



GIII

Media Kit 2023

A global leader in fashion

“ We unlock the value of our
30+ globally recognized and
emerging brands through our
team’s agility and innovation. ”

— Morris Goldfarb,
Chairman and CEO

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Who we are

We are global experts in design, sourcing, manufacturing, distribution, and marketing, bringing excitement and confidence to customers through the fashion we create.

\$3.23B Fiscal 2023
Global Revenue

\$2.85 Fiscal 2023
Non-GAAP EPS

30+ Brands across a
range of categories

1,200+ Retail partners
globally

244 Retail stores
operating globally

10 Retail websites
(DKNY, DK, KL, KLP, VBQ, Bass, Bass Outdoor,
Wilsons, Andrew Marc, Sonia Rykiel)

8 Countries with our
corporate offices

40+ Worldwide sourcing and
manufacturing partners

1956 Year
established

3,600 Fulltime Employees
& 1,100 part-time

70% Female employees
and 47% POC

1989 Public Company
Listing

Purpose

Bring excitement to fashion by unlocking the potential of our brands

Strategic Priorities

To deliver long-term profitability:

- Drive our power brands across categories
- Further expand our portfolio through ownership of brands and their licensing opportunities
- Extend our reach by developing our European based brand portfolio
- Maximize omni-channel opportunities by leveraging data
- Continue to scale our private label business

Foundation for Success

That powers our priorities:

- High-performing, forward-thinking team and experienced senior leadership
- Merchant expertise in product development
- Dominance across a broad range of product categories
- Significantly developed sourcing and supply chain infrastructure
- Diversified distribution network to reach customers

Values

Our world-class team is:

- Passionate about our product
- Proud of our partnerships
- Accountable for our results
- Entrepreneurial in our thinking
- Agile in our execution

Leadership

Our highly experienced leadership team is composed of dynamic and strategic executives with a clear vision for the future of G-III. With a deep understanding of the apparel and other industries, each of our leaders brings a diverse point of view that creates the well-rounded direction to drive our company to be the best.



Morris Goldfarb

Chief Executive Officer and Chairman

Mr. Goldfarb is Chairman of the Board and Chief Executive Officer of G-III Apparel Group, where he oversees the strategic direction of the company and all facets of the business. He has served as an Executive Officer of G-III and its predecessors since the formation of the company in 1974.

After his father, Aaron Goldfarb, a holocaust survivor founded what would become G-III, in the heart of New York city, Mr. Goldfarb, has grown G-III into a global design, sourcing, licensing, marketing and retail partner of choice across brands and retailers, and a best-in-class organization. An entrepreneur with vision for the future of apparel and fashion, Mr. Goldfarb has an instinct for merchandising, a strong understanding of the product lifecycle and deep relationships across the industry. He has set a tone of innovation and agility across the company.

Through the Morris & Arlene Goldfarb Family Foundation, Mr. Goldfarb and his family support organizations including the Metropolitan Museum of Art, Ronald McDonald House, UJA Federation, the Museum at Eldridge Street and the US Commission for the Preservation of America's Heritage Abroad, among other charities. He is also a founding member of the FIT Social Justice Center.

Sammy Aaron

Vice Chairman and President

Mr. Aaron is Vice Chairman and President of G-III Apparel Group, and one of its Directors, overseeing the company's merchandising operations, including design, production, sales, merchandising and planning. He is responsible for most of the company's brands, including DKNY, Karl Lagerfeld, Calvin Klein and Tommy Hilfiger businesses. Mr. Aaron joined the company in 2005, when G-III acquired Marvin Richards, where he had been President since 1998.

Over his nearly 20 years at G-III, he has built an industry-leading merchandising organization with expertise across product categories, brands and the full product lifecycle. Under his leadership, the company has been able to successfully acquire businesses and brand licenses because of its ability to develop and scale them into the merchandising division.





Jeffrey Goldfarb

Executive Vice President

Mr. Goldfarb is Executive Vice President of G-III Apparel Group, where he leads the strategic growth of the company and has overseen a broad range of corporate functions and divisions, since joining in 2002. He has served as a Director since 2009 and is the third generation of his family's leadership of the company.

Mr. Goldfarb has been instrumental in shaping its future by developing strategies that advance corporate goals. Under his leadership the company has acquired several businesses, developed a strong licensing and distribution network and continues to invest in a company-wide digital transformation.

Neal Nackman

Chief Financial Officer and Treasurer

Mr. Nackman is Chief Financial Officer and Treasurer of G-III Apparel Group, where he oversees all of the company's financial functions, including accounting, audit, investor relations and treasury. He also acts as Principal Accounting Officer.

Since joining G-III in 2003, Mr. Nackman has scaled the company's financial organization and successfully integrated the financial operations of its acquisitions, ultimately facilitating its growth into a global fashion company. Prior to joining G-III, he worked at several companies in apparel, including Nautica Enterprises, and Perry Ellis.





Our Team

G-III's success comes from our drive and dedication to delivering fashion for our customers. Each member of the team brings a unique point of view that adds something special to our company and the product we create.

Since being founded in 1956, we have been committed to growing intergenerationally, with incredible talent that has a vision for the future of fashion and apparel. Combined with experienced leadership, we believe that cultivating a new generation of employees is critical to redefining what it means to offer exciting and fresh product that truly connects with today's consumer. This spirit of innovation has grown our business and is essential to the next phase of our company.

Our Experience

We offer career opportunities across a range of areas of the business. At G-III our associates can develop their skills, contribute to the organization, and choose a career path where they will gain experience and knowledge to grow their careers in fashion.

- Brand & Product Operations
- Digital & Ecommerce
- Stores & Field Operations
- Corporate Shared Services/Support Functions

Brands

We own and license a diverse portfolio of more than 30 globally recognized heritage and emerging fashion brands and enable them to reach their potential at scale. G-III's success is our expertise and ability to leverage our unique ecosystem throughout the product life cycle. We have built a best-in-class reputation for our product expertise in both women's and men's fashion, across a diverse range of apparel and accessories. Our strengths in designing, sourcing, manufacturing and marketing have enabled G-III to unlock the value of our global brands and be the partner of choice for the largest brands and retailers.

Owned brands include:



Licensed brands include:



DKNY

- Acquired in 2016
- Have grown net sales to approximately \$500 million
- Expanded distribution across over 55 countries through approximately 1,500 retail partner doors globally, including premier department stores and digital pure play sites
- Extended the brand with over 20 lifestyle licensed product categories, including fragrance, kids and home
- Increased global direct to consumer distribution through approximately 200 owned and partner operated stores as well as owned digital platforms
- Continue to develop product across nine categories, including: sportswear, athleisure, dresses, outerwear and denim

Calvin Klein

- Acquired first license in 2005
- Have grown net sales to over \$1 billion
- Expanded distribution to almost 1,000 retail partner doors, including premier department stores and digital pure play sites
- Continue to develop product across ten categories, including: outerwear, sportswear, dresses, athleisure and denim

TOMMY HILFIGER

- Acquired first license in 2015
- Have grown net sales to \$500 million
- Expanded distribution to approximately 600 retail partner doors, including premier department stores and digital pure play sites
- Continue to develop product across nine categories, including outerwear, sportswear, dresses, athleisure and denim

KARL LAGERFELD

- Acquired the brand in 2022
- Global net sales are approximately \$200M (excluding North America)
- 100 mono-brand stores, digital and wholesale distribution in over 60 countries
- Over 50% of collections made with eco-conscious methods
- Continue to produce a full lifestyle portfolio of apparel & accessories, footwear and a number of licenses and brand extensions

DONNA KARAN
NEW YORK

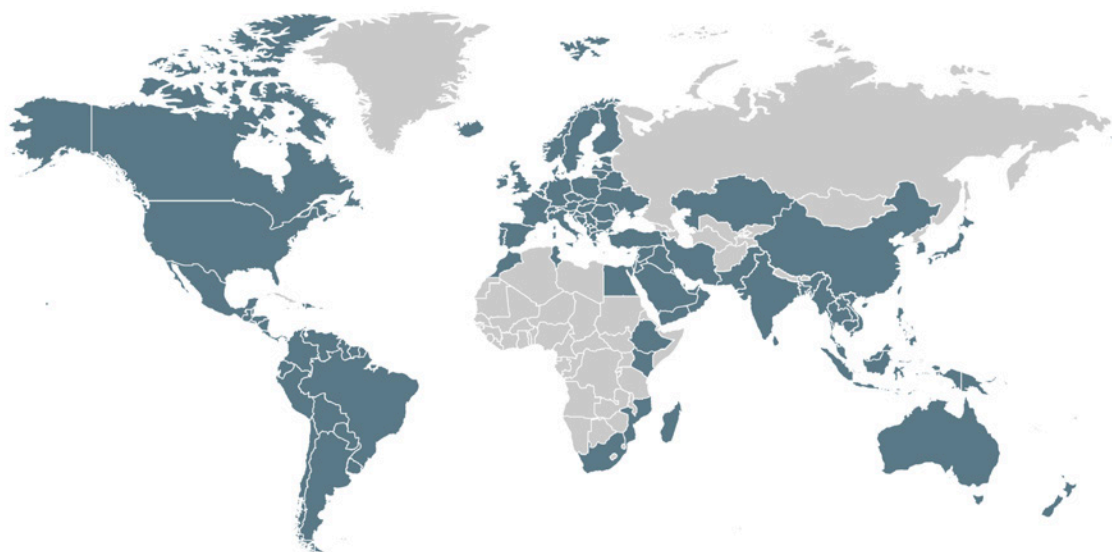
- Acquired in 2016
- Entered the international market with two new stores
- Continue to develop product across categories, including: sportswear, dresses, handbags and shoes

KARL LAGERFELD
PARIS

- Acquired the brand in 2015
- Introduced brand in North America and have grown net sales to over \$175 million
- Expanded distribution to approximately 400 retail partner doors, including premier department stores and digital pure play sites
- Established direct to consumer distribution over 20 stores and owned digital platforms in the North America
- Continue to develop product across Women's and Men's categories, including outerwear, sportswear, dresses, handbags and footwear

Global Reach

G-III's fashion footprint extends globally across all facets of our business. We distribute our products with more than 1,200 retailer partners and through our own channels internationally. We source and manufacture with partners across several geographies and leverage global expertise to create high-quality products. And, we have corporate offices in eight countries.



*Map indicates distribution locations

Distribution

Key markets in which our merchandise is currently sold include the US, Canada, Europe, the Middle East, South East Asia and Korea, as well as in China.

Offices

With offices in eight countries,
our global corporate presence enables
us to seamlessly work with partners
around the world.

Sourcing & Manufacturing

We partner in over 40 countries, primarily in China, Southeast Asia, the Middle East, Central/Eastern Europe, Central/South America and the United States.

Our History

Our goals for the future are consistent with our rich 60-year history.

1956

Aron Goldfarb, a Holocaust survivor, immigrates to the United States and establishes G-III's roots as a women's leather outerwear company in the heart of New York City's Garment District.

1972

Current Chairman & CEO Morris Goldfarb joins G-III and begins focusing on building a global sourcing and manufacturing organization.

1989

G-III becomes publicly traded on NASDAQ and begins intensifying its expansion efforts.



2005

Calvin Klein and Guess brands are added to the portfolio through the acquisition of Marvin Richards and Winlit, setting the stage for G-III to diversify into a broad range of new categories, including dresses, sportswear, activewear and accessories.

2007

G-III adds Jessica Howard and Eliza J brands to its portfolio, solidifying its position as a leader in dresses.

2010

Further expanding its product expertise, G-III enters the handbag and luggage categories.



1981

G-III launches Siena Leather Limited, an aspirational luxury leather sportswear brand catering to luxury department stores.

1990s

An intense period of growth: G-III expands its outerwear expertise into fabrications beyond leather.

G-III begins aggressively signing outerwear licenses with iconic brands including Kenneth Cole, Nine West, Cole Haan, NFL, NHL, NBA, MLB, and NCAA.



2008

G-III acquires Andrew Marc, an aspirational luxury outerwear brand, bringing with it the license to Levi's and Dockers.

G-III acquires U.S. leather retailer Wilsons Leather, pushing the company into the retail and outlet space.

2011

G-III acquires the license to Vince Camuto, furthering its leadership position in the dress category.

2013

G-III acquires G.H. Bass, a timeless heritage brand with over 140 years of footwear expertise, significantly expanding points of distribution with direct to consumer.

2016

G-III signs the license for Tommy Hilfiger womenswear, adding another power brand to the portfolio. Later in the year, G-III expanded the license to include women's sportswear, suit separates, performance and denim in the U.S. and Canada.

Partnership with the Karl Lagerfeld Group is expanded. G-III acquires DKNY and Donna Karan, two more power brands, enhancing the company's position as a leader in the fashion industry.



2021

G-III launches Bass Outdoor, solidifying its presence in the outdoor category.

G-III acquires Sonia Rykiel, adding another European luxury brand to the portfolio.



2012

Accelerating its position as a brand owner and creating a global presence, G-III purchases French luxury swimwear brand Vilebrequin.

2015

G-III enters into a joint venture with global brand Karl Lagerfeld for the Karl Lagerfeld label, adding a significant power brand to its portfolio and launching the brand in North America, across a range of categories.

2017 / 2018

G-III successfully re-launches the DKNY apparel line and also repositions Donna Karan as an aspirational luxury brand.



2019

G-III celebrates 30 years on NASDAQ.

2020

G-III further bolsters existing retail relationships while entering new retail doors, while establishing best-in-class denim capabilities with Calvin Klein, Tommy Hilfiger, and DKNY.

G-III bolsters the company balance sheet by refinancing debt to extend maturity.

G-III purchases the remaining 81% of the Karl Lagerfeld global brand, extending the company's global reach and adding to its owned brand portfolio.

2022



Our Corporate Giving Strategy

G-III is committed to global corporate citizenship by giving back where we live and serve. We hold ourselves accountable to the people we work with and to the communities we work within; we believe that each of them deserves the opportunity to live an exceptional life. Rooted in our legacy of New York and fashion, our corporate giving strategy has also evolved to include other organizations that do good. Today, we believe that our philanthropic efforts are not only our responsibility but bring a larger purpose to our business and the experience at G-III.

Our Pillars

To provide maximum impact, we focus our giving efforts on 501(c)3 organizations that fall into the following categories:

EDUCATION

CHILDREN
& FAMILIES

DIVERSITY

HOMELESSNESS

ENVIRONMENT

How We Partner

We offer a range of support to nonprofit organizations, tailored to their specific needs and the ways in which we can create real impact to help communities. This includes:

- Financial Contributions to signature programs that are the cornerstones of the organizations.
- In Kind Donations that directly reach and enhance the lives of the constituencies the organizations serve.
- Senior Advisement to help charitable organizations with our expertise to further their mission.
- Volunteerism to engage and help the communities within which we exist.

Our Partners

Select partners include:

- Ronald McDonald House
- Fashion Institute of Technology & FIT Social Justice Center
- UNCF
- Delivering Good
- WIN
- City Harvest
- Hetrick-Martin Institute
- Fondation Vilebrequin
- Cousteau's Ocean Learning Center
- Te Mana O Te Moana

G-III Apparel Group, Ltd.
512 7th Avenue New York, NY 10018
info@g-iii.com
Investor Relations
IR@g-iii.com

