

BP PLC
Form 6-K
October 01, 2012

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 6-K

Report of Foreign Issuer

Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934

for the period ended 01 October, 2012

BP p.l.c.
(Translation of registrant's name into English)

1 ST JAMES'S SQUARE, LONDON, SW1Y 4PD, ENGLAND
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual
reports under cover Form 20-F or Form 40-F.

Form 20-F Form 40-F

Indicate by check mark whether the registrant by furnishing the information
contained in this Form is also thereby furnishing the information to the
Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of
1934.

Yes No

Exhibit 1.1	Director/PDMR Shareholding dated 10 September 2012
Exhibit 1.2	Transaction in Own Shares dated 10 September 2012
Exhibit 1.3	Q2 2012 Payments of Dividend in Sterling dated 11 September 2012
Exhibit 1.4	Transaction in Own Shares dated 13 September 2012
Exhibit 1.5	Transaction in Own Shares dated 17 September 2012
Exhibit 1.6	Transaction in Own Shares dated 20 September 2012
Exhibit 1.7	Transaction in Own Shares dated 24 September 2012
Exhibit 1.8	Director/PDMR Shareholding dated 26 September 2012
Exhibit 1.9	Director/PDMR Shareholding dated 27 September 2012
Exhibit 1.10	Transaction in Own Shares dated 27 September 2012
Exhibit 1.11	Director/PDMR Shareholding dated 28 September 2012
Exhibit 1.12	Transaction in Own Shares dated 28 September 2012
Exhibit 1.13	Total Voting Rights dated 28 September 2012

Exhibit 1.1

BP plc- Director/PDMR Shareholding
BP plc- 10 September 2012

BP p.l.c.

Notification of transactions of persons discharging managerial responsibility or connected persons
BP p.l.c. was advised on 10 September 2012 by Computershare Plan Managers that on 10 September 2012 the following Directors and senior executives (all persons discharging managerial responsibilities in BP p.l.c.) acquired in London the number of BP ordinary shares (ISIN number GB0007980591) shown opposite their names below at £4.347 per share through participation in the BP ShareMatch UK Plan :-

Director

Mr I.C. Conn	73 shares
Mr B. Gilvary	73 shares

Other Persons Discharging Managerial Responsibilities

Mr R. Bondy	73 shares
Mr B. Looney	73 shares
Mr D. Sanyal	70 shares

This notice is given in fulfilment of the obligation under DTR3.1.4(1)(a)R.

Exhibit 1.2

BP plc- Transaction in Own Shares
BP plc- 10 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 10 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	10 September 2012
Number of ordinary shares transferred:	69,732
Highest transfer price per share:	£4.55
Lowest transfer price per share:	£3.68

Following the above transfer, BP p.l.c. holds 1,830,517,612 ordinary shares in treasury, and has 19,036,352,645 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.3

BP plc- Q2 2012 Payments of Dividend in Sterling
BP plc- 11 September 2012

BP p.l.c.
Second quarter interim dividend for 2012
Payments of dividends in sterling

On 31 July 2012, the Directors of BP p.l.c. announced that the interim dividend for the second quarter 2012 would be US\$0.08 per ordinary share (US\$0.48 per ADS). This interim dividend is to be paid on 25 September 2012 to shareholders on the share register on 10 August 2012. The dividend is payable in cash in sterling to holders of ordinary shares and in US dollars to holders of ADSs. A scrip dividend alternative has been made available for this dividend allowing shareholders to elect to receive their dividend in the form of new ordinary shares and ADS holders in the form of new ADSs.

Sterling dividends payable in cash will be converted from US dollars at an average of the market exchange rate over the four dealing days from 5 September 2012 to 10 September 2012 (£1 = US\$ 1.59455). Accordingly, the amount of sterling dividend payable in cash on 25 September 2012 will be:

5.0171
pence per share.

Details of the first quarter dividend and timetable are available at www.bp.com/dividends and details of the Scrip Dividend Programme are available at www.bp.com/scrip.

Jens Bertelsen

Deputy Company Secretary

Exhibit 1.4

BP plc- Transaction in Own Shares
BP plc- 13 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 13 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	13 September 2012
Number of ordinary shares transferred:	695,474
Highest transfer price per share:	£4.347
Lowest transfer price per share:	£4.20

Following the above transfer, BP p.l.c. holds 1,829,822,138 ordinary shares in treasury, and has 19,037,195,419 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.5

BP plc- Transaction in Own Shares
BP plc- 17 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 17 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	17 September 2012
Number of ordinary shares transferred:	36,381
Highest transfer price per share:	£4.20
Lowest transfer price per share:	£3.68

Following the above transfer, BP p.l.c. holds 1,829,785,757 ordinary shares in treasury, and has 19,037,550,700 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.6

BP plc- Transaction in Own Shares
BP plc- 20 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 20 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	20 September 2012
Number of ordinary shares transferred:	20,923
Highest transfer price per share:	£4.20
Lowest transfer price per share:	£4.55

Following the above transfer, BP p.l.c. holds 1,829,764,834 ordinary shares in treasury, and has 19,038,064,583 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.7

BP plc- Transaction in Own Shares
BP plc- 24 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 24 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	24 September 2012
Number of ordinary shares transferred:	17,378
Highest transfer price per share:	£4.55
Lowest transfer price per share:	£4.20

Following the above transfer, BP p.l.c. holds 1,829,747,456 ordinary shares in treasury, and has 19,038,240,649 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.8

BP plc- Director/PDMR Shareholding
BP plc- 26 September 2012

BP p.l.c.

Notification of transactions of persons discharging managerial responsibility or connected persons

On 25 September 2012 BP p.l.c. was advised by Equiniti that on 25 September 2012 the following individuals acquired the number of BP ordinary shares (ISIN number GB0007980591) shown opposite their name at a Reference share price of \$7.035 per share, through the BP Scrip Dividend Programme.

	Ordinary Shares
Dr M.C Daly Senior executive (a person discharging managerial responsibility)	69
Mr B. Looney Senior executive (a person discharging managerial responsibility)	227
Mr D Sanyal Senior executive (a person discharging managerial responsibility)	329
Mrs C. F. Shorten Conn Connected person of Mr I. C. Conn, a Director of BP p.l.c.	377

This notice is given in fulfilment of the obligation under DTR3.1.4 (1)(a)R

Exhibit 1.9

BP plc- Director/PDMR Shareholding
BP plc- 27 September 2012

BP p.l.c.

Notification of transactions of persons discharging managerial responsibility or connected persons

BP p.l.c. was notified on 26 September 2012 by SEB Sweden that on 25 September 2012 Mr Carl-Henric Svanberg, a Director of BP p.l.c., acquired 10,965 BP ordinary shares (ISIN number GB0007980591) at a Reference share price of \$7.035 per share, through the BP Scrip Dividend Programme.

This notice is given in fulfilment of the obligation under DTR3.1.4 (1)(a)R

Exhibit 1.10

BP plc- Transaction in Own Shares
BP plc- 27 September 2012

BP p.l.c.

Transaction in own shares

BP p.l.c. announces that on 27 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer:	27 September 2012
Number of ordinary shares transferred:	11,663

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Highest transfer price per share: £4.55
Lowest transfer price per share: £4.20

Following the above transfer, BP p.l.c. holds 1,829,735,793 ordinary shares in treasury, and has 19,053,373,668 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.11

BP plc- Director/PDMR Shareholding
BP plc- 28 September 2012

BP p.l.c.
Notification of transactions of persons discharging managerial responsibility or connected persons

BP p.l.c. was advised on 27 September 2012 by Fidelity Stock Plan Services LLC, that on 25 September 2012 the following senior executives (persons discharging managerial responsibility) in BP p.l.c. acquired the number of BP Restricted Share Units shown opposite their name at a Reference share price US\$42.260 per ADS (ISIN number US0556221044), as a result of participation in the Scrip Dividend Programme. 1 ADS is equivalent to 6 ordinary shares.

	Deferred Annual Bonus Plan	Executive Performance Plan	Restricted Share Plan	Long Term Performance Plan
Mr M. Bly	274.482	265.83	225.602	133.521
Mr R. Fryar	227.238	265.83	465.825	N/A
Mr A. Hopwood	265.759	325.262	465.825	N/A
Mr H. L. McKay	513.102	265.83	846.900	N/A

This notice is given in fulfilment of the obligation under DTR3.1.4 (1)(a)R

Exhibit 1.12

BP plc- Transaction in Own Shares
BP plc- 28 September 2012

BP p.l.c.
Transaction in own shares

BP p.l.c. announces that on 28 September 2012 it transferred the following number of ordinary shares, which were previously held as treasury shares, to participants in its employee share schemes:

Date of transfer: 28 September 2012

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Number of ordinary shares transferred: 604,982
Transfer price per share: £4.46

Following the above transfer, BP p.l.c. holds 1,829,130,811 ordinary shares in treasury, and has 19,053,994,550 ordinary shares in issue (excluding treasury shares).

This announcement is made in accordance with the requirements of Listing Rule 12.6.4.

Exhibit 1.13

BP plc- Total Voting Rights
BP plc- 28 September 2012

BP p.l.c.

Total voting rights and share capital

As at 28 September 2012, the issued share capital of BP p.l.c. comprised 19,053,994,550 ordinary shares (excluding treasury shares) par value US\$0.25 per share, each with one vote; and 12,706,252 preference shares par value £1 per share with two votes for every £5 in nominal capital held.

The number of ordinary shares which have been bought back and are held in treasury by BP p.l.c. is 1,829,130,811. These treasury shares are not taken into consideration in relation to the payment of dividends and voting at shareholder meetings.

The total number of voting rights in BP p.l.c. is 19,059,077,050. This information may be used by shareholders for the calculations by which they will determine if they are required to notify their interest in, or a change to their interest in, BP p.l.c. under the FSA's Disclosure and Transparency Rules.

This announcement is made in accordance with the requirements of Disclosure and Transparency Rule 5.6.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

BP p.l.c.
(Registrant)

Dated: 01 October 2012

/s/ J. BERTELSEN
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J. BERTELSEN
Deputy Company Secretary

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our ability to sustain, manage and forecast our costs and proper inventory levels;

- the loss of any significant customers, decreased demand by industry retailers and the cancellation of order commitments;
- our ability to continue to manufacture and ship our products that are sourced in China and Vietnam, which could be adversely affected by various economic, political or trade conditions, or a natural disaster in China or Vietnam;
- our ability to predict our revenues, which have varied significantly in the past and can be expected to fluctuate in the future due to a number of reasons, many of which are beyond our control;
- sales levels during the spring, back-to-school and holiday selling seasons; and
- other factors referenced or incorporated by reference in our annual report on Form 10-K for the year ended December 31, 2017 under the captions “Item 1A: Risk Factors” and “Item 7: Management’s Discussion and Analysis of Financial Condition and Results of Operations.”

The risks included here are not exhaustive. Other sections of this report may include additional factors that could adversely impact our business, financial condition and results of operations. Moreover, we operate in a very competitive and rapidly changing environment, and new risk factors emerge from time to time. We cannot predict all such risk factors, nor can we assess the impact of all such risk factors on our business or the extent to which any factor or combination of factors may cause actual results to differ materially from those contained in any forward-looking statements. Given these inherent and changing risks and uncertainties, investors should not place undue reliance on forward-looking statements, which reflect our opinions only as of the date of this quarterly report, as a prediction of actual results. We undertake no obligation to publicly release any revisions to the forward-looking statements after the date of this document, except as otherwise required by reporting requirements of applicable federal and states securities laws.

FINANCIAL OVERVIEW

Our net sales for the three months ended June 30, 2018 were \$1.135 billion, an increase of \$108.9 million, or 10.6%, as compared to net sales of \$1.026 billion for the three months ended June 30, 2017. This increase was primarily attributable to increased sales from our international wholesale and retail businesses, and was partially offset by a decrease in our domestic wholesale segment. Gross margins increased to 49.4% for the three months ended June 30, 2018 from 47.6% for the same period in the prior year primarily due to higher proportion of international wholesale sales. Net earnings attributable to Skechers U.S.A., Inc. were \$45.3 million for the three months ended June 30, 2018, a decrease of \$14.2 million, or 23.9%, compared to net earnings of \$59.5 million in the prior-year period. Diluted net earnings per share attributable to Skechers U.S.A., Inc. for the three months ended June 30, 2018

were \$0.29, which reflected a 23.7% decrease from the \$0.38 diluted net earnings per share reported in the same prior-year period. The decrease in net earnings and diluted net earnings per share attributable to Skechers U.S.A., Inc. for the three months ended June 30, 2018 was due to increased selling expenses of \$14.0 million, increased general and administrative expenses of \$65.6 million, of which \$29.4 million related directly to support our growth in China, and a higher effective tax rate all of which were partially offset by increased net sales and higher gross margins. The results of operations for the three months ended June 30, 2018 are not necessarily indicative of the results to be expected for the entire fiscal year ending December 31, 2018.

We have three reportable segments – domestic wholesale sales, international wholesale sales, and retail sales, which includes e-commerce sales. We evaluate segment performance based primarily on net sales and gross margins.

Revenue by segment as a percentage of net sales was as follows:

	Three Months Ended June 30,	
	2018	2017
Percentage of revenues by segment:		
Domestic wholesale	28.0 %	33.2 %
International wholesale	41.0 %	34.9 %
Retail	31.0 %	31.9 %
Total	100.0%	100.0%

As of June 30, 2018, we owned and operated 668 stores, which included 459 domestic retail stores and 209 international retail stores. We have established our presence in what we believe to be most of the major domestic retail markets. During the first six months of 2018, we opened one domestic concept store, 13 domestic warehouse stores, seven international concept stores, and six international outlet stores. In addition, we closed four domestic concept stores. We review all of our stores for impairment annually, or more frequently if events occur that may be an indicator of impairment, and we carefully review our under-performing stores and consider the potential for non-renewal of leases upon completion of the current term of the applicable lease.

During the remainder of 2018, we intend to focus on: (i) continuing to develop new lifestyle and performance product at affordable prices to increase product count for all customers, (ii) continuing to manage our inventory and expenses to be in line with expected sales levels, (iii) growing our international business, and (iv) strategically expanding our global retail distribution channel by opening another 30 to 35 Company-owned retail stores during the remainder of the year.

RESULTS OF OPERATIONS

The following table sets forth, for the periods indicated, selected information from our results of operations (in thousands) and as a percentage of net sales:

	Three Months Ended June 30,				Six Months Ended June 30,			
	2018		2017		2018		2017	
Net sales	\$1,134,797	100.0 %	\$1,025,934	100.0 %	\$2,384,875	100.0 %	\$2,098,742	100.0 %
Cost of sales	573,840	50.6	537,613	52.4	1,240,815	52.0	1,133,923	54.0
Gross profit	560,957	49.4	488,321	47.6	1,144,060	48.0	964,819	46.0
Royalty income	5,350	0.5	3,221	0.3	10,872	0.4	7,451	0.3
	566,307	49.9	491,542	47.9	1,154,932	48.4	972,270	46.3
Operating expenses:								
Selling	114,022	10.0	99,950	9.7	198,468	8.3	173,759	8.3
General and administrative	370,927	32.7	305,283	29.8	726,308	30.5	587,779	28.0
	484,949	42.7	405,233	39.5	924,776	38.8	761,538	36.3
Earnings from operations	81,358	7.2	86,309	8.4	230,156	9.7	210,732	10.0
Interest income	2,518	0.2	381	—	3,273	0.1	794	—
Interest expense	(1,464)	(0.1)	(1,845)	(0.2)	(2,542)	(0.1)	(3,334)	(0.1)
Other, net	(7,473)	(0.7)	2,664	0.3	(4,070)	(0.2)	3,359	0.2
Earnings before income tax expense	74,939	6.6	87,509	8.5	226,817	9.5	211,551	10.1
Income tax expense	14,080	1.2	14,109	1.3	28,700	1.2	31,516	1.5
Net earnings	60,859	5.4	73,400	7.2	198,117	8.3	180,035	8.6
Less: Net earnings attributable to non-controlling interests	15,575	1.4	13,865	1.4	35,181	1.5	26,505	1.3
Net earnings attributable to Skechers U.S.A., Inc.	\$45,284	4.0 %	\$59,535	5.8 %	\$162,936	6.8 %	\$153,530	7.3 %

THREE MONTHS ENDED June 30, 2018 COMPARED TO THREE MONTHS ENDED June 30, 2017

Net sales

Net sales for the three months ended June 30, 2018 were \$1.135 billion, an increase of \$108.9 million, or 10.6%, as compared to net sales of \$1.026 billion for the three months ended June 30, 2017. The increase in net sales came from our international wholesale and global retail businesses from our Women's and Men's Sport, Men's U.S.A., You by

Skechers, and Cali divisions partially offset by a decrease in our domestic wholesale segment.

Our domestic wholesale net sales decreased \$23.9 million, or 7.0%, to \$317.2 million for the three months ended June 30, 2018 from \$341.1 million for the three months ended June 30, 2017. The decrease in the domestic wholesale segment's net sales was primarily the result of a 3.1% unit sales volume decrease to 15.2 million pairs for the three months ended June 30, 2018 from 15.7 million pairs for the same period in 2017. The decrease in our domestic wholesale segment was also attributable to lower average selling prices, and decreased sales in our Women's and Men's Go and Women's active divisions. The average selling price per pair within the domestic wholesale decreased to \$20.84 per pair for the three months ended June 30, 2018 compared to \$21.72 per pair for the same period last year, which was primarily attributable to a product sales mix with lower average selling prices.

Our international wholesale segment sales increased \$106.7 million, or 29.8%, to \$464.8 million for the three months ended June 30, 2018 compared to sales of \$358.1 million for the three months ended June 30, 2017. Our international wholesale sales consist of direct sales – those we make to department stores and specialty retailers – and sales to our distributors, who in turn sell to retailers in various international regions where we do not sell directly. Direct subsidiary sales increased \$111.9 million, or 40.9%, to \$385.4 million for the three months ended June 30, 2018 compared to net sales of \$273.5 million for the three months ended June 30, 2017. The largest sales increases during the quarter came from several of our European subsidiaries and our joint ventures in China and South Korea, primarily due to increased sales of product from our Women's and Men's Sport, Men's U.S.A., You by Skechers, and Cali divisions. Our distributor sales decreased \$5.2 million to \$79.4 million for the three months ended June 30, 2018, a 6.1% decrease from sales of \$84.6 million for the three months ended June 30, 2017. The decrease was primarily due to decreased sales to our distributors in the United Arab Emirates ("U.A.E."), Australia and New Zealand.

Our retail segment sales increased \$25.9 million to \$352.7 million for the three months ended June 30, 2018, a 7.9% increase over sales of \$326.8 million for the three months ended June 30, 2017. The increase in retail sales was primarily attributable to operating an additional net 54 stores and increased comparable store sales of 4.5% resulting from increased sales across several key divisions, including Women's and Men's Sport, Men's USA and Skecher Street divisions. During the second quarter of 2018, we opened one domestic concept store, five domestic warehouse stores, one international concept store, and five international outlet stores. In addition, we closed one domestic concept store. For the three months ended June 30, 2018, our domestic retail sales increased 7.2% compared to the same period in 2017, which was primarily attributable to positive comparable domestic store sales of 2.2% and a net increase of 24 domestic stores. Our international retail store sales increased 9.4% compared to the same period in 2017, which was primarily attributable to positive comparable international store sales of 11.3% and a net increase of 30 international stores compared to the prior period.

Gross profit

Gross profit for the three months ended June 30, 2018 increased \$72.7 million, or 14.9%, to \$561.0 million as compared to \$488.3 million for the three months ended June 30, 2017. Gross profit as a percentage of net sales, or gross margins, increased to 49.4% for three-month period ended June 30, 2018 from 47.6% for the same period in the prior year. Our domestic wholesale segment gross profit decreased \$6.5 million to \$119.5 million for the three months ended June 30, 2018 as compared to \$126.0 million for the three months ended June 30, 2017, primarily due to lower sales. Domestic wholesale margins increased to 37.7% for the three months ended June 30, 2018 from 36.9% for the three months ended June 30, 2017 primarily from product sales mix with higher average gross margins.

Gross profit for our international wholesale segment increased \$67.6 million, or 40.9%, to \$232.9 million for the three months ended June 30, 2018 as compared to \$165.3 million for the three months ended June 30, 2017. International wholesale gross margins were 50.1% for the three months ended June 30, 2018 compared to 46.2% for the three months ended June 30, 2017. Gross margins for our direct subsidiary sales increased to 54.8% for the three months ended June 30, 2018 compared to 52.2% for the three months ended June 30, 2017. The increase in international wholesale gross margins was attributable a product sales mix with higher average margins and positive foreign currency exchange rates from a stronger U.S. dollar. Gross margins for our distributor sales were 27.4% for the three months ended June 30, 2018 compared to 26.8% for the three months ended June 30, 2017, which was due to a product sales mix with higher average gross margins.

Gross profit for our retail segment increased \$11.6 million, or 5.9%, to \$208.6 million for the three months ended June 30, 2018 as compared to \$197.0 million for the three months ended June 30, 2017. Gross margins for all our company-owned domestic and international stores and our e-commerce business were 59.1% for the three months ended June 30, 2018 as compared to 60.3% for the three months ended June 30, 2017. Gross margins for our domestic stores, which includes e-commerce, were 61.6% and 61.9% for the three months ended June 30, 2018 and 2017, respectively. Gross margins for our international stores were 54.4% for the three months ended June 30, 2018 as compared to 57.1% for the three months ended June 30, 2017. The decrease in international retail gross margins was attributable a product sales mix with lower average margins, which was partially offset by positive foreign currency exchange rates from a stronger U.S. dollar.

Our cost of sales includes the cost of footwear purchased from our manufacturers, duties, quota costs, inbound freight (including ocean, air and freight from the dock to our distribution centers), broker fees and storage costs. Because we include expenses related to our distribution network in general and administrative expenses while some of our competitors may include expenses of this type in cost of sales, our gross margins may not be comparable, and we may report higher gross margins than some of our competitors in part for this reason.

Selling expenses

Selling expenses increased by \$14.0 million, or 14.1%, to \$114.0 million for the three months ended June 30, 2018 from \$100.0 million for the three months ended June 30, 2017. As a percentage of net sales, selling expenses were 10.0% and 9.7% for the three months ended June 30, 2018 and 2017, respectively. The \$14.0 million increase was due to international advertising expenses to support the growth of our international business.

Selling expenses consist primarily of the following: sales representative sample costs, sales commissions, trade shows, advertising and promotional costs, which may include television, print ads, ad production costs and point-of-purchase (POP) costs. Selling expenses are not allocated to segments.

General and administrative expenses

General and administrative expenses increased by \$65.6 million, or 21.5%, to \$370.9 million for the three months ended June 30, 2018 from \$305.3 million for the three months ended June 30, 2017. As a percentage of sales, general and administrative expenses were 32.7% and 29.8% for the three months ended June 30, 2018 and 2017, respectively. The \$65.6 million increase in general and administrative expenses was primarily attributable to approximately \$34.2 million related to supporting our international wholesale operations due to increased sales volumes and expansion in Asia, \$6.2 million in additional legal costs and \$6.3 million and \$5.4 million of additional operating expenses attributable to opening and operating 30 new international retail stores and 24 new domestic retail stores, respectively, since June 30, 2017. In addition, the expenses related to our distribution network, including purchasing, receiving, inspecting, allocating, warehousing and packaging of our products, increased \$4.4 million to \$59.4 million for the three months ended June 30, 2018 as compared to \$55.0 million for the same period in the prior year. The increase in warehousing costs was primarily due to increased sales volumes worldwide.

General and administrative expenses consist primarily of the following: salaries, wages, related taxes and various overhead costs associated with our corporate staff, stock-based compensation, domestic and international retail operations, non-selling related costs of our international operations, costs associated with our distribution centers, professional fees related to legal, consulting and accounting, insurance, depreciation and amortization, and expenses related to our distribution network, which includes the functions of purchasing, receiving, inspecting, allocating, warehousing and packaging our products. These general and administrative expenses are not allocated to segments.

Other income (expense)

Interest income increased \$2.1 million to \$2.5 million for the three months ended June 30, 2018, as compared to \$0.4 million at June 30 2017. The increase in interest income was due primarily due to increased interest rates and higher average cash balances as compared to the prior year period. Interest expense decreased by \$0.3 million to \$1.5 million for the three months ended June 30, 2018 compared to \$1.8 million for the same period in 2017. Interest expense decreased primarily due to reduced interest paid to our foreign manufacturers. Other expense increased \$10.2 million to \$7.5 million for the three months ended June 30, 2018 as compared to other income of \$2.7 million for the same period in 2017. The increase in other expense was primarily attributable to foreign currency exchange loss of \$7.5 million for the three months ended June 30, 2018, as compared to a foreign currency exchange gain of \$3.2 million for the three months ended June 30, 2017. This increased foreign currency exchange loss was primarily attributable to the impact of a stronger U.S. dollar on our intercompany investments in our non-U.S. subsidiaries.

Income taxes

Income tax expense and the effective tax rate for the three months ended June 30, 2018 and 2017 were as follows (dollar amounts in thousands):

	Three Months Ended June 30,	
	2018	2017
Income tax expense	\$ 14,080	\$ 14,109
Effective tax rate	18.8 %	16.1 %

The tax provisions for the three months ended June 30, 2018 and 2017 were computed using the estimated effective tax rates applicable to each of the domestic and international taxable jurisdictions for the full year. We estimate our effective annual tax rate for the remainder of 2018 will be at the top of or slightly higher than the range of 12% and

17% previously disclosed in the Company's first quarter Form 10-Q. Our effective tax rate is subject to management's quarterly review and revision, as necessary.

Our provision for income tax expense and effective income tax rate are significantly impacted by the mix of our domestic and foreign earnings (loss) before income taxes. In the foreign jurisdictions in which we have operations, the applicable statutory rates range from 0% to 34%, which are generally significantly lower than the U.S. federal and state combined statutory rate of approximately 26%.

For the three months ended June 30, 2018, the increase in the effective tax rate was primarily due to increased U.S. tax on foreign earnings resulting from changes in U.S. tax law under the Tax Act.

As of June 30, 2018, we had approximately \$844.8 million in cash and cash equivalents, of which \$375.9 million, or 44.5%, was held outside the U.S. Of the \$375.9 million held by our non-U.S. subsidiaries, approximately \$176.9 million is available for repatriation to the U.S. without incurring U.S. income taxes and applicable non-U.S. income and withholding taxes in excess of the amounts accrued in our condensed consolidated financial statements as of June 30, 2018.

Our cash and cash equivalents held in the U.S. and cash provided from operations are sufficient to meet our liquidity needs in the U.S. for the next twelve months. However, in anticipation of the needs of our share repurchase program and the need to provide payment of our provisional Transition Tax liability, we may begin repatriating certain funds held outside the U.S. for which all applicable U.S. and non-U.S. tax has been fully provided as of June 30, 2018. Because of the need for cash for operating capital and continued overseas expansion, we also do not foresee the need for any of our foreign subsidiaries to distribute funds up to an intermediate foreign parent company in any form of taxable dividend. Under current applicable tax laws, if we choose to repatriate some or all of the funds we have designated as indefinitely reinvested outside the U.S., the amount repatriated would not be subject to U.S. income taxes but may be subject to applicable non-U.S. income and withholding taxes.

Non-controlling interests in net income and loss of consolidated subsidiaries

Net earnings attributable to non-controlling interests for the three months ended June 30, 2018 increased \$1.7 million to \$15.6 million as compared to \$13.9 million for the same period in 2017 primarily attributable to increased profitability by our joint ventures. Non-controlling interests represents the share of net earnings that is attributable to our joint venture partners.

SIX MONTHS ENDED June 30, 2018 COMPARED TO SIX MONTHS ENDED June 30, 2017

Net sales

Net sales for the six months ended June 30, 2018 were \$2.385 billion, an increase of \$286.2 million, or 13.6%, as compared to net sales of \$2.099 billion for the six months ended June 30, 2017. The increase in net sales came from our business segments with the largest increases attributable to our international subsidiary and retail businesses from our Women's and Men's Sport, Men's Go, Skecher Street, You by Skechers and Kids' divisions.

Our domestic wholesale net sales increased \$6.8 million, or 1.0%, to \$706.3 million for the six months ended June 30, 2018 from \$699.5 million for the six months ended June 30, 2017. The increase in the domestic wholesale segment's net sales was primarily due to a 6.2% unit sales volume increase to 34.2 million pairs for the six months ended June 30, 2018 from 32.2 million pairs for the same period in 2017. The increase in our domestic wholesale segment was primarily attributable to increased sales in our Men's USA and Women's Sport divisions. The average selling price per pair within the domestic wholesale segment decreased to \$20.67 per pair for the six months ended June 30, 2018 from \$21.75 per pair for the same period in 2017, which was attributable to a variation in product mix with sales of more products with lower average selling prices.

Our international wholesale segment sales increased \$194.3 million, or 22.9%, to \$1.043 billion for the six months ended June 30, 2018 compared to sales of \$848.5 million for the six months ended June 30, 2017. Direct subsidiary sales increased \$217.3 million, or 31.8%, to \$901.1 million for the six months ended June 30, 2018 compared to net sales of \$683.8 million for the six months ended June 30, 2017. The largest sales increases during the period came from our subsidiaries in the Canada and our joint ventures in China and Korea, primarily due to increased sales of product from our Women's and Men's Sport, Men's GO, You by Skechers and Kids' divisions. Our distributor sales decreased \$22.9 million to \$141.8 million for the six months ended June 30, 2018, a 13.9% decrease from sales of \$164.7 million for the six months ended June 30, 2017. The decrease was primarily due to decreased sales to our distributors in the U.A.E., Australia and New Zealand.

Our retail segment sales increased \$85.1 million to \$635.8 million for the six months ended June 30, 2018, a 15.5% increase over sales of \$550.7 million for the six months ended June 30, 2017. The increase in retail sales was primarily attributable to increased comparable store sales of 6.5% resulting from increased sales of product from our Women's and Men's Sport, Men's USA and Kids' divisions. During the six months ended June 30, 2018, we opened one

domestic concept store, 13 domestic warehouse stores, seven international concept stores, and six international outlet stores. We closed four domestic concept stores. For the six months ended June 30, 2018, our domestic retail sales increased 9.9% compared to the same period in 2017, which was primarily attributable to positive comparable domestic store sales of 4.1% and a net increase of 24 domestic stores during the six months ended June 30, 2018. Our international retail store sales increased 27.9%, which was primarily attributable to positive comparable international store sales of 13.8% and a net increase of 30 international stores when compared to the prior year period.

Gross profit

Gross profit for the six months ended June 30, 2018 increased \$179.3 million to \$1.144 billion as compared to \$964.8 million for the six months ended June 30, 2017. Gross profit as a percentage of net sales, or gross margin, increased to 48.0% for the six months ended June 30, 2018 from 46.0% for the same period in the prior year. Our domestic wholesale segment gross profit decreased \$4.2 million, or 1.6%, to \$261.6 million for the six months ended June 30, 2018 compared to \$265.8 million for the six months ended June 30, 2017, primarily attributable lower average margins. Domestic wholesale margins decreased slightly to 37.0% for the six months ended June 30, 2018 from 38.0% for the same period in the prior year. The decrease in domestic wholesale margins was primarily attributable a product sales mix with slightly lower margins.

Gross profit for our international wholesale segment increased \$136.7 million, or 36.4%, to \$512.3 million for the six months ended June 30, 2018 compared to \$375.6 million for the six months ended June 30, 2017. International wholesale gross margins were 49.1% for the six months ended June 30, 2018 compared to 44.3% for the six months ended June 30, 2017. Gross margins for our direct subsidiary sales increased to 52.7% for the six months ended June 30, 2018 as compared to 48.5% for the six months ended June 30, 2017, which was primarily attributable to a product mix with sales of more products with higher margins combined with favorable currency translations from a weaker U.S. dollar. Gross margins for our distributor sales were 26.5% for the six months ended June 30, 2018 as compared to 26.8% for the six months ended June 30, 2017.

Gross profit for our retail segment increased \$46.8 million, or 14.5%, to \$370.2 million for the six months ended June 30, 2018 as compared to \$323.4 million for the six months ended June 30, 2017. Gross margins for all company-owned domestic and international stores and our e-commerce business were 58.2% for the six months ended June 30, 2018 as compared to 58.7% for the six months ended June 30, 2017. Gross margin for our domestic stores was 60.2% for the six months ended June 30, 2018 as compared to 60.4% for the six months ended June 30, 2017. The decrease in domestic retail gross margins was primarily attributable to lower margin product mix. Gross margins for our international stores were 54.4% and 54.9% for the six months ended June 30, 2018 and 2017, respectively. The decrease in international retail gross margins was primarily attributable to a product sales mix with lower margin products.

Selling expenses

Selling expenses increased by \$24.7 million, or 14.2%, to \$198.5 million for the six months ended June 30, 2018 from \$173.8 million for the six months ended June 30, 2017. As a percentage of net sales, selling expenses were 8.3% for the six months ended June 30, 2018 and 2017. The increase in selling expenses was primarily attributable to higher advertising expenses of \$20.2 million to support our global growth and higher sales commissions of \$5.1 million due to increased net sales for the six months ended June 30, 2018.

General and administrative expenses

General and administrative expenses increased by \$138.5 million, or 23.6%, to \$726.3 million for the six months ended June 30, 2018 from \$587.8 million for the six months ended June 30, 2017. As a percentage of sales, general and administrative expenses were 30.5% and 28.0% for the six months ended June 30, 2018 and 2017, respectively. The increase in general and administrative expenses was primarily attributable to \$71.6 million related to supporting our international operations due to increased sales volumes and expansion into newer markets, \$15.4 million and \$14.6 million of additional operating expenses attributable to operating 30 new international and 24 new domestic retail stores, respectively, since June 30, 2017. The expenses related to our distribution network, including purchasing, receiving, inspecting, allocating, warehousing and packaging of our products, increased \$13.7 million to \$129.9 million for the six months ended June 30, 2018 from \$116.2 million for the six months ended June 30, 2017. The

increase in warehousing costs was primarily due to increased sales volumes worldwide.

Other income (expense)

Interest income increased \$2.5 million to \$3.3 million for the six months ended June 30, 2018, as compared to \$0.8 million at June 30, 2017. The increase in interest income was due primarily due to increased interest rates and higher average cash balances as compared to the prior year period. Interest expense decreased \$0.8 million to \$2.5 million for the six months ended June 30, 2018 compared to \$3.3 million for the same period in 2017. Interest expense decreased primarily due to reduced interest paid to our foreign manufacturers. Other expense increased \$7.5 million to \$4.1 million for the six months ended June 30, 2018 as compared to other income of \$3.4 million for the same period in 2017 due to increased foreign currency exchange losses. The increase in other expense was primarily attributable to foreign currency exchange loss of \$4.0 million for the six months ended June 30, 2018, as compared to a foreign exchange gain of \$4.1 million for the six months ended June 30, 2017. This increased foreign currency exchange loss was primarily attributable to the impact of a stronger U.S. dollar on our intercompany investments in our foreign subsidiaries.

Income taxes

Income tax expense and the effective tax rate for the six months ended June 30, 2018 and 2017 were as follows (dollar amounts in thousands):

	Six Months Ended	
	June 30,	
	2018	2017
Income tax expense	\$28,700	\$31,516
Effective tax rate	12.7 %	14.9 %

The tax provisions for the six months ended June 30, 2018 and 2017 were computed using the estimated effective tax rates applicable to each of the domestic and international taxable jurisdictions for the full year. We estimate our effective annual tax rate for the remainder of 2018 will be at the top of or slightly higher than the range of 12% and 17% previously provided. Our effective tax rate is subject to management's quarterly review and revision, as necessary.

Our provision for income tax expense and effective income tax rate are significantly impacted by the mix of our domestic and foreign earnings (loss) before income taxes. In the foreign jurisdictions in which we have operations, the applicable statutory rates range from 0% to 34%, which are generally significantly lower than the U.S. federal and state combined statutory rate of approximately 26%.

For the six months ended June 30, 2018, the decrease in rate was primarily due to an \$8.0 million reduction in the accounting for certain tax effects of the Tax Act, and an increase of \$1.6 million in excess tax benefits under ASU 2016-09.

As of June 30, 2018, we had approximately \$844.8 million in cash and cash equivalents, of which \$375.9 million, or 44.5%, was held outside the U.S. Of the \$375.9 million held by our non-U.S. subsidiaries, approximately \$176.9 million is available for repatriation to the U.S. without incurring U.S. income taxes and applicable non-U.S. income and withholding taxes in excess of the amounts accrued in our condensed consolidated financial statements as of June 30, 2018.

Non-controlling interests in net income of consolidated subsidiaries

Net earnings attributable to non-controlling interests for the six months ended June 30, 2018 increased \$8.7 million to \$35.2 million as compared to \$26.5 million for the same period in 2017 attributable to increased profitability by our joint ventures. Non-controlling interests represents the share of net earnings that is attributable to our joint venture partners.

LIQUIDITY AND CAPITAL RESOURCES

Cash Flows

Our working capital at June 30, 2018 was \$1.642 billion, an increase of \$134.7 million from working capital of \$1.508 billion at December 31, 2017. Our cash and cash equivalents at June 30, 2018 were \$844.8 million, compared to \$736.4 million at December 31, 2017. The increase in cash and cash equivalents of \$108.4 million, after consideration of the effect of exchange rates, was the result of \$30.7 million due to the reclassification of our return reserve, decreased inventories of \$40.9 million, an increase in accounts payable of \$88.4 million and our net earnings of \$198.1 million which were partially offset by decreased accounts receivable of \$155.8 million. Our primary sources of operating cash are collections from customers on wholesale and retail sales. Our primary uses of cash are inventory purchases, selling, general and administrative expenses, and capital expenditures.

Operating Activities

For the six months ended June 30, 2018, net cash provided by operating activities was \$255.6 million as compared to \$109.2 million for the six months ended June 30, 2017. The \$146.4 million increase in cash flows provided by operating activities for the six months ended June 30, 2018, primarily resulted from an increase in cash flows generated from accounts payable of \$82.3 million from increased inventory purchases, a decrease in cash used by accounts receivable of \$22.5 million from increased cash collections, and an increase in cash generated by higher net earnings of \$18.1 million.

Investing Activities

Net cash used in investing activities was \$109.8 million for the six months ended June 30, 2018 as compared to \$77.3 million for the six months ended June 30, 2017. The \$32.5 million increase in net cash used in investing activities for the six months ended June 30, 2018 as compared to the same period in the prior year was primarily the result of increased purchases of investments of \$48.3 million, offset by lower capital expenditures of \$15.7 million. Capital expenditures were \$60.8 million for the six months ended June 30, 2018 primarily consisted of \$25.7 million for new store openings and remodels and \$17.4 million to support our international wholesale operations. This was compared to capital expenditures of \$76.5 million for the six months ended June 30, 2017, which consisted of \$46.9 million for new store openings and remodels and \$2.3 million paid for equipment costs for increased automation at our European Distribution Center. We expect our ongoing capital expenditures for the remainder of 2018 to be approximately \$40.0 million to \$45.0 million, which includes opening an additional 30 to 35 Company-owned retail stores and several store remodels and investments in our international operations. We expect to fund all our capital expenditures through existing cash balances, investment balances and cash from operations.

Financing Activities

Net cash used in financing activities was \$31.7 million during the six months ended June 30, 2018 compared to \$4.9 million in net cash provided by financing activities during the six months ended June 30, 2017. The \$26.8 million increase in cash used in financing activities for the six months ended June 30, 2018 as compared to the same period in the prior year is primarily attributable to repurchases of our Class A common stock of \$18.0 million, and increased payments for taxes related to net share settlement of equity awards of \$11.2 million, which was partially offset by increased proceeds from short term borrowings of \$5.5 million.

Capital Resources and Prospective Capital Requirements

Share Repurchase Program

On February 6, 2018, the Company's Board of Directors authorized a share repurchase program pursuant to which the Company may, from time to time, purchase shares of its Class A common stock, par value \$0.001 per share ("Class A common stock"), for an aggregate repurchase price not to exceed \$150.0 million. The Share Repurchase Program expires on February 6, 2021. Share repurchases may be executed through various means, including, without limitation, open market transactions, privately negotiated transactions or pursuant to any trading plan that may be adopted in accordance with Rule 10b5-1 of the Securities and Exchange Act of 1934, as amended, subject to market conditions, applicable legal requirements and other relevant factors. The Share Repurchase Program does not obligate the Company to acquire any particular amount of shares of Class A common stock and the program may be suspended or discontinued at any time. As of June 30, 2018, there was \$132.0 million available under the Share Repurchase Program.

Financing Arrangements

On June 30, 2015, we entered into a \$250.0 million loan and security agreement, subject to increase by up to \$100.0 million, (the "Credit Agreement"), with the following lenders: Bank of America, N.A., MUFG Union Bank, N.A. and HSBC Bank USA, National Association. The Credit Agreement matures on June 30, 2020. The Credit Agreement replaces the credit agreement dated June 30, 2009, which expired on June 30, 2015. The Credit Agreement permits us and certain of our subsidiaries to borrow based on a percentage of eligible accounts receivable plus the sum of (a) the lesser of (i) a percentage of eligible inventory to be sold at wholesale and (ii) a percentage of net orderly liquidation value of eligible inventory to be sold at wholesale, plus (b) the lesser of (i) a percentage of the value of eligible inventory to be sold at retail and (ii) a percentage of net orderly liquidation value of eligible inventory to be sold at

retail, plus (c) the lesser of (i) a percentage of the value of eligible in-transit inventory and (ii) a percentage of the net orderly liquidation value of eligible in-transit inventory. Borrowings bear interest at our election based on (a) LIBOR or (b) the greater of (i) the Prime Rate, (ii) the Federal Funds Rate plus 0.5% and (iii) LIBOR for a 30-day period plus 1.0%, in each case, plus an applicable margin based on the average daily principal balance of revolving loans available under the Credit Agreement. We pay a monthly unused line of credit fee of 0.25%, payable on the first day of each month in arrears, which is based on the average daily principal balance of outstanding revolving loans and undrawn amounts of letters of credit outstanding during such month. The Credit Agreement further provides for a limit on the issuance of letters of credit to a maximum of \$100.0 million. The Credit Agreement contains customary affirmative and negative covenants for secured credit facilities of this type, including covenants that will limit the ability of the Company and its subsidiaries to, among other things, incur debt, grant liens, make certain acquisitions, dispose of assets, effect a change of control of the Company, make certain restricted payments including certain dividends and stock redemptions, make certain investments or loans, enter into certain transactions with affiliates and certain prohibited uses of proceeds. The Credit Agreement also requires compliance with a minimum fixed-charge coverage ratio if Availability drops below 10% of the Revolver Commitments (as such terms are defined in the Credit Agreement) until the date when no event of default has existed and Availability has been over 10% for 30 consecutive days. We paid closing and arrangement fees of \$1.1 million on this facility, which are being amortized to interest expense over the five-year life of the facility. As of June 30, 2018, there was \$0.1 million outstanding under this credit facility, which is classified as short-term borrowings in our condensed consolidated balance sheets. The remaining balance in short-term borrowings, as of June 30, 2018, is related to our international operations.

On April 30, 2010, HF Logistics-SKX,LLC (the "JV"), through HF Logistics-SKX T1, LLC, a Delaware limited liability company and a wholly-owned subsidiary of the JV ("HF-T1"), entered into a construction loan agreement with Bank of America, N.A. as administrative agent and as a lender, and Raymond James Bank, FSB, as a lender (collectively, the "Construction Loan Agreement"), pursuant to which the JV obtained a loan of up to \$55.0 million used for construction of the Project on the Property (the "Original Loan"). On November 16, 2012, HF-T1 executed a modification to the Construction Loan Agreement (the "Modification"), which added OneWest Bank, FSB as a lender, increased the borrowings under the Original Loan to \$80.0 million and extended the maturity date of the Original Loan to October 30, 2015. On August 11, 2015, the JV through HF-T1 entered into an amended and restated loan agreement with Bank of America, N.A., as administrative agent and as a lender, and CIT Bank, N.A. (formerly known as OneWest Bank, FSB) and Raymond James Bank, N.A., as lenders (collectively, the "Amended Loan Agreement"), which amends and restates in its entirety the Construction Loan Agreement and the Modification.

As of the date of the Amended Loan Agreement, the outstanding principal balance of the Original Loan was \$77.3 million. In connection with this refinancing of the Original Loan, the JV, the Company and HF agreed that we would make an additional capital contribution of \$38.7 million to the JV for the JV through HF-T1 to use to make a payment on the Original Loan. The payment equaled our 50% share of the outstanding principal balance of the Original Loan. Under the Amended Loan Agreement, the parties agreed that the lenders would loan \$70.0 million to HF-T1 (the "New Loan"). The New Loan was used by the JV through HF-T1 to (i) refinance all amounts owed on the Original Loan after taking into account the payment described above, (ii) pay \$0.9 million in accrued interest, loan fees and other closing costs associated with the New Loan and (iii) make a distribution of \$31.3 million less the amounts described in clause (ii) to HF. Pursuant to the Amended Loan Agreement, the interest rate on the New Loan is the LIBOR Daily Floating Rate (as defined in the Amended Loan Agreement) plus a margin of 2%. The maturity date of the New Loan is August 12, 2020, which HF-T1 has one option to extend by an additional 24 months, or until August 12, 2022, upon payment of a fee and satisfaction of certain customary conditions. On August 11, 2015, HF-T1 and Bank of America, N.A. entered into an ISDA Master Agreement (together with the schedule related thereto, the "Swap Agreement") to govern derivative and/or hedging transactions that HF-T1 concurrently entered into with Bank of America, N.A. Pursuant to the Swap Agreement, on August 14, 2015, HF-T1 entered into a confirmation of swap transactions (the "Interest Rate Swap") with Bank of America, N.A. The Interest Rate Swap has an effective date of August 12, 2015 and a maturity date of August 12, 2022, subject to early termination at the option of HF-T1, commencing on August 1, 2020. The Interest Rate Swap fixes the effective interest rate on the New Loan at 4.08% per annum. Pursuant to the terms of the JV, HF Logistics is responsible for the related interest expense on the New Loan, and any amounts related to the Swap Agreement. The full amount of interest expense related to the New Loan has been included in our condensed consolidated statements of equity within non-controlling interests. The Amended Loan Agreement and the Swap Agreement are subject to customary covenants and events of default. Bank of America, N.A. also acts as a lender and syndication agent under our credit agreement dated June 30, 2015. We had \$65.9 million outstanding under the Amended Loan Agreement, of which \$1.5 million and \$64.4 million is included in current installments of long-term borrowings and long-term borrowings, respectively, as of June 30, 2018.

As of June 30, 2018, outstanding short-term and long-term borrowings were \$83.2 million, of which \$66.3 million relates to loans for our domestic distribution center and the remaining balance relates to our international operations. Our long-term debt obligations contain both financial and non-financial covenants, including cross-default provisions. We were in compliance with all debt covenants under the Amended Loan Agreement and the Credit Agreement as of the date of this quarterly report.

We believe that anticipated cash flows from operations, available borrowings under our credit agreement, existing cash and investment balances and current financing arrangements will be sufficient to provide us with the liquidity necessary to fund our anticipated working capital and capital requirements at least through August 31, 2019. Our future capital requirements will depend on many factors, including, but not limited to, the global economy and the outlook for and pace of sustainable growth in our markets, the levels at which we maintain inventory, sale of excess

inventory at discounted prices, the market acceptance of our footwear, the success of our international operations, the levels of advertising and marketing required to promote our footwear, the extent to which we invest in new product design and improvements to our existing product design, any potential acquisitions of other brands or companies, and the number and timing of new store openings and the amount of share repurchases. To the extent that available funds are insufficient to fund our future activities, we may need to raise additional funds through public or private financing of debt or equity. We have been successful in the past in raising additional funds through financing activities; however, we cannot be assured that additional financing will be available to us or that, if available, it can be obtained on past terms which have been favorable to our stockholders and us. Failure to obtain such financing could delay or prevent our current business plans, which could adversely affect our business, financial condition and results of operations. In addition, if additional capital is raised through the sale of additional equity or convertible securities, dilution to our stockholders could occur.

OFF-BALANCE SHEET ARRANGEMENTS

We do not have any relationships with unconsolidated entities or financial partnerships, such as entities often referred to as structured finance or special purpose entities, established for the purpose of facilitating off-balance sheet arrangements or for other contractually narrow or limited purposes. As such, we are not exposed to any financing, liquidity, market or credit risk that could arise if we had engaged in such relationships.

CRITICAL ACCOUNTING POLICIES AND USE OF ESTIMATES

Management's Discussion and Analysis of Financial Condition and Results of Operations is based upon our condensed consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States ("U.S. GAAP"). The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, sales and expenses, and related disclosure of contingent assets and liabilities. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions. For a detailed discussion of our critical accounting policies, please refer to our annual report on Form 10-K for the year ended December 31, 2017 filed with the SEC on March 1, 2018. Our critical accounting policies and estimates did not change materially during the quarter ended June 30, 2018.

Effective January 1, 2018, we adopted Accounting Standards Codification 606 "Revenue from Contracts with Customers" ("ASC 606"). Refer to Note 1 – General in the accompanying Notes to our Condensed Consolidated Financial Statements.

Recent Accounting Pronouncements

Refer to the accompanying Notes to the Condensed Consolidated Financial Statements for recently adopted and recently issued accounting pronouncements.

QUARTERLY RESULTS AND SEASONALITY

While sales of footwear products have historically been seasonal in nature with the strongest domestic sales generally occurring in the second and third quarters, we believe that changes in our product offerings and growth in our international sales and retail sales segments have partially mitigated the effect of this seasonality.

We have experienced, and expect to continue to experience, variability in our net sales and operating results on a quarterly basis. Our domestic customers generally assume responsibility for scheduling pickup and delivery of purchased products. Any delay in scheduling or pickup which is beyond our control could materially negatively impact our net sales and results of operations for any given quarter. We believe the factors which influence this variability include (i) the timing of our introduction of new footwear products, (ii) the level of consumer acceptance of new and existing products, (iii) general economic and industry conditions that affect consumer spending and retail purchasing, (iv) the timing of the placement, cancellation or pickup of customer orders, (v) increases in the number of employees and overhead to support growth, (vi) the timing of expenditures in anticipation of increased sales and customer delivery requirements, (vii) the number and timing of our new retail store openings and (viii) actions by competitors. Because of these and other factors including those referenced or incorporated by reference in our annual report on Form 10-K for the year ended December 31, 2017 under the captions "Item 1A: Risk Factors" and "Item 7: Management's Discussion and Analysis of Financial Condition and Results of Operations," the operating results for any particular quarter are not necessarily indicative of the results for the full year.

INFLATION

We do not believe that the rates of inflation experienced in the United States over the last three years have had a significant effect on our sales or profitability. However, we cannot accurately predict the effect of inflation on future operating results. Although higher rates of inflation have been experienced in a number of foreign countries in which our products are manufactured, we do not believe that inflation has had a material effect on our sales or profitability. While we have been able to offset our foreign product cost increases by increasing prices or changing suppliers in the past, we cannot assure you that we will be able to continue to make such increases or changes in the future.

EXCHANGE RATES

Although we currently invoice most of our customers in U.S. dollars, changes in the value of the U.S. dollar versus the local currency in which our products are sold, along with economic and political conditions of such foreign countries, could adversely affect our business, financial condition and results of operations. Purchase prices for our products may be impacted by fluctuations in the exchange rate between the U.S. dollar and the local currencies of the contract manufacturers, which may have the effect of increasing our cost of goods in the future. In addition, the weakening of an international customer's local currency and banking market may negatively impact such customer's ability to meet their payment obligations to us. We regularly monitor the creditworthiness of our international customers and make credit decisions based on both prior sales experience with such customers and their current financial performance, as well as overall economic conditions. While we currently believe that our international customers have the ability to meet all of their obligations to us, there can be no assurance that they will continue to be able to meet such obligations. During 2017 and the first six months of 2018, exchange rate fluctuations did not have a material impact on our net sales or inventory costs. We do not engage in hedging activities with respect to such exchange rate risk.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Market risk is the potential loss arising from the adverse changes in market rates and prices, such as interest rates and foreign currency exchange rates. Changes in interest rates and changes in foreign currency exchange rates have and will have an impact on our results of operations.

Interest rate fluctuations. As of June 30, 2018, we have \$11.2 million and \$65.9 million of outstanding short-term and long-term borrowings, respectively, subject to changes in interest rates. A 200 basis point increase in interest rates would have increased interest expense by approximately \$0.2 million for the quarter ended June 30, 2018. We do not expect any changes in interest rates to have a material impact on our financial condition or results of operations or cash flows during the remainder of 2018. The interest rate charged on our domestic secured line of credit facility is based on the prime rate of interest and our domestic distribution center loan is based on the one month LIBOR. Changes in the prime rate of interest or the LIBOR interest rate will have an effect on the interest charged on outstanding balances.

We may enter into derivative financial instruments such as interest rate swaps in order to limit our interest rate risk on our long-term debt. We will not enter into derivative transactions for speculative purposes. We had one derivative instrument in place as of June 30, 2018 to hedge the cash flows on our \$65.9 million variable rate debt on our domestic distribution center. This instrument was a variable to fixed derivative with a notional amount of \$65.9 million at June 30, 2018. Our average receive rate was one month LIBOR and the average pay rate was 2.08%. The rate swap agreement utilized by us effectively modifies our exposure to interest rate risk by converting our floating-rate debt to a fixed rate basis over the life of the loan, thus reducing the impact of interest-rate changes on future interest payments.

Foreign exchange rate fluctuations. We face market risk to the extent that changes in foreign currency exchange rates affect our non-U.S. dollar functional currency foreign subsidiaries' revenues, expenses, assets and liabilities. In addition, changes in foreign exchange rates may affect the value of our inventory commitments. Also, inventory purchases of our products may be impacted by fluctuations in the exchange rates between the U.S. dollar and the local currencies of the contract manufacturers, which could have the effect of increasing the cost of goods sold in the future. We manage these risks by primarily denominating these purchases and commitments in U.S. dollars. We do not engage in hedging activities with respect to such exchange rate risks.

Assets and liabilities outside the United States are located in regions where we have subsidiaries or joint ventures: Asia, Central America, Europe, Middle East, North America, and South America. Our investments in foreign

subsidiaries and joint ventures with a functional currency other than the U.S. dollar are generally considered long-term. Accordingly, we do not hedge these net investments. The fluctuation of foreign currencies resulted in a cumulative foreign currency translation loss of \$10.6 million and \$4.7 million for the six months ended June 30, 2018 and June 30, 2017, respectively, that are deferred and recorded as a component of accumulated other comprehensive income in stockholders' equity. A 200 basis point reduction in each of these exchange rates at June 30, 2018 would have reduced the values of our net investments by approximately \$27.0 million.

ITEM 4. CONTROLS AND PROCEDURES

Attached as exhibits to this quarterly report on Form 10-Q are certifications of our Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"), which are required in accordance with Rule 13a-14 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). This Controls and Procedures section includes information concerning the controls and controls evaluation referred to in the certifications.

EVALUATION OF DISCLOSURE CONTROLS AND PROCEDURES

We have established “disclosure controls and procedures” that are designed to ensure that information required to be disclosed by a company in the reports that it files under the Exchange Act is recorded, processed, summarized and reported within required time periods and that such information is accumulated and communicated to the officers who certify our financial reports as well as other members of senior management to allow timely decisions regarding required disclosures. As of the end of the period covered by this quarterly report on Form 10-Q, we evaluated under the supervision and with the participation of our management, including our CEO and CFO, the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Rule 13a-15 of the Exchange Act. Based upon that evaluation, our CEO and CFO concluded that our disclosure controls and procedures are effective, at the reasonable assurance level, as of such time.

CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

There were no changes in our internal control over financial reporting during the three months ended June 30, 2018 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

INHERENT LIMITATIONS ON EFFECTIVENESS OF CONTROLS

Our management, including our CEO and CFO, does not expect that our disclosure controls or our internal control over financial reporting will prevent or detect all errors and all fraud. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control system’s objectives will be met. The design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Further, because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that misstatements attributable to error or fraud will not occur or that all control issues and instances of fraud, if any, within the Company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty and that breakdowns can occur because of simple error or mistake. Controls can also be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of the controls. The design of any system of controls is based in part on certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Assessments of any evaluation of controls’ effectiveness to future periods are subject to risks. Over time, controls may become inadequate because of changes in conditions or deterioration in the degree of compliance with policies or procedures. Because of the inherent limitations in a cost-effective control system, misstatements as a result of error or fraud may occur and not be detected.

PART II – OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

Converse, Inc. v. Skechers U.S.A., Inc. — On October 14, 2014, Converse filed an action against our company in the United States District Court for the Eastern District of New York, Brooklyn Division, Case 1:14-cv-05977-DLI-MDG, alleging trademark infringement, false designation of origin, unfair competition, trademark dilution and deceptive practices arising out of our alleged use of certain design elements on footwear. The complaint seeks, among other things, injunctive relief, profits, actual damages, enhanced damages, punitive damages, costs and attorneys’ fees. On October 14, 2014, Converse also filed a complaint naming 27 respondents including our company with the U.S. International Trade Commission (the “ITC” or “Commission”), Federal Register Doc. 2014 24890, alleging violations of federal law in the importation into and the sale within the United States of certain footwear. Converse has requested that the Commission issue a general exclusion order, or in the alternative a limited exclusion order, and cease and desist orders. On December 8, 2014, the District Court stayed the proceedings before it. On December 19, 2014,

Skechers responded to the ITC complaint, denying the material allegations and asserting affirmative defenses. A trial before an administrative law judge of the ITC was held in August 2015. On November 15, 2015, the ITC judge issued his interim decision finding that certain discontinued products (Daddy's Money and HyDee HyTops) infringed on Converse's intellectual property, but that other, still active product lines (Twinkle Toes and Bobs Utopia) did not. On February 3, 2016, the ITC decided that it would review in part certain matters that were decided by the ITC judge. On June 28, 2016, the full ITC issued a ruling affirming that Skechers Twinkle Toes and Bobs canvas shoes do not infringe Converse's Chuck Taylor Midsole Trademark and affirming that Converse's common law trademark was invalid. The full ITC also invalidated Converse's registered trademark. Converse appealed this decision to the United States Court of Appeals for the Federal Circuit. On January 27, 2017, Converse filed its appellate brief but did not contest the portion of the decision that held that Skechers Twinkle Toes and Bobs canvas shoes do not infringe. On June 26, 2017, we filed our responsive brief, on February 8, 2018 the court heard oral argument, and on June 7, 2018 the Court requested supplemental briefing on certain issues. While it is too early to predict the outcome of these legal proceedings or whether an adverse result in either or both of them would have a material adverse impact on our operations or financial position, we believe we have meritorious defenses and intend to defend these legal matters vigorously.

adidas America, Inc., et. al v. Skechers USA, Inc. — On September 14, 2015, adidas filed an action against our company in the United States District Court for the District of Oregon, Case No. 3:15-cv-1741, alleging that three Skechers shoe styles (Skechers Onix, Skechers Relaxed Fit Cross Court TR, and Skechers Relaxed Fit – Supernova Style) infringe adidas’ trademarks and/or trade dress rights. adidas asserts claims under federal and state law for trademark and trade dress infringement, unfair competition, trademark and trade dress dilution, unfair and deceptive trade practices, and breach of a settlement agreement entered into between the parties in 1995. adidas seeks injunctive relief, disgorgement of Skechers’ profits, damages (including treble, enhanced and punitive damages), and attorneys’ fees. On September 14, 2015, adidas filed a motion for preliminary injunction in which it sought to preliminarily restrain us from manufacturing, distributing, advertising, selling, or offering for sale any footwear (a) that is confusingly similar to adidas’ STAN SMITH Trade Dress, (b) bearing stripes in a manner that is confusingly similar to adidas’ Three-Stripe Mark, or (c) under adidas’ SUPERNOVA Mark. We opposed adidas’ motion. A hearing on adidas’ motion was held on December 15, 2015. On February 12, 2016, the Court issued a preliminary injunction prohibiting us from selling two styles from our vast footwear collection and from using the word “Supernova” in connection with a third style. We appealed the Court’s order granting the injunction to the United States Court of Appeals for the Ninth Circuit and, on May 10, 2018, that Court issued an opinion affirming in part, and reversing in part, the order granting the injunction. The case subsequently settled and the terms of the settlement are confidential. The settlement did not have a material adverse impact on our operations or financial position.

Nike, Inc. v. Skechers USA, Inc.— On January 4, 2016, Nike filed an action against our company in the United States District Court for the District of Oregon, Case No. 3:16-cv-0007, alleging that certain Skechers shoe designs (Men’s Burst, Women’s Burst, Women’s Flex Appeal, Men’s Flex Advantage, Girls’ Skech Appeal, and Boys’ Flex Advantage) infringe the claims of eight design patents. Nike seeks injunctive relief, disgorgement of Skechers’ profits, damages (including treble damages), pre-judgment and post-judgment interest, attorneys’ fees, and costs. In April and May, 2016, we filed petitions with the United States Patent and Trademark Office’s Patent Trial and Appeal Board (the “PTAB”) for inter partes review of all eight design patents, seeking to invalidate those patents. In September and November 2016, the Patent Trial and Appeal Board denied each of our petitions. On January 6, 2017, we filed several additional petitions for inter partes review with the PTAB, seeking to invalidate seven of the eight designs patents that Nike is asserting. In July 2017, we were notified that the PTAB granted our petitions and instituted inter partes review proceedings with respect to two of the seven design patents but denied our petitions as to the others. In June 2017, we filed a motion to transfer venue from the District of Oregon to the Central District of California based on a recent United States Supreme Court decision and the motion was granted in late 2017. On June 28, 2018, the PTAB issued final decisions in the two inter partes review proceedings, rejecting the invalidity challenges made by our company in those proceedings. On June 4, 2018, the Court, over Nike’s opposition, granted our request for a claim construction hearing. A claim construction hearing is now set for August 28, 2018. While it is too early to predict the outcome of the case or whether an adverse result would have a material adverse impact on our operations or financial position, we believe we have meritorious defenses and intend to defend this legal matter vigorously.

adidas America, Inc. and adidas AG v. Skechers USA, Inc.— On July 11, 2016, adidas filed an action against our company in the United States District Court for the District of Oregon, Case No. 3:16-cv-01400-AC, alleging that certain of our children’s styles (Boys’ Mega Blade 2.0 and 2.5) infringe two of adidas’ patents. The complaint seeks, among other things, injunctive relief and damages (including treble damages). On July 28, 2016, adidas filed a motion for a preliminary injunction, asking the Court to preliminarily restrain Skechers from importing, manufacturing, distributing, advertising, selling, or offering for sale any of the accused styles. In related activity, on April 26, 2017, the United States Patent and Trial Appeal Board (the “PTAB”) granted two petitions by Skechers and instituted inter partes review proceedings as to certain claims under the two patents at issue in this litigation, finding that Skechers had “establishe[d] a reasonable likelihood that [it] will prevail in showing the unpatentability of at least one of the claims” in each patent. The PTAB subsequently denied two other inter partes review petitions filed by Skechers with respect to the same two adidas patents, and then granted a third petition for additional claims in one of the same patents on August 15, 2017. On June 12, 2017, the Court denied adidas’ motion for a preliminary injunction

and stayed the lawsuit pending the outcome of the three PTAB proceedings. On July 10, 2017, adidas filed a notice of appeal of the Court's denial of its motion for preliminary injunction, but subsequently abandoned that appeal. On April 25, 2018, PTAB issued final decisions in the first two inter partes review proceedings, rejecting the invalidity challenges made by our company in those proceedings. Prior to PTAB issuing its decision in the third inter partes review proceeding, the case settled and the terms of the settlement are confidential. The settlement did not have a material adverse impact on our operations or financial position.

Steamfitters Local 449 Pension Plan v. Skechers USA, Inc., Robert Greenberg and David Weinberg. – On October 20, 2017, the Steamfitters Local 449 Pension Plan filed a securities class action, on behalf of itself and purportedly on behalf of other shareholders who purchased Skechers stock in a five-month period in 2015, against our company and certain of its officers in the United States District Court for the Southern District of New York, case number 1:17-cv-08107. On April 4, 2018, the plaintiffs filed an amended and consolidated complaint and plaintiffs are currently asking us to stipulate to filing a second amended and consolidated complaint. The lawsuit alleges that, between April 23 and October 22, 2015, we made materially false statements or omissions of material fact about the anticipated performance of our Domestic Wholesale segment and asserts claims for unspecified damages, attorneys' fees and equitable relief based on two counts for alleged violations of federal securities laws. Given the early stage of this proceeding and the limited information available, we cannot predict the outcome of this legal proceeding or whether an adverse result in this case would have a material adverse impact on our operations or financial position. We believe we have meritorious defenses and intend to defend this matter vigorously.

Monique Cadle v. Skechers U.S.A., Inc., Robert Greenberg and David Weinberg. – On October 27, 2017, Monique Cadle filed a securities class action, on behalf of herself and purportedly on behalf of other shareholders who purchased Skechers stock in a five month period in 2015, against our company and certain of its officers in the United States District Court for the Southern District of New York, case number 1:17-cv-08305. The lawsuit alleges that, between April 23 and October 22, 2015, we made materially false statements or omissions of material fact about the anticipated performance of our Domestic Wholesale segment and asserts claims for unspecified damages, attorneys' fees and equitable relief based on two counts for alleged violations of federal securities laws. Given the early stage of this proceeding and the limited information available, we cannot predict the outcome of this legal proceeding or whether an adverse result in this case would have a material adverse impact on our operations or financial position. We believe we have meritorious defenses and intend to defend this matter vigorously. This suit is now consolidated with Steamfitters Local 449 Pension Plan v. Skechers USA, Inc., Robert Greenberg and David Weinberg, described above, and will be dropped as a separate entry from the Company's next period filing with the SEC.

Yolanda Zuniga v. Team One Employment Specialists, LLC, Skechers USA, Inc., Dolores Carte et al. – On December 20, 2017, our company was named as a defendant in an action filed by a former employee named Yolanda Zuniga in the Superior Court of California, County of Riverside, Case No. RIC 1723878, alleging discrimination, harassment, retaliation, violation of the Family Medical Leave Act/California Family Rights Act, breach of contract and wrongful termination, among other causes of action, and seeking compensatory damages, punitive and exemplary damages, and attorneys' fees. This case was stayed pending the outcome of an arbitration between the parties involving identical claims. Skechers believes it has meritorious defenses, vehemently denies the allegations and intends to defend this case vigorously. Notwithstanding, it is too early to predict the outcome of this legal proceeding or whether an adverse result in this case would have a material adverse impact on our operations or financial position.

In addition to the matters included in its reserve for loss contingencies, we occasionally become involved in litigation arising from the normal course of business, and we are unable to determine the extent of any liability that may arise from any such unanticipated future litigation. We have no reason to believe that there is a reasonable possibility or a probability that we may incur a material loss, or a material loss in excess of a recorded accrual, with respect to any other such loss contingencies. However, the outcome of litigation is inherently uncertain and assessments and decisions on defense and settlement can change significantly in a short period of time. Therefore, although we consider the likelihood of such an outcome to be remote with respect to those matters for which we have not reserved an amount for loss contingencies, if one or more of these legal matters were resolved against our company in the same reporting period for amounts in excess of our expectations, our consolidated financial statements of a particular reporting period could be materially adversely affected.

ITEM 1A. RISK FACTORS

The information presented below updates the risk factors disclosed in our annual report on Form 10-K for the year ended December 31, 2017 and should be read in conjunction with the risk factors and other information disclosed in our 2017 annual report on Form 10 K that could have a material effect on our business, financial condition and results of operations.

Possible New Tariffs That Might Be Imposed By The United States Government Could Have A Material Adverse Effect On Our Results Of Operations.

Recently, the United States government announced tariffs on certain steel and aluminum products imported into the United States, which has resulted in reciprocal tariffs from the European Union on goods imported from the United States. The United States government has also triggered \$34 billion in tariffs on goods imported from China in connection with China's intellectual property practices, with an additional \$16 billion under public hearing, and has

announced beginning the process for an additional \$200 billion in tariffs on goods imported from China, which may include footwear, apparel and other items imported by us from China. China has already imposed tariffs on a wide range of American products in retaliation for new tariffs on steel and aluminum. Additional tariffs could be imposed by China in response to the proposal to increase tariffs on products imported from China. The majority of our products that we sell in the United States are manufactured in China. There is also a concern that the imposition of additional tariffs by the United States could result in the adoption of additional tariffs by other countries as well. Any resulting escalation of trade tensions could have a significant, adverse effect on world trade and the world economy. While it is too early to predict whether or how the recently enacted tariffs will impact our business, the imposition of tariffs on footwear, apparel or other items imported by us from China could require us to increase prices to our customers or, if unable to do so, result in lowering our gross margin on products sold. Tariffs on footwear imported from China could have a material adverse effect on our business and results of operations.

We Depend Upon A Relatively Small Group Of Customers For A Large Portion Of Our Sales.

During the six months ended June 30, 2018 and 2017, our net sales to our five largest customers accounted for approximately 10.5% and 13.4% of total net sales, respectively. No customer accounted for more than 10.0% of outstanding accounts receivable balance at June 30, 2018 or December 31, 2017. Although we have long-term relationships with many of our customers, our customers do not have a contractual obligation to purchase our products and we cannot be certain that we will be able to retain our existing major customers. Furthermore, the retail industry regularly experiences consolidation, contractions and closings which may result in our loss of customers or our inability to collect accounts receivable of major customers. If we lose a major customer, experience a significant decrease in sales to a major customer or are unable to collect the accounts receivable of a major customer, our business could be harmed.

We Rely On Independent Contract Manufacturers And, As A Result, Are Exposed To Potential Disruptions In Product Supply.

Our footwear products are currently manufactured by independent contract manufacturers. During the six months ended June 30, 2018 and 2017, the top five manufacturers of our manufactured products produced approximately 43.2% and 51.7% of our total purchases, respectively. One manufacturer accounted for 12.1% of total purchases for the six months ended June 30, 2018 and the same manufacturer accounted for 21.1% of total purchases for the same period in 2017. We do not have long-term contracts with manufacturers and we compete with other footwear companies for production facilities. We could experience difficulties with these manufacturers, including reductions in the availability of production capacity, failure to meet our quality control standards, failure to meet production deadlines or increased manufacturing costs. This could result in our customers canceling orders, refusing to accept deliveries or demanding reductions in purchase prices, any of which could have a negative impact on our cash flow and harm our business.

If our current manufacturers cease doing business with us, we could experience an interruption in the manufacture of our products. Although we believe that we could find alternative manufacturers, we may be unable to establish relationships with alternative manufacturers that will be as favorable as the relationships we have now. For example, new manufacturers may have higher prices, less favorable payment terms, lower manufacturing capacity, lower quality standards or higher lead times for delivery. If we are unable to provide products consistent with our standards or the manufacture of our footwear is delayed or becomes more expensive, our business would be harmed.

One Principal Stockholder Is Able To Substantially Control All Matters Requiring Approval By Our Stockholders And Another Stockholder Is Able To Exert Significant Influence Over All Matters Requiring A Vote Of Our Stockholders, And Their Interests May Differ From The Interests Of Our Other Stockholders.

As of June 30, 2018, our Chairman of the Board and Chief Executive Officer, Robert Greenberg, beneficially owned 76.4% of our outstanding Class B common shares, members of Mr. Greenberg's immediate family beneficially owned an additional 14.0% of our outstanding Class B common shares, and Gil Schwartzberg, trustee of several trusts formed by Mr. Greenberg and his wife for estate planning purposes, beneficially owned 30.3% of our outstanding Class B common shares. The holders of Class A common shares and Class B common shares have identical rights except that holders of Class A common shares are entitled to one vote per share while holders of Class B common shares are entitled to ten votes per share on all matters submitted to a vote of our stockholders. As a result, as of June 30, 2018, Mr. Greenberg beneficially owned 35.4% of the aggregate number of votes eligible to be cast by our stockholders, and together with shares beneficially owned by other members of his immediate family, Mr. Greenberg and his immediate family beneficially owned 45.9% of the aggregate number of votes eligible to be cast by our stockholders, and Mr. Schwartzberg beneficially owned 19.5% of the aggregate number of votes eligible to be cast by our stockholders. Therefore, Messrs. Greenberg and Schwartzberg are each able to exert significant influence over, all

matters requiring approval by our stockholders. Matters that require the approval of our stockholders include the election of directors and the approval of mergers or other business combination transactions. Mr. Greenberg also has significant influence over our management and operations. As a result of such influence, certain transactions are not likely without the approval of Messrs. Greenberg and Schwartzberg, including proxy contests, tender offers, open market purchase programs or other transactions that can give our stockholders the opportunity to realize a premium over the then-prevailing market prices for their shares of our Class A common shares. Because Messrs. Greenberg's and Schwartzberg's interests may differ from the interests of the other stockholders, their ability to substantially control or significantly influence, respectively, actions requiring stockholder approval, may result in our company taking action that is not in the interests of all stockholders. The differential in the voting rights may also adversely affect the value of our Class A common shares to the extent that investors or any potential future purchaser view the superior voting rights of our Class B common shares to have value.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

Issuer Purchases of Equity Securities

The table below summarizes the number of shares of our Class A Common Stock that were repurchased during the three months ended June 30, 2018.

Month Ended	Total Number of Shares Purchased (1) (2)	Average Price Paid Per Share	Total Number of Shares Purchased from Certain Employees (1)	Total Number of Shares Purchased under the Stock Repurchase Program (2)	Maximum Dollar Value of Shares that May Be Purchased under the Program
April 30, 2018	60,000	\$ 29.16	—	60,000	\$ 145,250,000
May 31, 2018	353,801	29.20	86,308	267,493	137,350,000
June 30, 2018	184,106	29.24	1,018	183,088	132,000,000
Total	597,907	\$ 29.21	87,326	510,581	\$ 132,000,000

(1) The Company repurchased 87,326 shares from certain employees to facilitate income tax withholding payments pertaining to stock-based compensation awards that vested during the three months ended June 30, 2018. Such shares were not repurchased pursuant to a publicly announced plan or program.

(2) As announced on February 6, 2018, the Board of Directors of the Company has approved a stock repurchase program, authorizing the repurchase of up to an aggregate of \$150.0 million of the Company's Class A common stock. The program allows the Company to repurchase shares of Class A common stock from time to time for cash in the open market or privately negotiated transactions or other transactions, as market and business conditions warrant and subject to applicable legal requirements. The stock repurchase program does not obligate the Company to repurchase any particular amount of common stock, and it could be modified, suspended or discontinued at any time.

ITEM 6. EXHIBITS

Exhibit

Number Description

- 31.1 Certification of the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 31.2 Certification of the Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
- 32.1* Certification of the Chief Executive Officer and the Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101.INS XBRL Instance Document.
- 101.SCH XBRL Taxonomy Extension Schema Document.
- 101.CAL XBRL Taxonomy Extension Calculation Linkbase Document.
- 101.DEF XBRL Taxonomy Extension Definition Linkbase Document.
- 101.LAB Taxonomy Extension Label Linkbase Document.
- 101.PRE XBRL Taxonomy Extension Presentation Linkbase Document.

*In accordance with Item 601(b)(32)(ii) of Regulation S-K, this exhibit shall not be deemed “filed” for the purposes of Section 18 of the Exchange Act or otherwise subject to the liability of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: August 3, 2018 SKECHERS U.S.A., INC.

By: /s/ John Vandemore
John Vandemore
Chief Financial Officer