

STEVE MADDEN



Safe Harbor Agreement

Except for the historical information contained herein, this presentation contains forward-looking statements that involve known and unknown risks, uncertainties and other unknown factors that could cause the actual results of the Company to be materially different from the historical results or from any future results expressed or implied by such forward-looking statements.

Investment Highlights

- ❖ Steve Madden a premier fashion footwear brand
- ❖ Diversified business model mitigates risk
- ❖ Multiple growth opportunities across categories, channels and geographies
- ❖ Proven track record with consistent financial performance
- ❖ Strong balance sheet creates opportunities for value creation

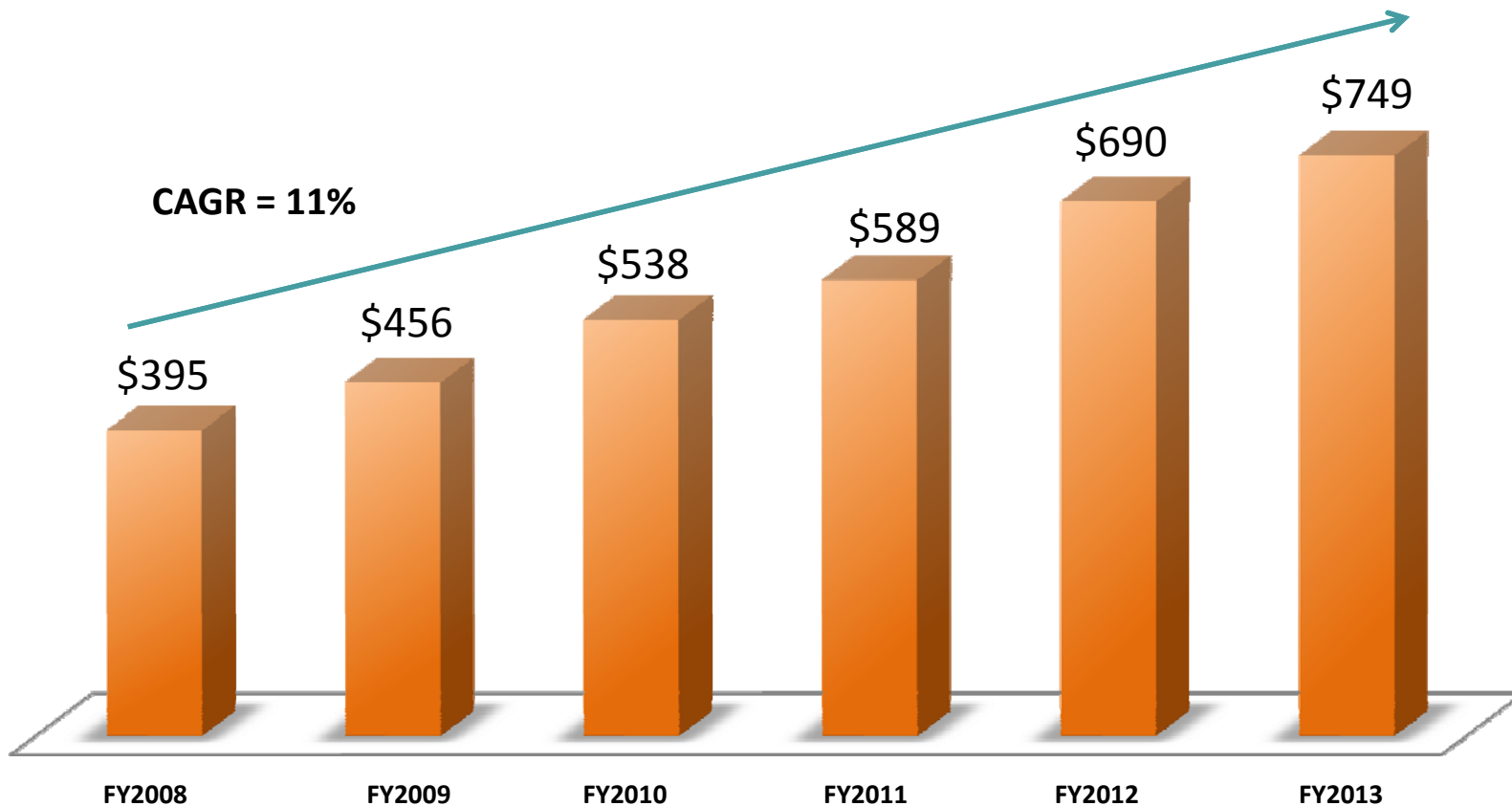




**BRANDS AND
CHANNELS**

Steve Madden Brand Net Sales

(Dollars in Millions)



Note: Includes Steve Madden and all related brands (e.g. Madden Girl, Steven, etc.)

Steve Madden Market Share

Better & Juniors

Rank	Brand	% Total
1.	Skechers	12.1%
2.	Steve Madden	8.3%
3.	Nine West	5.4%
4.	Vince Camuto	4.4%
5.	AK Anne Klein	4.0%
6.	Madden Girl	3.5%
7.	Franco Santo	3.1%
8.	Jessica Simpson	2.9%
9.	Enzo Angiolini	2.5%
10.	Rampage	2.3%

The NPD Group Retail Data – Top Women’s Brands in Fashion Footwear Category – Better and Juniors (All POS Channels) – 12 months ended October 2013

Total Women’s

Rank	Brand	% Total
1.	Clarks England	3.0%
2.	Skechers	2.7%
3.	Steve Madden	2.3%
4.	UGG	2.2%
5.	Nike	2.2%
6.	Sperry Top-Sider	1.7%
7.	Nine West	1.7%
8.	Toms	1.4%
9.	Naturalizer	1.3%
10.	Easy Spirit	1.1%

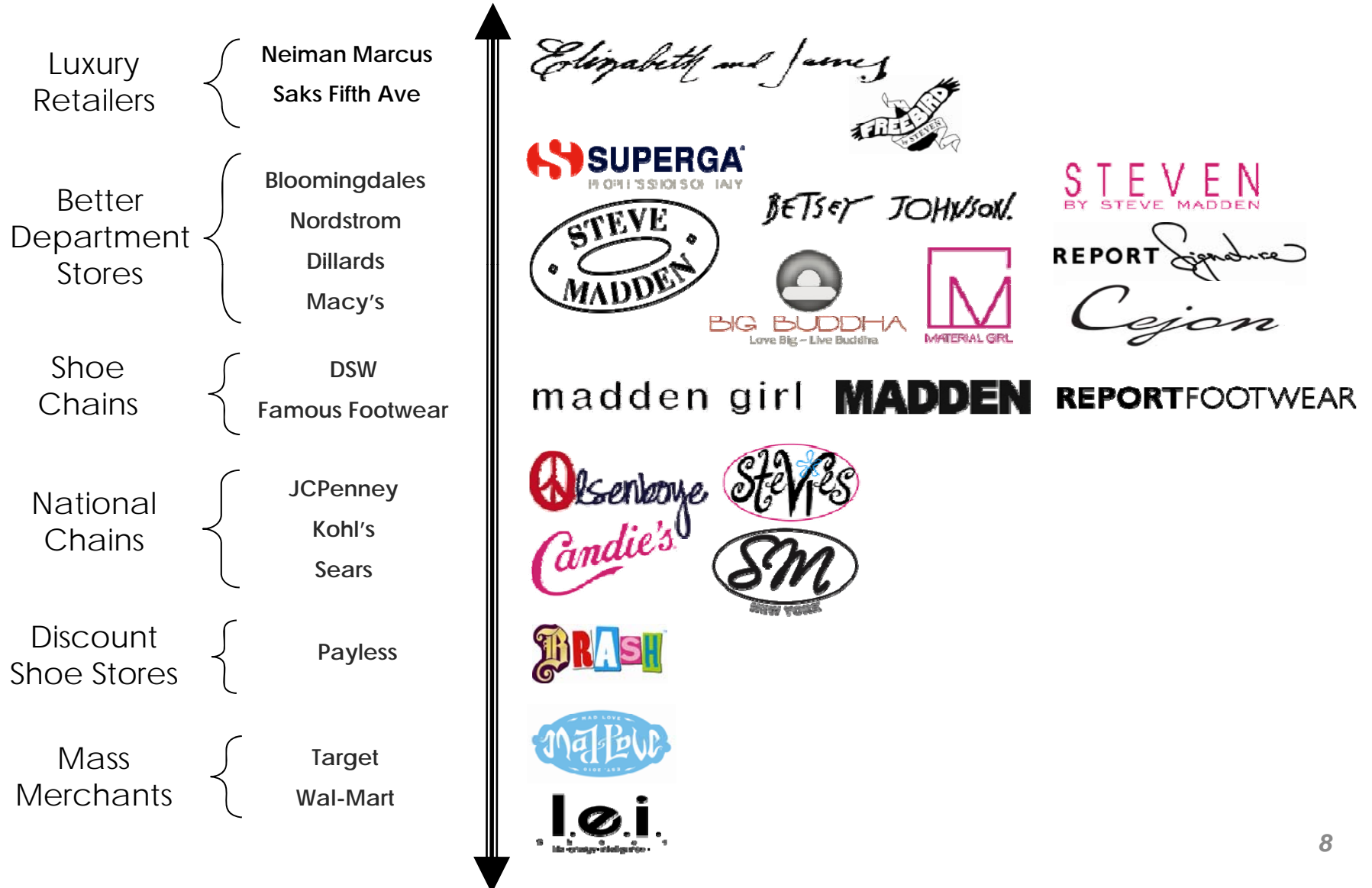
The NPD Group Fashion Footwear Consumer Tracking – Top Women’s Brands and Retailers – 12 months ended October 2013

Steve Madden Mind Share

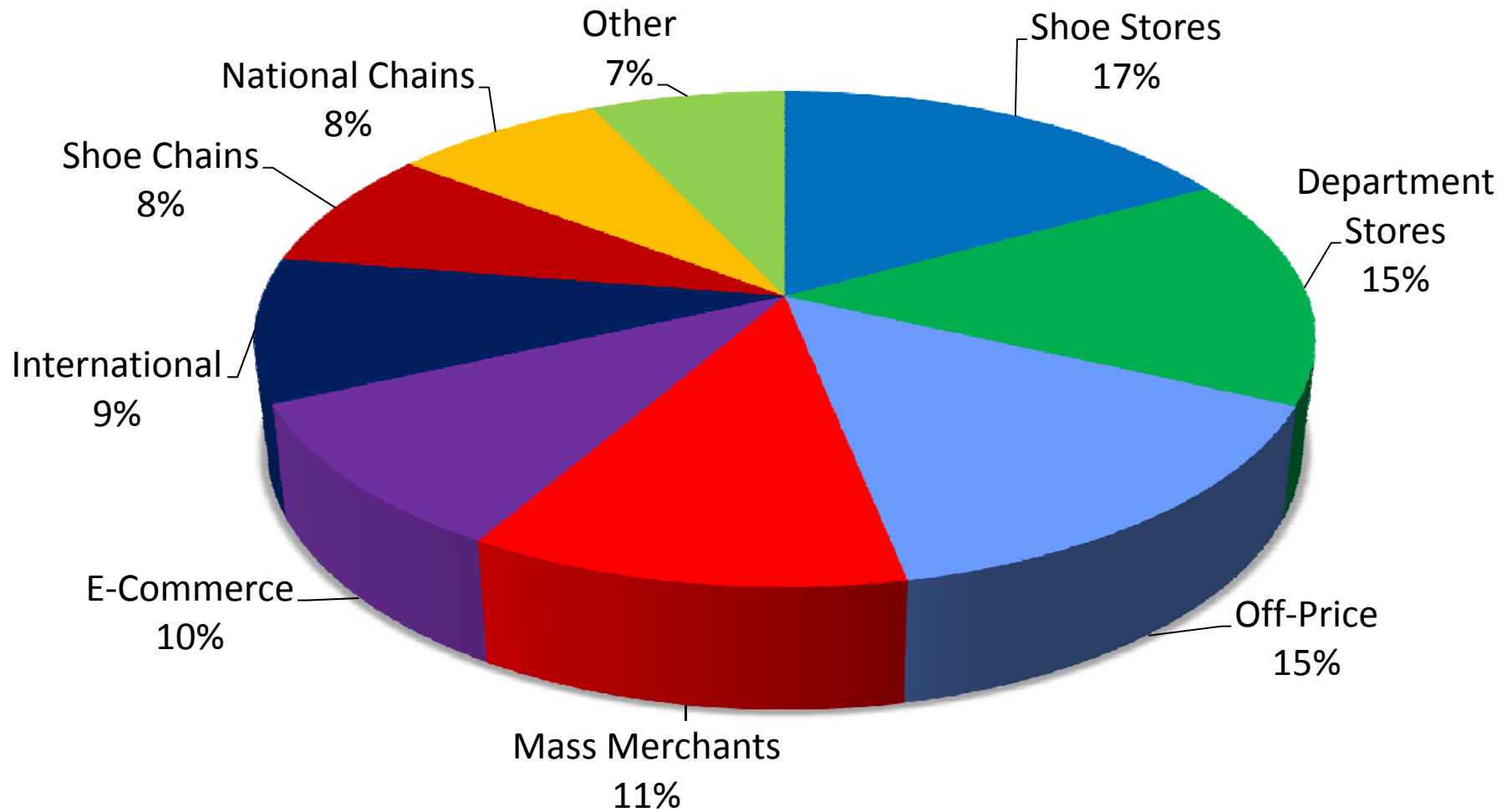
Piper Jaffray Fall 2013 Survey of
Upper-Income Teen Girls:
Favorite Footwear Brands

Rank	Brand	% Total
1.	Nike	14%
2.	Vans	13%
3.	Steve Madden	12%
4.	Converse	7%
5.	DSW	6%
6.	UGG Australia	5%
7.	Sperry Top-Sider	5%
8.	Nordstrom	4%
9.	Aldo	3%
10	TOMS	2%

Diversified Brand Portfolio



Net Sales by Channel

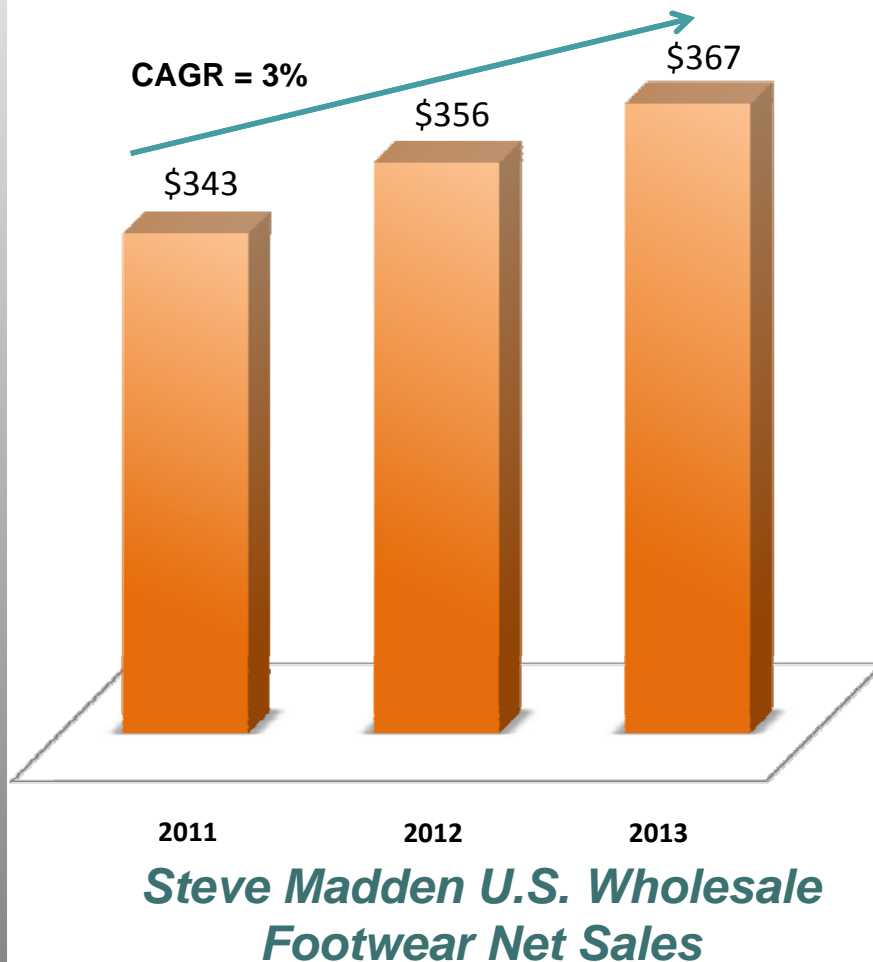




**GROWTH
OPPORTUNITIES**

Steve Madden U.S. Wholesale Footwear Business

(Dollars in Millions)



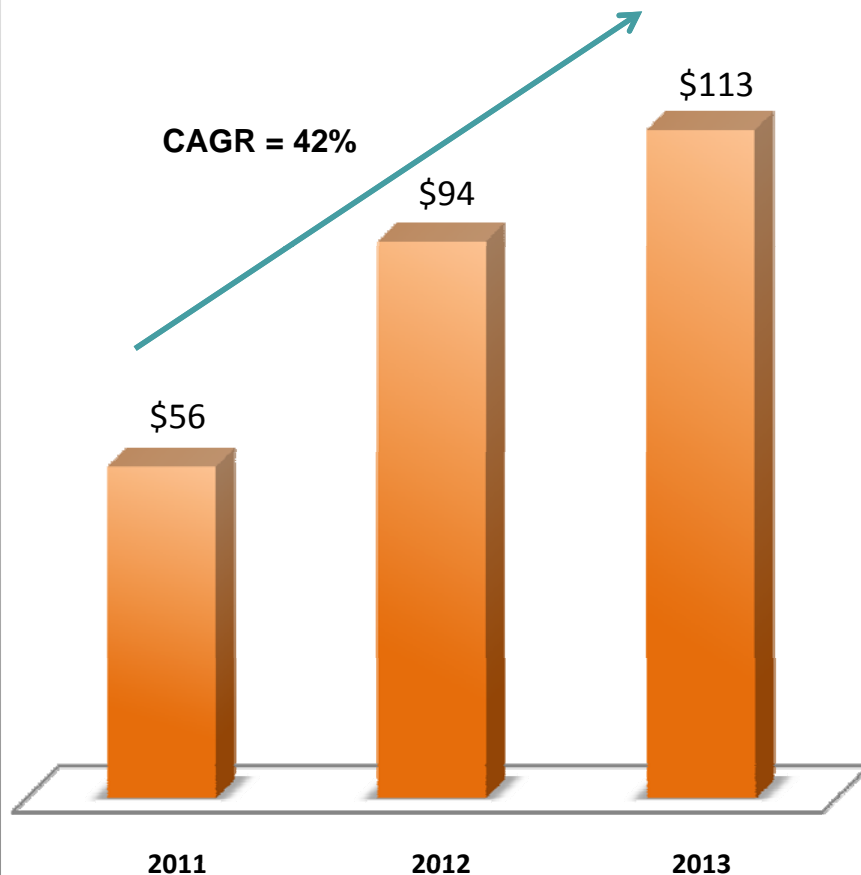
Key opportunities in 2014:

- ❖ Men's (up 15% in 2H 2013)
- ❖ Madden Girl (up 9% in 2H 2013)

Note: Includes Steve Madden and all related brands (e.g. Madden Girl, Steven, etc.)

International

(Dollars in Millions)



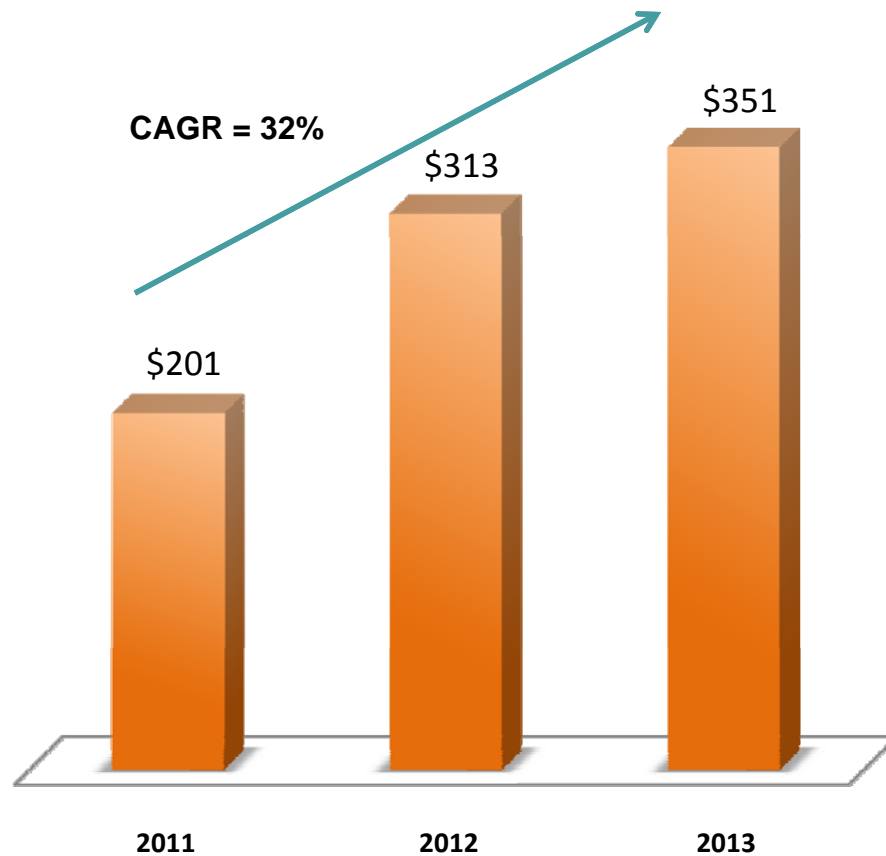
International Net Sales

Key opportunities in 2014:

- ❖ Strong momentum in Asia, UAE and Mexico
- ❖ In 2014, expect to add:
 - ❖ 50-55 free-standing stores (182 existing)
 - ❖ 15-20 concessions (138 existing)

Private Label

(Dollars in Millions)



Private Label Net Sales

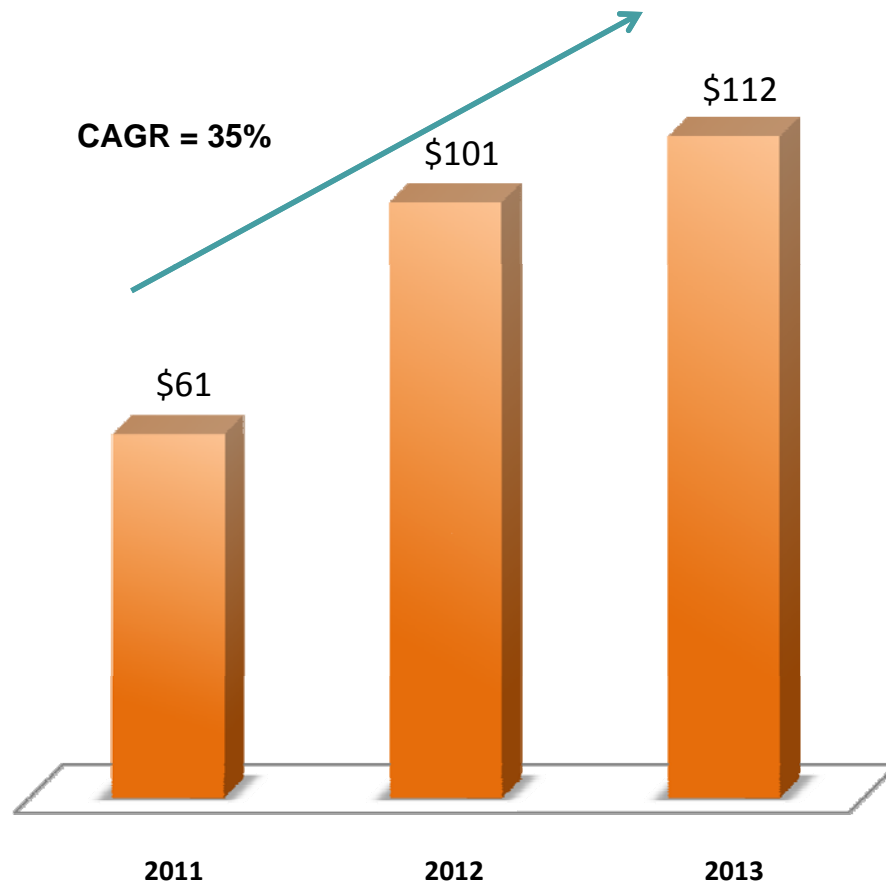
Key opportunities in 2014:



FOREVER 21

Handbags

(Dollars in Millions)



Total Handbags Net Sales

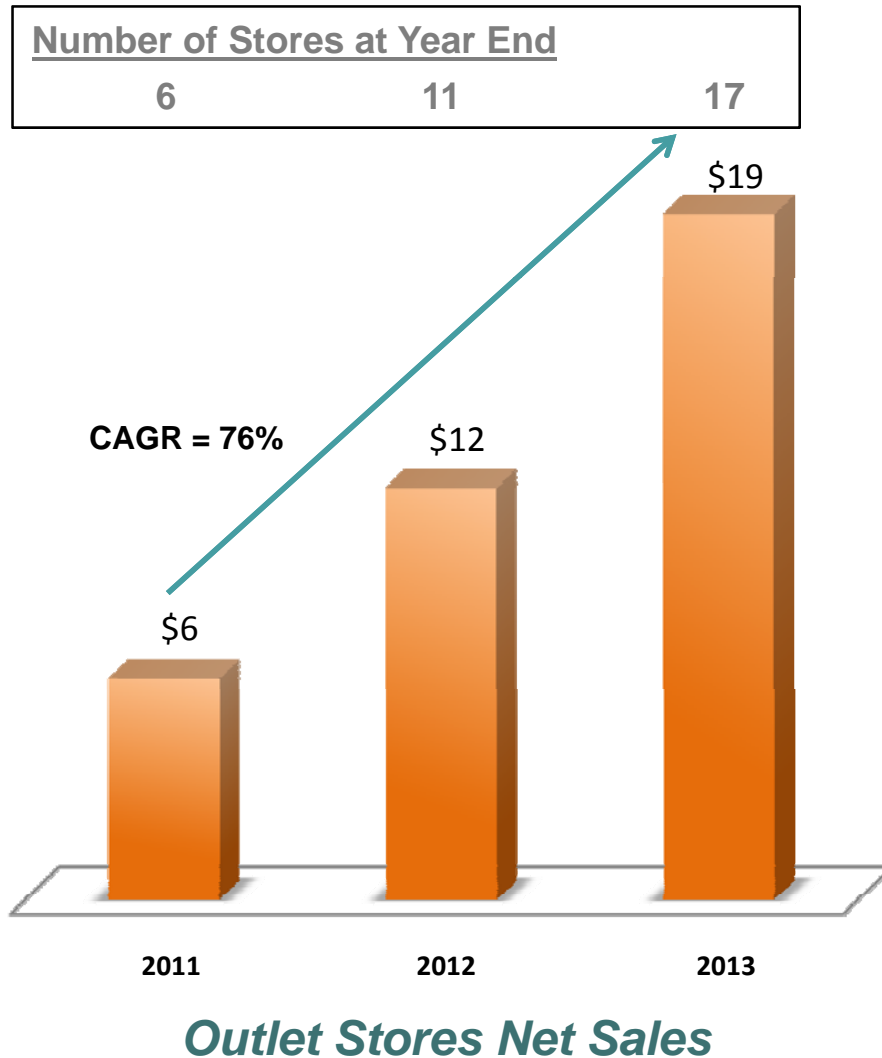
Key opportunities in 2014:

- ❖ Continue momentum in Steve Madden and Betsey Johnson handbags
- ❖ Rollout of Madden Girl handbags

Note: Figures exclude private label and international

Outlet Stores

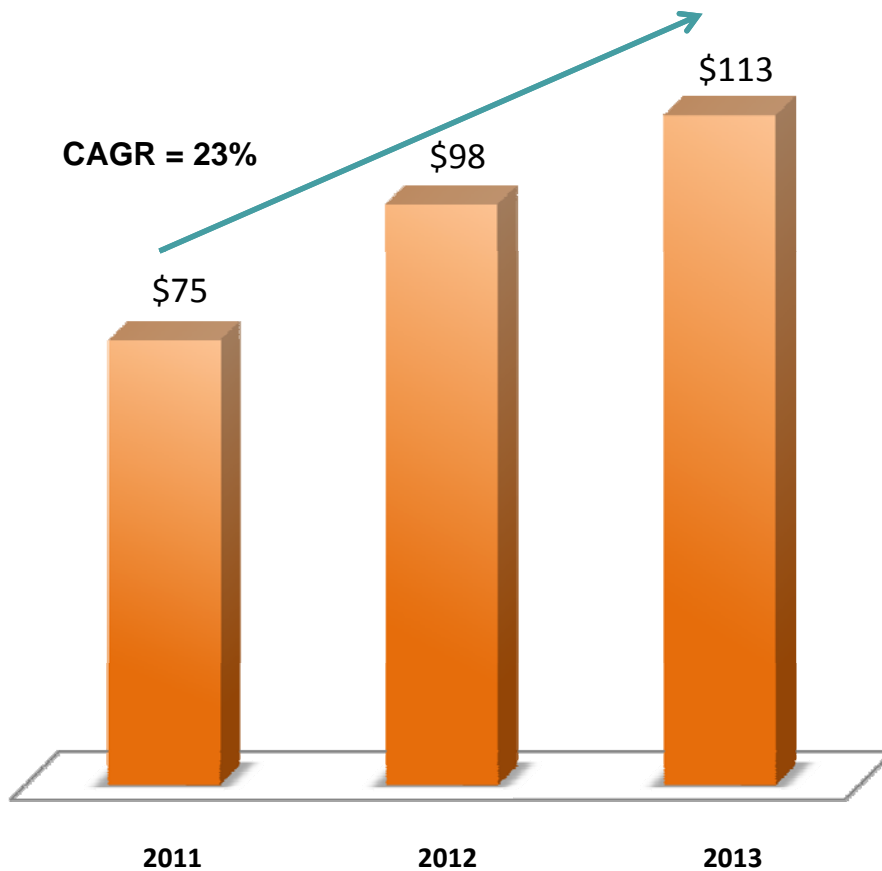
(Dollars in Millions)



- ❖ Expect to open 10-12 stores in 2014
- ❖ Targeting 50-60 stores by 2016

New Brands

(Dollars in Millions)



***Net Sales of Current Brands
Introduced / Added Since 2010***

Key opportunities in 2014:

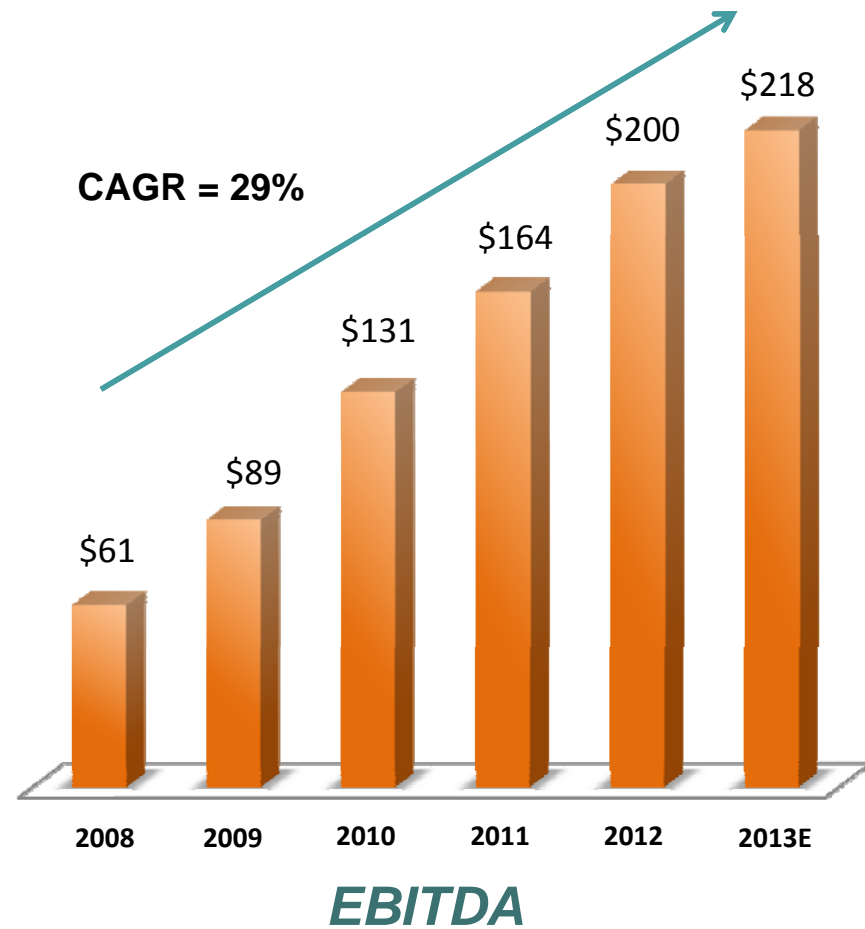
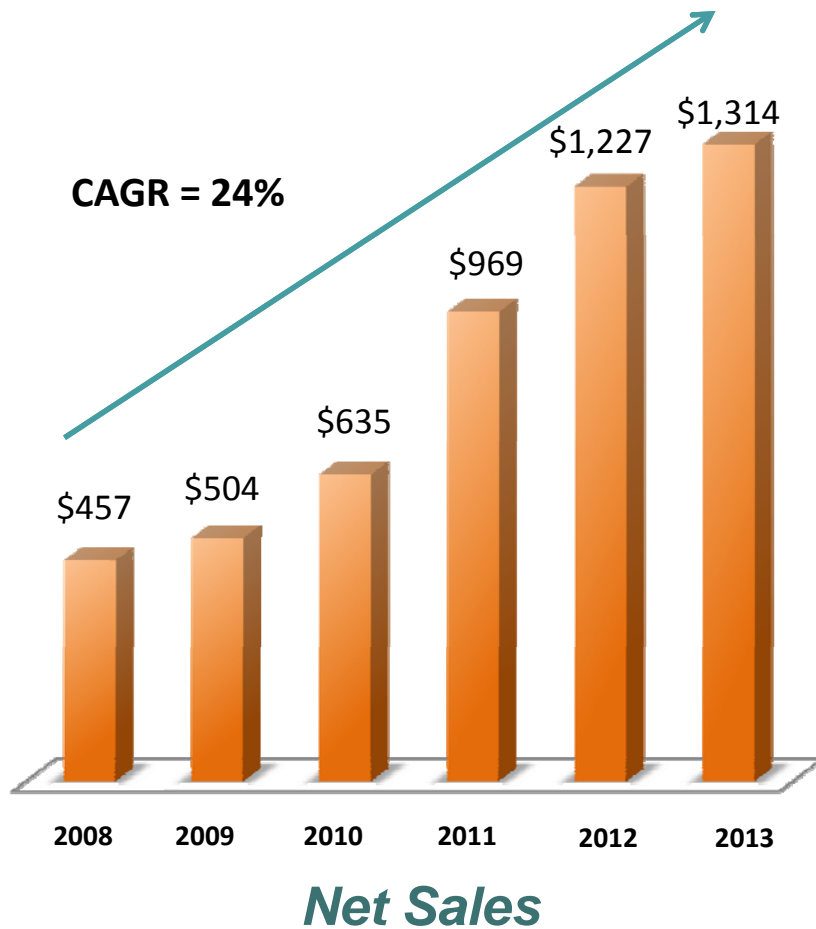


Financial Performance



Financial Performance

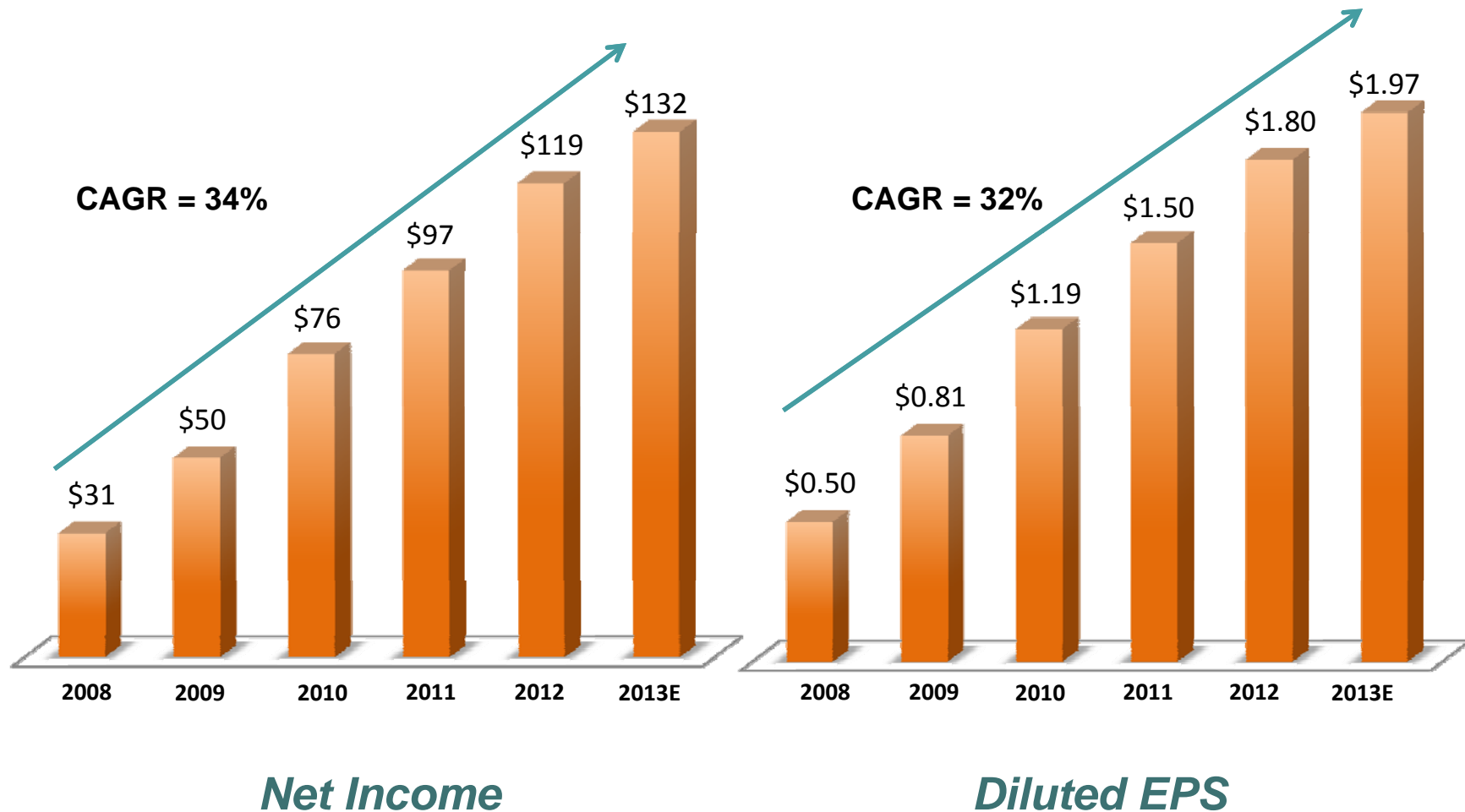
(Dollars in Millions)



Note: All figures exclude non-recurring items.

Financial Performance

(Dollars in Millions, Except Per Share Amounts)



Note: All figures exclude non-recurring items.

Balance Sheet and Cash Flow Highlights

(Dollars in Millions)

❖ Cash, Equivalents and Marketable Securities	\$235
❖ Total Debt	\$0
❖ Inventory Turn (LTM)	10.3 x
❖ Repurchases of Common Stock in 2013	\$102 (3 mm shares)

(Balance Sheet Data as of September 30, 2013)

STEVE MADDEN

