
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 hereunto duly authorized.

G-III Apparel Group, Ltd.

By: Neil S. Nackman
Neil S. Nackman
Vice President - Finance

Dated: January 15, 2004

G-III APPAREL GROUP, LTD.

Company Contact: Wayne Miller
CFO & COO
(212) 403-0500

Investor Relations Contact: James R. Palczynski
ICR, Inc.
(203) 222-9013

**G-III APPAREL GROUP, LTD. TO PRESENT AT THE ICR XCHANGE LEISURE AND LIFESTYLE
CONFERENCE**

January 12, 2004 – New York – G-III Apparel Group, Ltd. (NASDAQ: GIII:) announced today that management will deliver a presentation on behalf of the company at the Integrated Corporate Relations 6th Annual Xchange Conference at the Hyatt Regency Resort in Huntington Beach, CA.

The G-III investor presentation will be webcast live at 2:25 p.m. Pacific Time on Thursday, January 15, 2004 at <http://www.icrxchange.com>. Real Player or Windows Media Player is required to listen to the webcast. This software may be downloaded for free by accessing the enclosed webcast link.

About G-III Apparel Group

G-III Apparel Group, Ltd. is a leading manufacturer and distributor of leather and non-leather outerwear and apparel under our own labels, licensed labels and private labels. Company-owned labels include, among others, Black Rivet, Colebrook, Siena Studio and G-III. The Company has fashion licenses with Kenneth Cole, Nine West, Timberland, Cole Haan, Jones Apparel, Sean John, Bill Blass and James Dean and sports licensing agreements with the National Football League, National Hockey League, National Basketball Association, Major League Baseball and more than 60 universities nationwide.

Statements concerning the Company's business outlook or future economic performance, anticipated revenues, expenses or other financial items; product introductions and plans and objectives related thereto; and statements concerning assumptions made or expectations as to any future events, conditions, performance or other matters are "forward-looking statements" as that term is defined under the Federal Securities laws. Forward-looking statements are subject to risks, uncertainties and factors include, but are not limited to, reliance on foreign manufacturers, the nature of the apparel industry, including changing customer demand and tastes, reliance on licensed product, seasonality, customer acceptance of new products, the impact of competitive products and pricing, dependence on existing management, general economic conditions, as well as other risks detailed in the Company's filings with the Securities and Exchange Commission. The Company assumes no obligation to update the information in this release.



G-III APPAREL GROUP, LTD.

[Link to searchable text of slide shown above](#)



Safe Harbor

Statements concerning the Company's business outlook or future economic performance, anticipated revenues, expenses or other financial items; product introductions and plans and objectives related thereto; and statements concerning assumptions made or expectations as to any future events, conditions, performance or other matters are "forward-looking statements" as that term is defined under the Federal Securities laws. Forward-looking statements are subject to risks, uncertainties and other factors which could cause actual results to differ materially from those stated in such statements. Such risks, uncertainties and factors include, but are not limited to, reliance on foreign manufacturers, the nature of the apparel industry, including changing customer demand and tastes, seasonality, customer acceptance of new products, the impact of competitive products and pricing, dependence on existing management, general economic conditions, as well as other risks detailed in the Company's filings with the Securities and Exchange Commission. The Company assumes no obligation to update the information in this presentation



G-III Apparel Group

- **NASDAQ: GIII**
- **Market Cap: \$66 million**
- **Specializes in branded consumer apparel**
- **G-III Apparel Group, Ltd. is a leading manufacturer and distributor of outerwear and apparel under our own labels, licensed labels and private labels. Company-owned labels include Black Rivet, Colebrook, Siena Studio and G-III. The Company has fashion licenses with Kenneth Cole, Nine West, Timberland, Cole Haan, Jones Apparel, Sean John, Bill Blass and James Dean and sports licensing agreements with the National Football League, National Hockey League, National Basketball Association, Major League Baseball and more than 60 universities nationwide.**



Key Investment Highlights

- Dominant niche position as one of the largest outerwear wholesalers
- Established position in Sports Apparel
- Broad array of strong brands
- Balanced mix of distribution
- Significant opportunities for growth
- Strong sourcing expertise provides quality product at a competitive price

4

[Link to searchable text of slide shown above](#)



G-III Product Offering

Men's

COLE HAAN

Sean John

Timberland

Colebrook

BILL BLASS.

JAMES DEAN.
THE ORIGINAL

Women's

COLE HAAN

KENNETH COLE
new york

JONES NEW YORK

NINE WEST.

REAR ZIP
River

sienastudio

Colebrook

BILL BLASS.

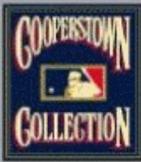
BLASSPORT

5



G-III Product Offering

Sports Apparel





Broad Array of Strong Brands

- **Company has more than twenty licensed and company owned brands**
- **Licensors' retail stores represent a significant customer for product**
- **Niche brands allow for exploitation of specific markets by gender and price point**

7

[Link to searchable text of slide shown above](#)



Steady Building of Licensed Brand Portfolio

1993 - National Football League team logo outerwear

1995 - Kenneth Cole New York women's outerwear

1996 - National Hockey League team logo outerwear

1998 - Nine West women's outerwear

1999 - Major League Baseball team logo outerwear

2000 - Cole Haan men's and women's outerwear

2001 - Jones New York women's wool outerwear, Timberland for men's leather outerwear and Sean John for all outerwear

2002 - Expanded National Football League license to include a comprehensive line of adult outerwear. Exclusive distribution to all mass and mid-tier except for one team. Launched Hardwood Classics (NBA) and Cooperstown Collection (MLB) of sports apparel.

2003 - James Dean and Bill Blass outerwear

8



Men's



COLE HAAN



Sear John



Timberland 



Colebrook



James Dean
JAMES DEAN.
THE ORIGINAL



Women's



COLE HAAN



KENNETH COLE
new york



JONES NEW YORK



sienastudio



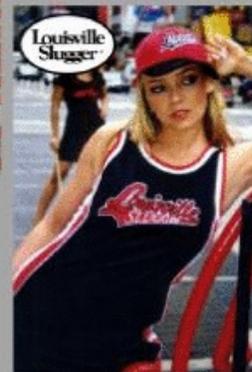
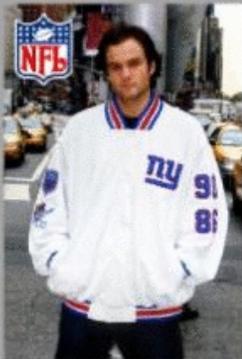
Colebrook

10

[Link to searchable text of slide shown above](#)



Sports Apparel



11



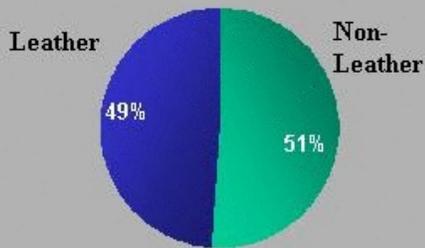
Balanced Mix of Distribution

- **Specialty Retail - Saks Fifth Avenue, Neiman Marcus, and Bergdorf Goodman**
- **Department Stores – Federated, May Company and Nordstrom**
- **Specialty Stores Chains - Limited, Finish Line, d.e.m.o., Foot Locker, Champs, Dr. J's, Against All Odds, Cato and Charming Shoppes**
- **Mid Tier and Mass Merchants - Sears, JCPenney, Wal-Mart, Target and Kohl's**

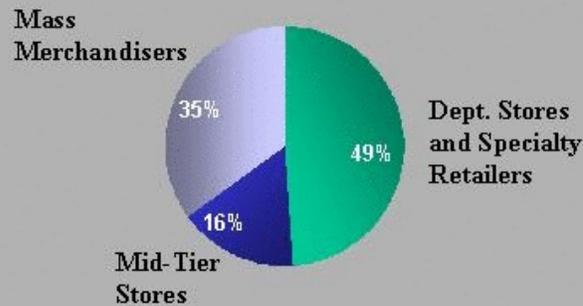


Estimated Sales by Leather/Non-Leather Category & Distribution Channel for 2003

Leather/Non-Leather Category



Distribution Channel



13

[Link to searchable text of slide shown above](#)



Opportunities for Growth

- Continued expansion of core-sports apparel lines
- Additional fashion-related sports apparel for department and specialty retail distribution
- Continued expansion in brand portfolio
- Economies of scale for expanded design, production, and merchandising teams

14



Key Income Statement Items

(000's Omitted)

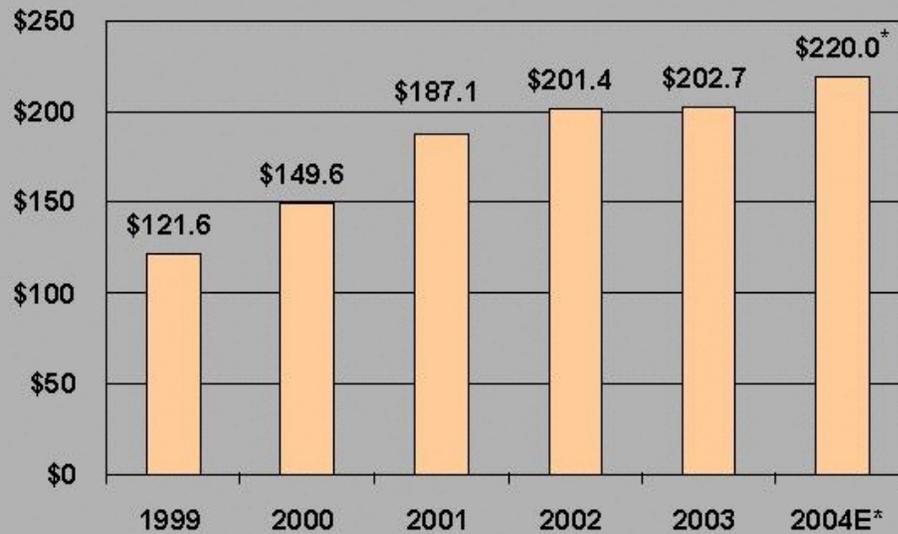
	<u>Fiscal Year Ended</u>		<u>Nine Months Ended</u>	
	<u>Estimated</u> <u>1/31/2004</u>	<u>1/31/2003</u>	<u>10/31/2003</u>	<u>10/31/2002</u>
Net Sales	\$220,000	\$202,651	\$189,558	\$154,997
Gross Profit	\$63,000	\$49,284	\$57,374	\$39,676
Operating Profit	\$15,500	\$4,177	\$20,986	\$9,528
Net Income	\$8,300-\$8,700	\$382(a)	\$11,471	\$4,902
Diluted EPS	\$1.10-\$1.15	\$0.05(a)	\$1.54	\$0.67

(a) Includes a charge of \$3.4 million, net of tax, associated with expenses related to closing the Company's manufacturing facility in Indonesia. Excluding the charge, adjusted earnings per share was \$0.52.



Net Sales Growth

(in millions)

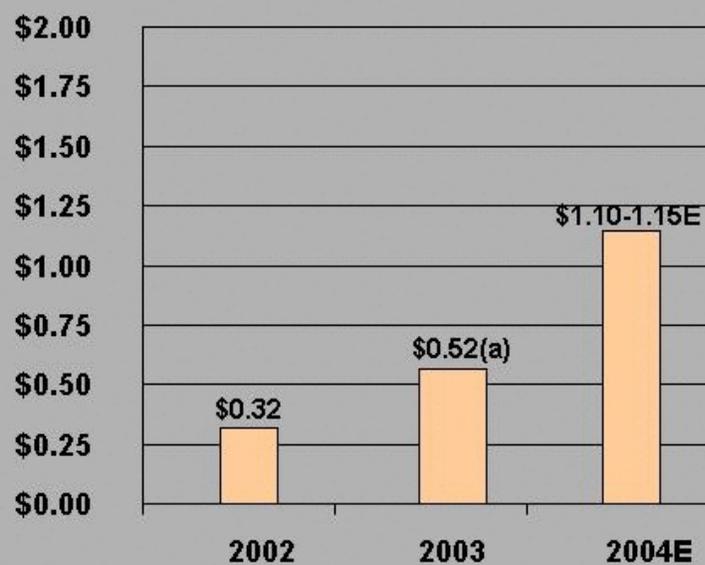


16

[Link to searchable text of slide shown above](#)



EPS Growth

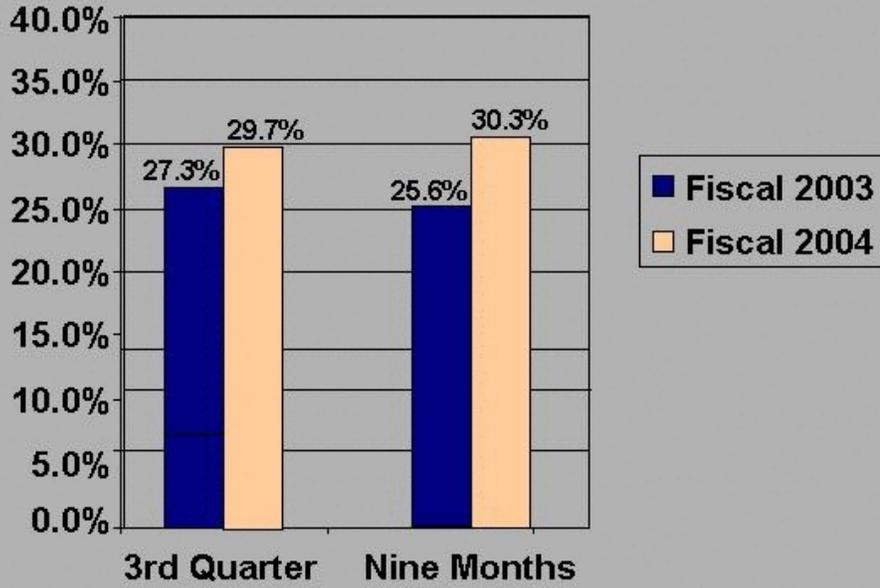


(a) Adjusted for a charge of \$3.4 million, net of tax, associated with expenses related to closing the Company's manufacturing facility in Indonesia, diluted EPS including the charge was \$0.05.

17



Gross Margin Improvement





Abbreviated Balance Sheet

(000's Omitted)

	<u>10/31/2003</u>	<u>10/31/2002</u>
Accounts Receivable	\$87,794	\$69,953
Inventories	\$40,498	\$47,233
Total Current Assets	\$146,552	\$127,291
Accounts Payable	\$15,965	\$16,172
Notes Payable	\$43,418	\$49,729
Total Current Liabilities	\$78,919	\$75,364
Total Stockholders' Equity	\$67,387	\$60,048
Book Value Per Share	\$9.73	\$8.77

19

[Link to searchable text of slide shown above](#)



G-III APPAREL GROUP, LTD.

[GRAPHIC]

[GRAPHIC]

G-III APPAREL GROUP, LTD.

[GRAPHIC]

Safe Harbor

Statements concerning the Company's business outlook or future economic performance, anticipated revenues, expenses or other financial items; product introductions and plans and objectives related thereto; and statements concerning assumptions made or expectations as to any future events, conditions, performance or other matters are "forward-looking statements" as that term is defined under the Federal Securities laws. Forward-looking statements are subject to risks, uncertainties and other factors which could cause actual results to differ materially from those stated in such statements. Such risks, uncertainties and factors include, but are not limited to, reliance on foreign manufacturers, the nature of the apparel industry, including changing customer demand and tastes, seasonality, customer acceptance of new products, the impact of competitive products and pricing, dependence on existing management, general economic conditions, as well as other risks detailed in the Company's filings with the Securities and Exchange Commission. The Company assumes no obligation to update the information in this presentation.

2

[GRAPHIC]

G-III Apparel Group

- **NASDAQ: GIII**
- **Market Cap: \$66 million**
- **Specializes in branded consumer apparel**
- **G-III Apparel Group, Ltd. is a leading manufacturer and distributor of outerwear and apparel under our own labels, licensed labels and private labels. Company-owned labels include Black Rivet, Colebrook, Siena Studio and G-III. The Company has fashion licenses with Kenneth Cole, Nine West, Timberland, Cole Haan, Jones Apparel, Sean John, Bill Blass and James Dean and sports licensing agreements with the National Football League, National Hockey League, National Basketball Association, Major League Baseball and more than 60 universities nationwide.**

3

[GRAPHIC]

Key Investment Highlights

- **Dominant niche position as one of the largest outerwear wholesalers**
- **Established position in Sports Apparel**
- **Broad array of strong brands**
- **Balanced mix of distribution**

- Significant opportunities for growth
- Strong sourcing expertise provides quality product at a competitive price

[GRAPHIC]

G-III Product Offering

<u>Men's</u>	<u>Women's</u>
[GRAPHIC]	[GRAPHIC]
	[GRAPHIC]
	[GRAPHIC]
	[GRAPHIC]

[GRAPHIC]

G-III Product Offering

Sports Apparel

[GRAPHIC]

[GRAPHIC]	[GRAPHIC]	[GRAPHIC]	[GRAPHIC]	
[GRAPHIC]	[GRAPHIC]	[GRAPHIC]	[GRAPHIC]	[GRAPHIC]

[GRAPHIC]

Broad Array of Strong Brands

- Company has more than twenty licensed and company owned brands
- Licensor's retail stores represent a significant customer for product
- Niche brands allow for exploitation of specific markets by gender and price point

[GRAPHIC]

Steady Building of Licensed Brand Portfolio

- 1993** - National Football League team logo outerwear
- 1995** - Kenneth Cole New York women's outerwear
- 1996** - National Hockey League team logo outerwear
- 1998** - Nine West women's outerwear
- 1999** - Major League Baseball team logo outerwear
- 2000** - Cole Haan men's and women's outerwear

- 2001** - Jones New York women's wool outerwear, Timberland for men's leather outerwear and Sean John for all outerwear
- 2002** - Expanded National Football League license to include a comprehensive line of adult outerwear. Exclusive distribution to all mass and mid-tier except for one team. Launched Hardwood Classics (NBA) and Cooperstown Collection (MLB) of sports apparel.
- 2003** - James Dean and Bill Blass outerwear

8

[GRAPHIC]

Men's

[GRAPHIC] [GRAPHIC] [GRAPHIC]

[GRAPHIC] [GRAPHIC]

9

[GRAPHIC]

Women's

[GRAPHIC] [GRAPHIC] [GRAPHIC]

[GRAPHIC] [GRAPHIC] [GRAPHIC]

10

[GRAPHIC]

Sports Apparel

[GRAPHIC] [GRAPHIC] [GRAPHIC] [GRAPHIC]

11

[GRAPHIC]

Balanced Mix of Distribution

- Specialty Retail - Saks Fifth Avenue, Neiman Marcus, and Bergdorf Goodman
- Department Stores – Federated, May Company and Nordstrom
- Specialty Stores Chains - Limited, Finish Line, d.e.m.o., Foot Locker, Champs, Dr. J's, Against All Odds, Cato and Charming Shoppes
- Mid Tier and Mass Merchants - Sears, JCPenney, Wal-Mart, Target and Kohl's

12

[GRAPHIC]

Estimated Sales by Leather/Non-Leather Category & Distribution Channel for 2003

Leather/Non-Leather Category **Distribution Channel**
 [CHART] [CHART]

13

[GRAPHIC]

Opportunities for Growth

- Continued expansion of core-sports apparel lines
- Additional fashion-related sports apparel for department and specialty retail distribution
- Continued expansion in brand portfolio
- Economies of scale for expanded design, production, and merchandising teams

14

[GRAPHIC]

Key Income Statement Items

(000's Omitted)

	<u>Fiscal Year Ended</u>		<u>Nine Months Ended</u>	
	<u>Estimated</u> <u>1/31/2004</u>	<u>1/31/2003</u>	<u>10/31/2003</u>	<u>10/31/2002</u>
Net Sales	\$220,000	\$202,651	\$189,558	\$154,997
Gross Profit	\$63,000	\$49,284	\$57,374	\$39,676
Operating Profit	\$15,500	\$4,177	\$20,986	\$9,528
Net Income	\$8,300-\$8,700	\$382(a)	\$11,471	\$4,902
Diluted EPS	\$1.10-\$1.15	\$0.05(a)	\$1.54	\$0.67

(a) Includes a charge of \$3.4 million, net of tax, associated with expenses related to closing the Company's manufacturing facility in Indonesia. Excluding the charge, adjusted earnings per share was \$0.52.

15

[GRAPHIC]

Net Sales Growth

(in millions)

[CHART]

16

[GRAPHIC]

EPS Growth

[CHART]

(a) Adjusted for a charge of \$3.4 million, net of tax, associated with expenses related to closing the Company's manufacturing facility in Indonesia, diluted EPS including the charge was \$0.05.

17

[GRAPHIC]

Gross Margin Improvement

[CHART]

18

[GRAPHIC]

Abbreviated Balance Sheet

(000's Omitted)

	<u>10/31/2003</u>	<u>10/31/2002</u>
Accounts Receivable	\$87,794	\$69,953
Inventories	\$40,498	\$47,233
Total Current Assets	\$146,552	\$127,291
Accounts Payable	\$15,965	\$16,172
Notes Payable	\$43,418	\$49,729
Total Current Liabilities	\$78,919	\$75,364
Total Stockholders' Equity	\$67,387	\$60,048
Book Value Per Share	\$9.73	\$8.77

19

[GRAPHIC]

G-III APPAREL GROUP, LTD.
