | 6.9 | 143 | 7.1 | 245 | 8.1 | 94 | 8.6 | I |
| J | 87 | A | 66.99 | 468 | 8.4 | 165 | 8.1 | 286 | 9.5 | 87 | 7.9 | J |
| K | 50 | B | 71.00 | 277 | 5.0 | 0 | 0.0 | 0 | 0.0 | 31 | 2.8 | K |
| | 115 | A | 67.09 | 5592 | 9.1 | 2028 | 10.0 | 3021 | 11.1 | 1098 | 10.0 | |

THE BRANDED WHOLESALE MARKETS

| | Quality Rating | | | | Service Rating | | | | Image Rating | | | | |
|---|----------------|------|--------|------|----------------|------|--------|------|--------------|------|--------|------|---|
| | N.A. | Asia | Europe | L.A. | N.A. | Asia | Europe | L.A. | N.A. | Asia | Europe | L.A. | |
| | A | 171 | 170 | 175 | 174 | 246 | 211 | 238 | 202 | 125 | 119 | 139 | |
| B | 137 | 127 | 135 | 129 | 204 | 204 | 204 | 204 | 54 | 53 | 87 | 57 | B |
| C | 158 | 151 | 155 | 123 | 142 | 127 | 127 | 136 | 90 | 87 | 104 | 47 | C |
| D | 248 | 234 | 245 | 248 | 220 | 211 | 211 | 222 | 74 | 109 | 99 | 110 | D |
| E | 214 | 209 | 220 | 0 | 130 | 178 | 208 | 0 | 155 | 196 | 185 | 0 | E |
| F | 128 | 129 | 0 | 127 | 226 | 178 | 0 | 192 | 126 | 161 | 0 | 184 | F |
| G | 114 | 115 | 115 | 110 | 187 | 178 | 205 | 170 | 211 | 233 | 224 | 250 | G |
| H | 162 | 158 | 166 | 159 | 196 | 169 | 150 | 163 | 66 | 102 | 87 | 125 | H |
| I | 208 | 204 | 201 | 213 | 196 | 196 | 196 | 184 | 62 | 60 | 87 | 65 | I |
| J | 203 | 198 | 200 | 197 | 38 | 82 | 127 | 64 | 135 | 127 | 148 | 71 | J |
| K | 204 | 0 | 0 | 135 | 120 | 0 | 0 | 109 | 86 | 0 | 0 | 4 | K |
| | 177 | 170 | 179 | 164 | 173 | 173 | 185 | 171 | 108 | 125 | 129 | 115 | |

Note: Regional averages for the branded wholesale markets do not include the efforts of companies selling fewer than 100,000 pairs.