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## Deckers Outdoor Corp. Q3 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions) Our first question is from Mitch Kummetz of Robert W. Baird. Please proceed with your question.

#### Mitch Kummetz - Robert W. Baird

Angel, could you just generate comments on retailers under inventory in UGG right now. Are they chasing and to what extent can you accommodate them in the chase? Do you have much open stock inventory or any reliability at this point to chase production on your end in order to may be get the more product before year-end?

#### Angel Martinez

I was having a conversation with someone earlier and had to remind them that Q3 ended on September 30. The time since September 30, our indications are that there has been some pretty significant activity of retail which has perhaps also curved little bit. So we're seeing a lot of excitement of our products. We are in position to chase pretty aggressively and we will obviously do everything we possibly can. I suspect that there are quite of few retailers who perhaps a little earlier in the year cancelled some orders if they wish to have cancelled and those products are sold. We are scrambling as well and I'm feeling pretty bullish about it.

#### Mitch Kummetz - Robert W. Baird

You made a couple of comments in your remarks. One, I think you said spring UGG to several countries next year, could you elaborate on that?

#### Angel Martinez

Greece, for example, those are smaller countries where the brand really is just kicking off. There are some countries for example, Germany which had been evolving the product line over the last several seasons and that's a fairly new distributor and as these distributors build their models, they built it on core products. So they have been very delicate in how much of the line they could afford to bring in. So across the board, we've had great response to spring line and we are going to begin to see the impact of the expanded product line across most of the international markets.

#### Mitch Kummetz - Robert W. Baird

You made some favorable comments about the reception to spring across Teva and Simple, I mean, are you prepared to say whether or not your spring orders are up in those brands compared to last year?

**Angel Martinez**

We really don't talk about that, but I will say that if we've had some very strong reception to the knits, the Cardy, the Argyle, the [stripe] knit on the UGG side. The Bailey Button has been in colors for spring and has been very strong. We have got a sneaker collection for women in the UGG brand that's been very well received. On the Teva side, various clothes, footwear now for spring that we didn't have in previous seasons. We've also got a couple of new ideas, apart sleeve and the sandal world and BIO-D is something that we got a great response to in and pretty excited about that coming in the Spring.

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