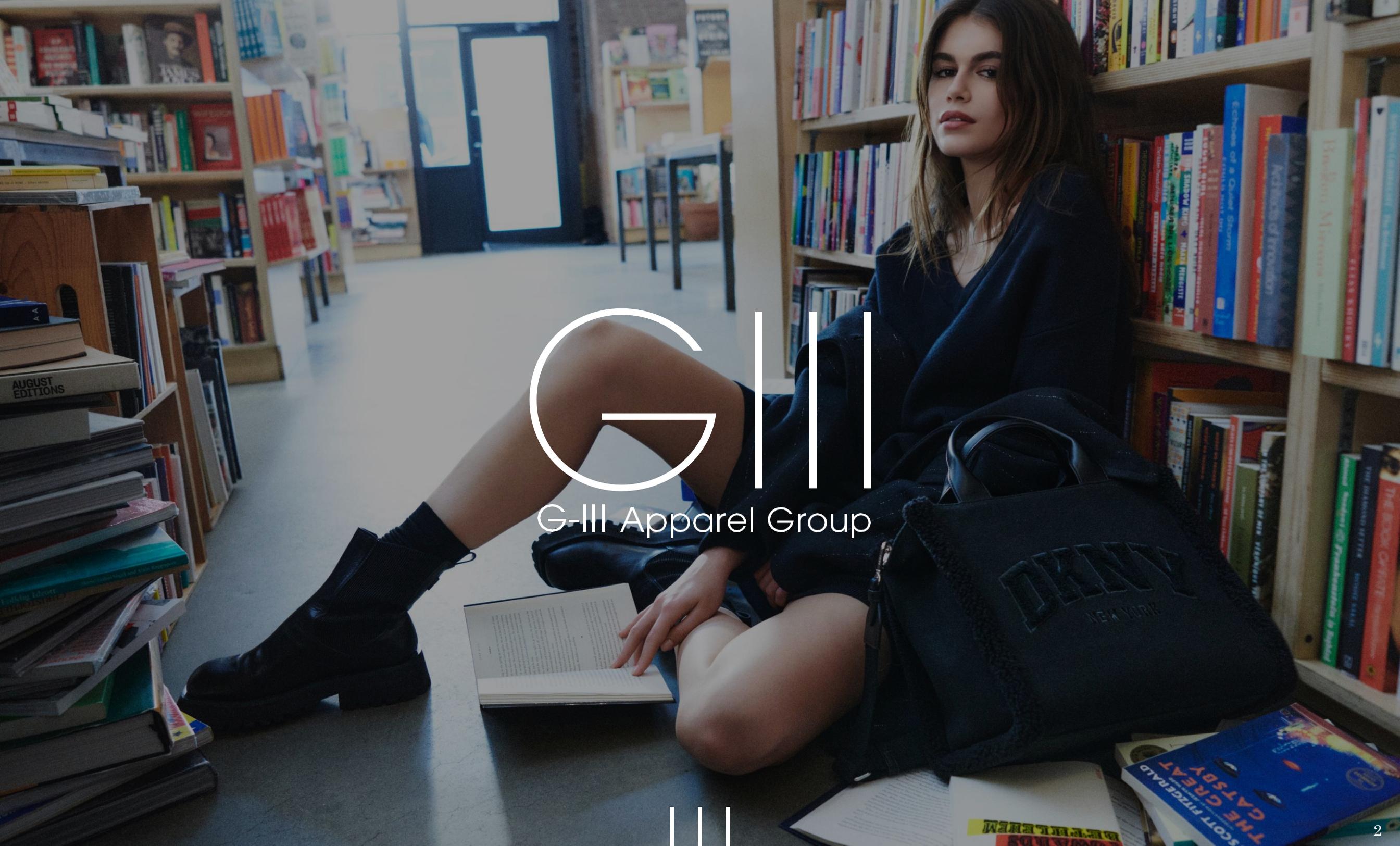




G III  
G-III Apparel Group





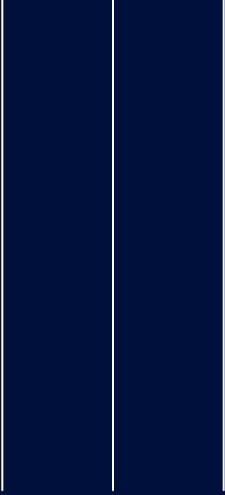
# G III

G-III Apparel Group



A GLOBAL  
LEADER IN  
FASHION

|||



# WHO WE ARE

We own and license a portfolio of global brands. With expertise in design, sourcing, distribution and marketing, we bring excitement and confidence to consumers through the fashion we create.

# VALUES

OUR WORLD CLASS TEAM IS:



Passionate  
About Our  
Product



Entrepreneurial  
in Our  
Thinking



Proud of Our  
Partnerships



Agile in Our  
Execution



Accountable  
for Our  
Results

# GIII AT A GLANCE

FY 2024

**\$3.10B**

GLOBAL  
REVENUE



**600+**

RETAIL STORES  
OPERATING  
GLOBALLY\*

\* Company and partner operated stores



**8**

COUNTRIES WITH  
OUR CORPORATE  
OFFICES

**\$4.04**

NON-GAAP  
DILUTED EPS



**\$75M**

LICENSING REVENUE



**8**

RETAIL WEBSITES\*

\*DKNY, DK, KL, KLP, VBQ, BASS, WILSONS  
LEATHER, SONIA RYKIEL



**30+**

BRANDS ACROSS A  
RANGE OF  
CATEGORIES



**1,200**

RETAIL PARTNERS  
GLOBALLY



**4,500+**

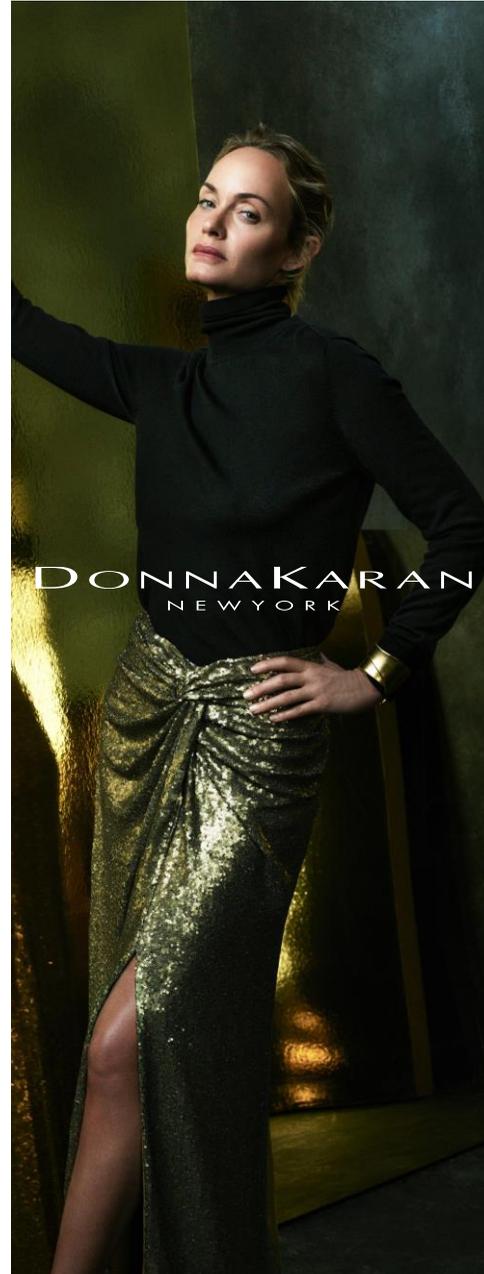
EMPLOYEES  
GLOBALLY



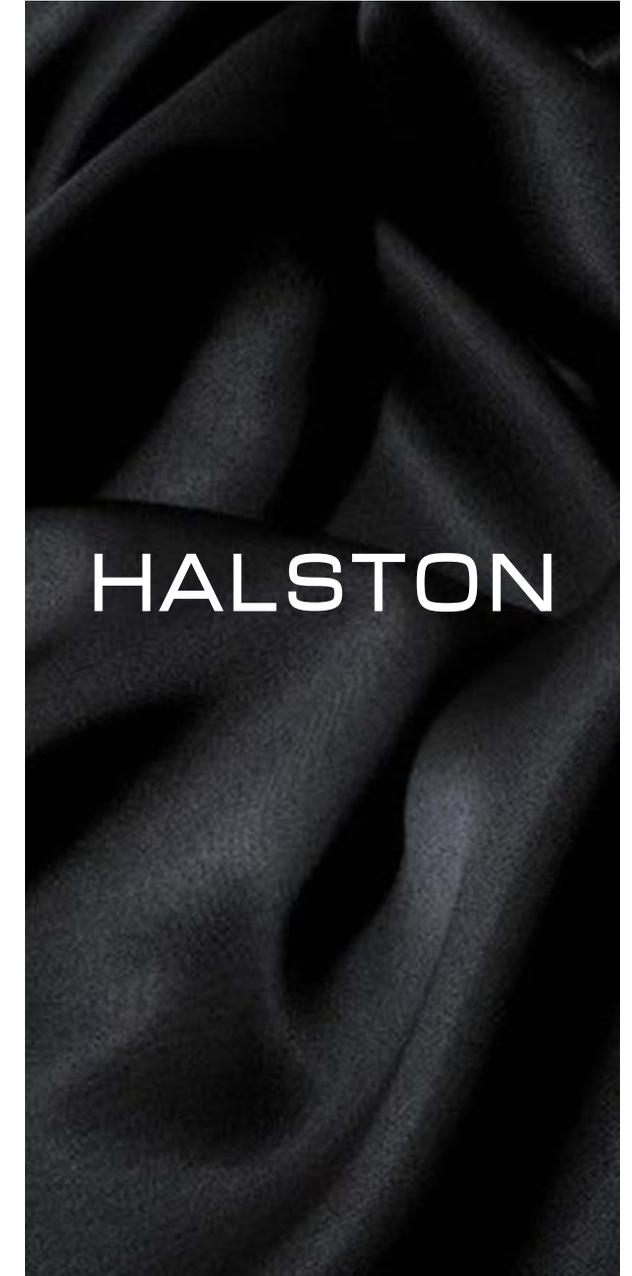


OUR  
BRANDS

# OUR BRANDS



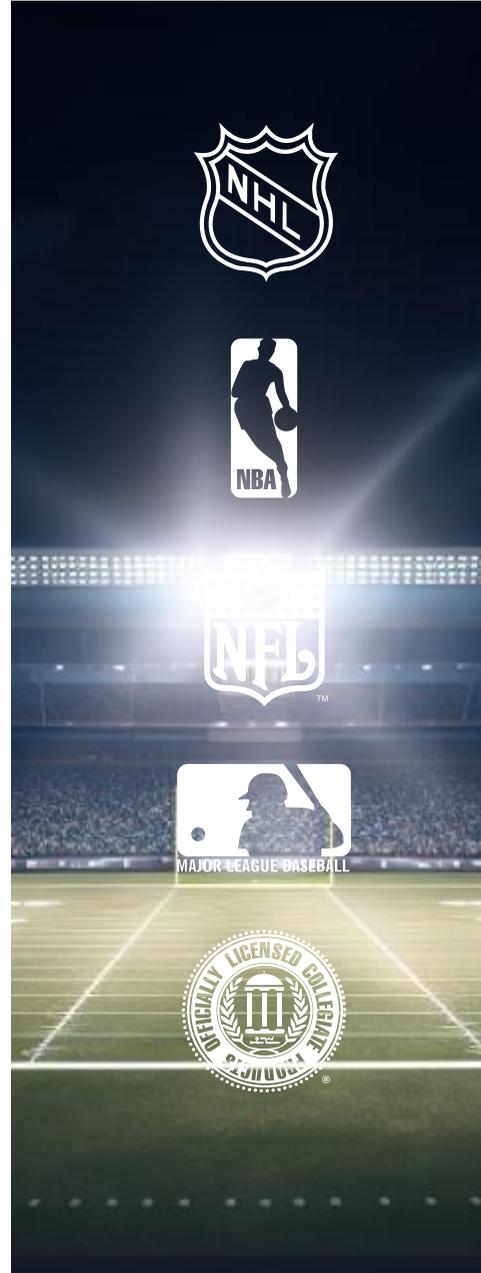
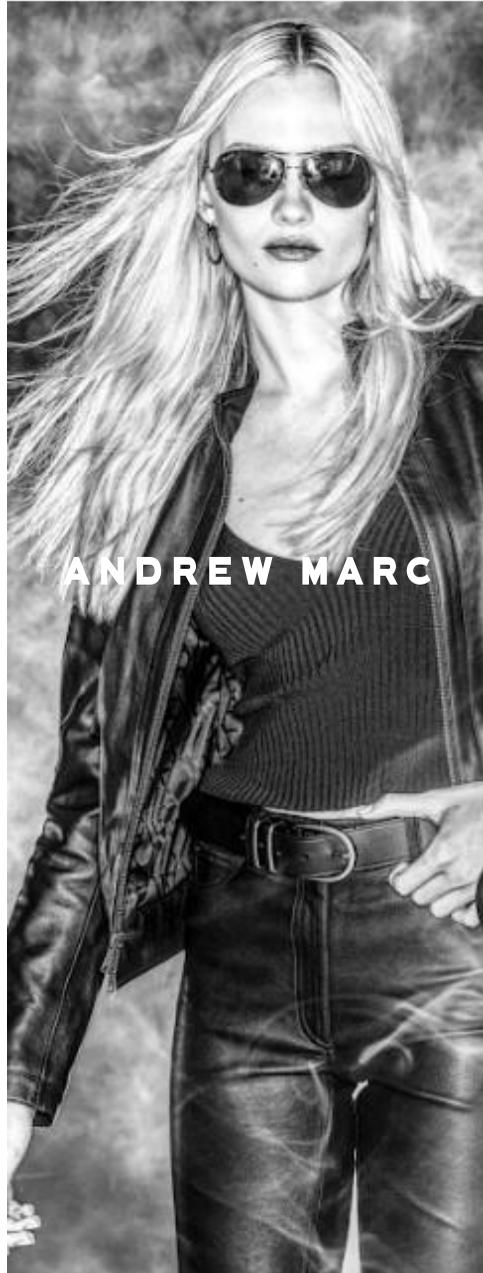
# OUR BRANDS



# OUR BRANDS



# OUR BRANDS



# OUR HISTORY

## 1950's

### FOUNDING

#### 1956

Founded by Aron Goldfarb in New York City

#### 1972

Morris Goldfarb, current Chairman and CEO, joined the company

#### 1989

Became publicly traded on NASDAQ

#### 1990

Acquired licenses for:  
Brands: Cole Haan, Kenneth Cole, Nine West  
Sports leagues: NFL, NHL, NBA, MLB, and NCAA

**KENNETH COLE**

**COLE HAAN    NINE WEST**

## 2000's

### BUILDING

#### 2005

Acquired Marvin Richards and Winlit, signed Calvin Klein and Guess licenses

#### 2007

Added to its dress portfolio with acquisition of Jessica Howard and Eliza J

*Eliza J*    *Jessica Howard*

#### 2008

Acquired Andrew Marc, becoming a licensor for the first time, and Wilsons Leather, entering the retail and outlet spaces, and signed licenses for Levi's and Dockers

 **ANDREW MARC**     **Levi's**     **DOCKERS**

## 2010's

### ACCELERATING

#### 2013

Acquired G.H. Bass, expanding direct-to-consumer distribution

#### 2015

Entered into a joint venture with Karl Lagerfeld Group; acquiring 49% ownership in North American and 19% in Internationally

#### 2016

Acquired Tommy Hilfiger for most other women's categories

#### 2016

Acquired DKNY and Donna Karan

 **DKNY**     **DONNAKARAN NEW YORK**

## 2020's

### EVOLVING

#### 2020

Invested heavily in capabilities across brands and distribution channels

#### 2021

Purchased European luxury fashion brand Sonia Rykiel

#### 2022

Acquired global Karl Lagerfeld brand

#### 2023-24

Repositioned and relaunched Donna Karan  
Signed long-term licenses with Nautica, Halston, Champion outerwear, BCBG and Converse

 **DONNAKARAN NEW YORK**  
 **HALSTON**     **BCBGGENERATION**  
 **NAUTICA**     **CONVERSE**

# PLATFORM FOR SUCCESS

**01**

MERCHANT  
EXPERTISE IN  
PRODUCT  
DEVELOPMENT

**02**

DOMINANCE  
ACROSS A RANGE  
OF LIFESTYLE  
CATEGORIES

**03**

SIGNIFICANT  
SOURCING &  
SUPPLY CHAIN  
INFRASTRUCTURE

**04**

DIVERSIFIED  
DISTRIBUTION  
NETWORK

**05**

EXPERIENCED  
MANAGEMENT  
TEAM

THIS PLATFORM SETS G-III APART AND ENABLES  
GROWTH OF BRANDS AND THE COMPANY

# MERCHANT EXPERTISE IN PRODUCT DEVELOPMENT

- Best-in-class, seasoned merchant teams capable of developing lifestyle product **across a diverse portfolio of brands**
- Ability to create high quality, well-designed apparel **servicing consumers across a range of price points and channels**
- Our ability to scale brands, as well as our industry expertise have made us a **partner-of-choice to retailers and brand owners**

## ASPIRATIONAL & LUXURY

**KARL  
LAGERFELD**

DONNA KARAN  
NEW YORK

**SONIA RYKIEL**

**VILEBREQUIN**

## BETTER

**DKNY**

G.H. BASS  
EST. 1876

Calvin Klein

NAUTICA

SPORT LICENSING

*Kenneth Cole* NEW YORK

**Levi's**

*Eli & J*

**KARL LAGERFELD**  
PARIS

**AM**  
ANDREW MARC

TOMMY HILFINGER

HALSTON

*Champion*

**STARTER**

VINCE CAMUTO

DOCKERS

COLE HAAN

## AFFORDABLE

**MNY**  
MARC NEW YORK

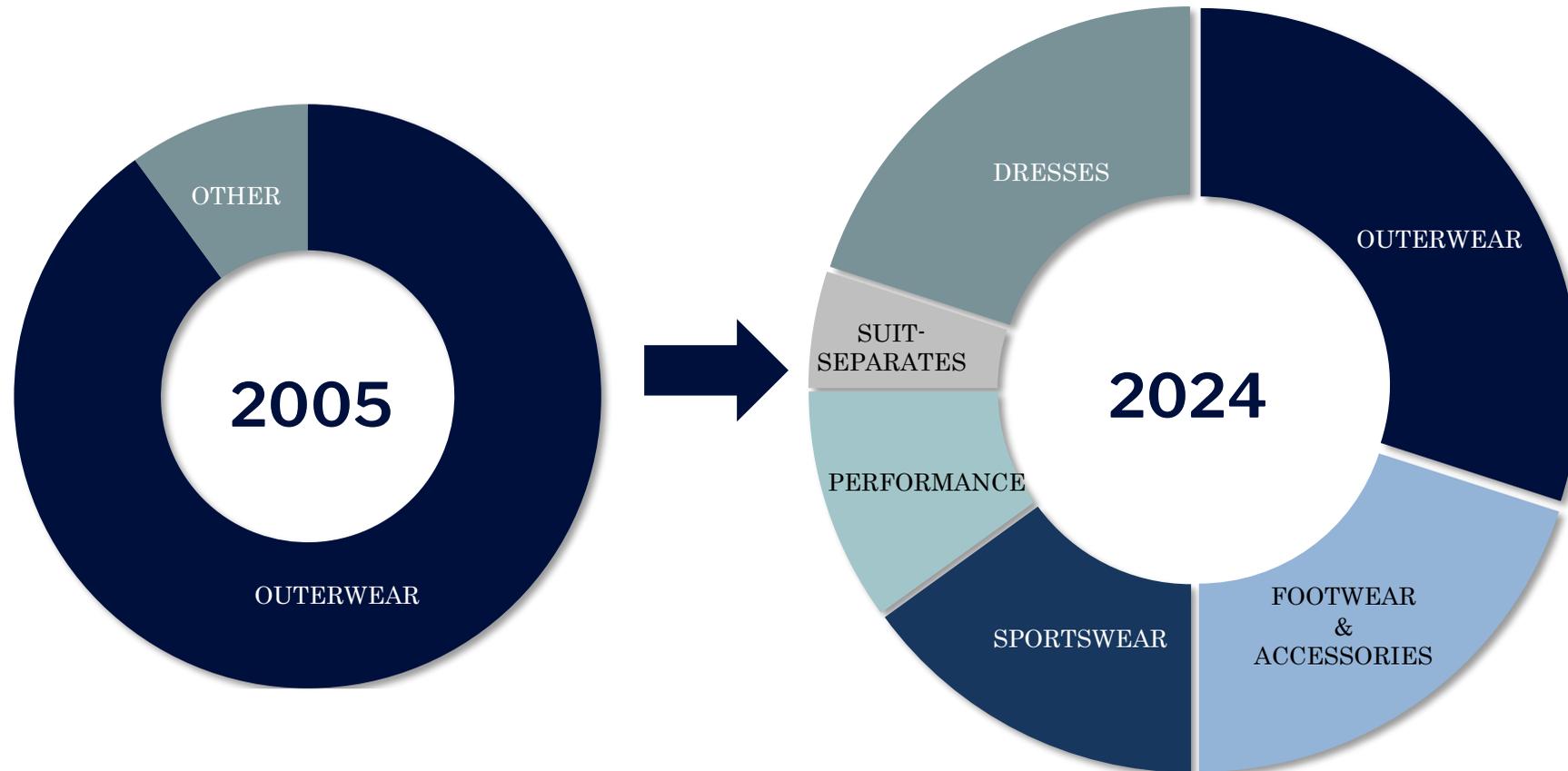
WILSONS LEATHER

*Jessica Howard*

MARGARITAVILLE

# DOMINANCE ACROSS A RANGE OF LIFESTYLE CATEGORIES

- Proven track record of expertise, having **significantly diversified from outerwear** to a broad range of categories over the last 20+ years
- Design-led, commercially informed teams provide exciting, differentiated product each season across **20+ lifestyle categories**
- Continue to expand our lifestyle assortment through the addition of **new product categories** as well as partnerships with brands and businesses that **further diversify our mix**



# SIGNIFICANT SOURCING & SUPPLY CHAIN INFRASTRUCTURE

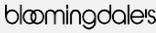
- Diversified model with best-in-class partners and continual expansion of capacity, capabilities, and countries of manufacturing
- **Highly agile** and **diversified** sourcing and supply chain network with **no dependence** on a single partner or region
- Scale and nimble infrastructure ensures us preferred pricing, speed to market, and mitigates disruptions and other risks



- **40+ year relationships** with best-in-class manufacturing partners
- Overseas offices with **400+ employees** and partners in **40+ strategic markets**
- Vendors with expertise across multiple aspects of supply chain and production
- **Proprietary technology** ISMA
- Shared commitment to **environmental and social responsibility** mitigates associated risks and builds model for the future

# DIVERSIFIED DISTRIBUTION NETWORK

- We market product at **various price points with broad distribution across channels and geographies**, allowing us to reach a wide range of consumers globally
- Our **longstanding relationships with our retail partners** afford us significant opportunities to grow our brands

LUXURY	DEPARTMENT STORE	DIGITAL PURE PLAY	OWNED STORES + WEBSITES	INTERNATIONAL PARTNERS	LICENSOR OWNED	SPECIALTY RETAILERS	OFF-PRICE
    	    	     	       	<p>Middle East</p> <p>Europe</p> <p>Asia</p> <p>Latin America</p>	        	    	       

# EXPERIENCED MANAGEMENT TEAM

Proven track record of successfully acquiring, managing, and scaling new businesses having completed over 10 acquisitions and several joint ventures over the last 20 years



MORRIS GOLDFARB  
Chairman and  
Chief Executive Officer



SAMMY AARON  
Vice Chairman and  
President



JEFFREY GOLDFARB  
Executive Vice President



DANA PERLMAN  
Chief Growth and  
Operations Officer



NEAL NACKMAN  
Chief Financial Officer



JONATHAN ELIAS  
Co-President



PIER PAOLO RIGHI  
CEO and President of  
Karl Lagerfeld



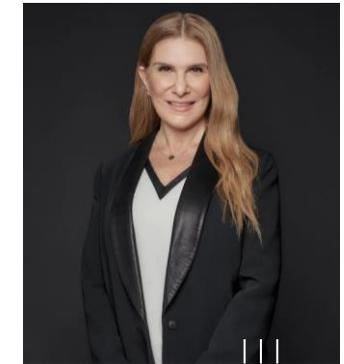
ROLAND HERLORY  
CEO of Vilebrequin



CARL BANKS  
President of G-III  
Sports Division



KARL MCERLEAN  
President of G-III Asia



BETTINA HAVRILLA  
Senior Vice President  
of Human Resources

# STRATEGIC PRIORITIES

DRIVE GROWTH OF OUR OWNED  
BRANDS

BUILD OUR COMPLEMENTARY  
PORTFOLIO OF LICENSED BRANDS

EXPAND OUR GLOBAL REACH

BRING OUR NORTH AMERICAN RETAIL  
SEGMENT TO PROFITABILITY

DELIVERING ON OUR COMMITMENT TO DRIVE LONG-TERM  
SUSTAINABLE GROWTH AND SHAREHOLDER VALUE

# DRIVE GROWTH OF OUR OWNED BRANDS

Capturing the long-term potential of our owned brands is one of our top priorities

- With full control over the design, production, global distribution and marketing, these brands represent an important and sustainable long-term profit driver, generating **higher operating margins** and providing an **accretive licensing income stream**
- This year, we made outsized investments in marketing to support the launch of Donna Karan and further drive brand engagement for DKNY
- We are also working more closely with our licensees to coordinate our marketing efforts and further amplify their impact and reach
- We continue to see these investment results in the outsized growth of our brands

## EVOLUTION OF OWNED BRAND PORTFOLIO



We are investing in our owned brands to drive continued growth through additional lifestyle product categories, new customer acquisition, and expansion into new international markets.

# STRONG ORGANIC GROWTH OF OUR KEY OWNED BRANDS

## DKNY



- Acquired in 2016
- Distribution across 1,500+ retail partner doors in 55+ countries globally
- 20+ lifestyle categories
- Net sales of ~\$625M in FY 2024
- \$1B+ annual net sales potential in the mid-term

## DONNA KARAN NEW YORK



- Acquired in 2016
- Re-launched in Spring 2024, our most successful launch to date
- More widely distributed in better department stores, digital channels, and company website globally
- Launched in ~200 retail doors (Spring '24) and quickly expanded to over 500 doors across 1,200+ points of sale in Fall '24
- \$1B+ annual net sales potential in the long-term

## KARL LAGERFELD



- Acquired in 2022
- 120+ mono-brand stores, digital and wholesale distribution across 60+ countries
- Expanding assortment of lifestyle product across apparel, accessory, and footwear categories as well as licensed brand hotels and residences
- Net sales of ~\$475M in FY 2024
- \$1B+ in annual net sales potential globally

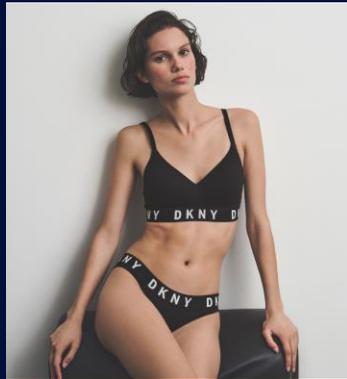
## VILEBREQUIN



- Acquired in 2012
- Distribution in ~200 company and partner operated stores globally
- Opened first-ever flagship and beach club in Cannes with 7 beach club projects in various stages of development
- On track to open approximately 15 partner-operated beach club concepts by the end of 2027

# BRAND EXTENSIONS THROUGH LICENSES

- Broadens our reach to consumers through a full range of lifestyle categories
- Category expansion, experiential, global store partners
- In FY 2024, ~\$75M royalty income stream
- Strong licensing capability for owned brands with best-in-class partners
- Key categories include: fragrance, home, sunglasses, kids, jewelry and watches



## PARTNERS

INTERPARFUMS, INC.

MARCHON

FOSSI

KOMAR

THE JEWELRY GROUP

OVERLAND  
ESTABLISHED 1973

CHF  
INDUSTRIES

HYUNDAI  
DEPARTMENT STORE

cwf

PEERLESS  
CLOTHING



# EXPERIENTIAL LICENSING

- Experiential licenses bring our brand's full lifestyle appeal to life
- These unique concepts drive **consumer engagement** and fuel **global brand awareness**
- Karl Lagerfeld has a **branded hotel** in Macau with one in Malaysia launching soon along with multiple **luxury residential projects** in the works
- Vilebrequin launched its **first beach club in Cannes**, with a second in Doha and a third set to open in Miami in the coming year; multiple other partner-operated beach club projects in the works



# BUILD OUR COMPLEMENTARY PORTFOLIO OF LICENSED BRANDS

We seek brands that are complementary to our existing portfolio and unlock opportunities that further diversity the business and align with our go-forward strategy

- We are thoughtful about the brands we choose to partner with, ensuring each additional brand **complements the existing portfolio**, unlocking opportunities through their:
  - Differentiated range of lifestyle product
  - Varying aesthetics
  - Broad distribution across channels and geographies
  - Appeal to a widespread global consumer
- Licensed brands are also a **capital-light** way to grow our business and leverage our **powerful corporate platform**

## LICENSED BRANDS INCLUDE:



## NEW LICENSES

### NAUTICA

*Iconic, modern, and nautically-inspired designs with a casual fit, feel, and function*

- New 20-year license for North America distribution
- Available in ~1,300 free standing stores and shop-in-shops globally, along with a strong digital presence across 30+ countries
- Launched with Jeans category in Spring 2024 and expanding to additional categories over time
- Sales will help replace lost sales of our Tommy Hilfiger business as we exit those licenses with Nautica Jeans already replacing sales from our Tommy Jeans business, which we exited last year

### HALSTON

*Simple and classic elegance that offers an easy, modern approach to aspirational style*

- New 20-year license for North America begins January 2024 with three extensions
- Option to buy brand for agreed upon price
- Ability to sublicense additional categories
- Launched in Fall 2024 with plans to expand distribution across channels and geographies

### Champion®

*Iconic American brand born from sport, offering iconic athletic apparel with strong appeal among younger consumer audiences*

- New multi-year license to produce outerwear for Champion
- Acquired the license in 2023 with plans to create quality heritage pieces that expand Champion's renown lifestyle offering
- Distribution through G-III's diverse channels in North America as well as Champion's global network
- Launched in Fall 2024

### ★ CONVERSE®

*Iconic American lifestyle brand with a longstanding legacy across multiple sports & creative communities with global recognition and strong appeal among younger consumers*

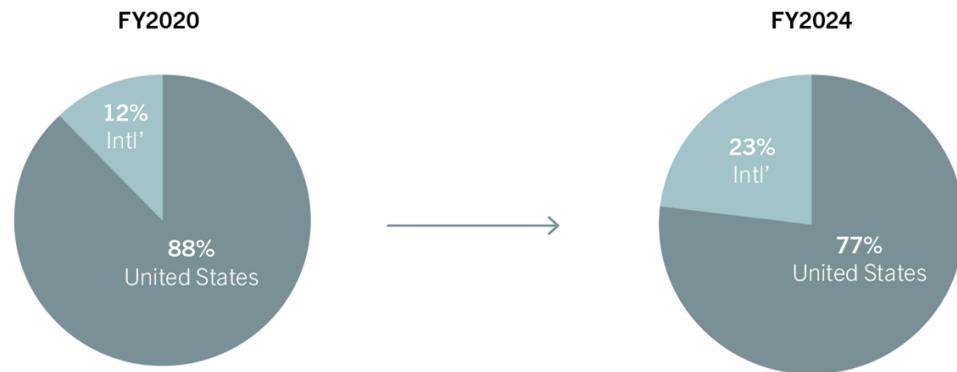
- G-III signed a global licensing agreement with Converse Inc. to produce men's and women's apparel
- Global recognition that meets the ever-shifting demands of the younger consumer
- Converse allows us to extend our active lifestyle offering beyond our Team Sports business with differentiated product from our fashion brands
- Launching in Fall 2025

# EXPAND OUR GLOBAL REACH

Expanding our brands outside the U.S. remains one of our largest opportunities over the next 3-5 years

- Vilebrequin, along with our acquisition of Karl Lagerfeld, helped accelerate our international presence, and we are in the early stages of expanding DKNY and Donna Karan globally
- This year, we acquired a **~20% ownership stake in All We Wear Group (AWWG)**, which will further accelerate our international presence as we leverage the Company’s well-established infrastructure and management team in Europe to scale our brands

## INTERNATIONAL SALES BREAKDOWN



~20% of total net sales in FY24 came from outside the U.S.

## SIGNIFICANT OPPORTUNITY TO SCALE OUR BRANDS INTERNATIONALLY



- 200+ company and partner operated stores internationally
- Growing digital business
- Strong omni channels wholesale distribution
- Global recognition with strong licensed categories including hotels & hospitality



- ~165+ company and partner stores internationally
- Growing business in Asia, Middle East & Europe
- Opening ~20+ stores in key European cities
- Over 20+ licensed categories



- ~200 company and partner operated stores globally
- 600 retail doors and websites
- 113 countries
- Extensive collaborations including beach club

# BRING OUR NORTH AMERICAN RETAIL SEGMENT TO PROFITABILITY

Improving productivity & profitability as a result of our retail segment transformation initiatives

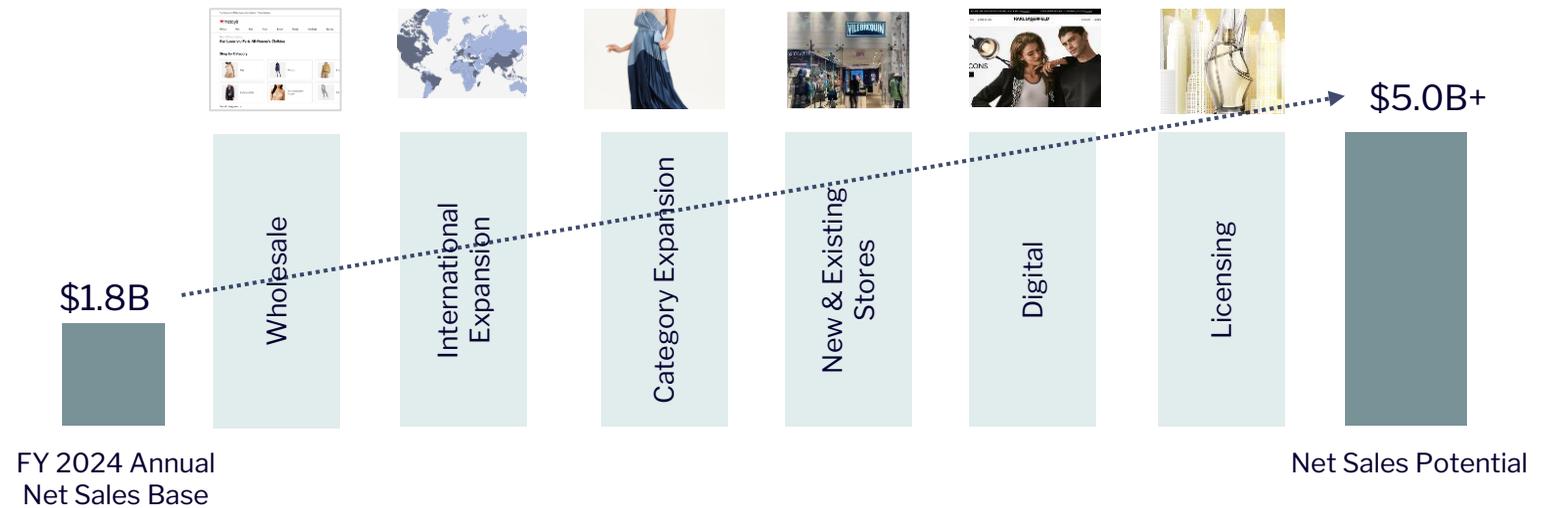
- We are pleased with the progress we are making in our retail segment transformation since the recently implemented **management footprint, merchandising, and brand experience changes**
- Improving productivity in our direct-to-consumer businesses for Karl Lagerfeld and DKNY in North America, both with **strong comp sales increases** throughout this year
- Losses in our retail segment have been **reduced by more than 50%** and we expect continued profitability improvement into next year



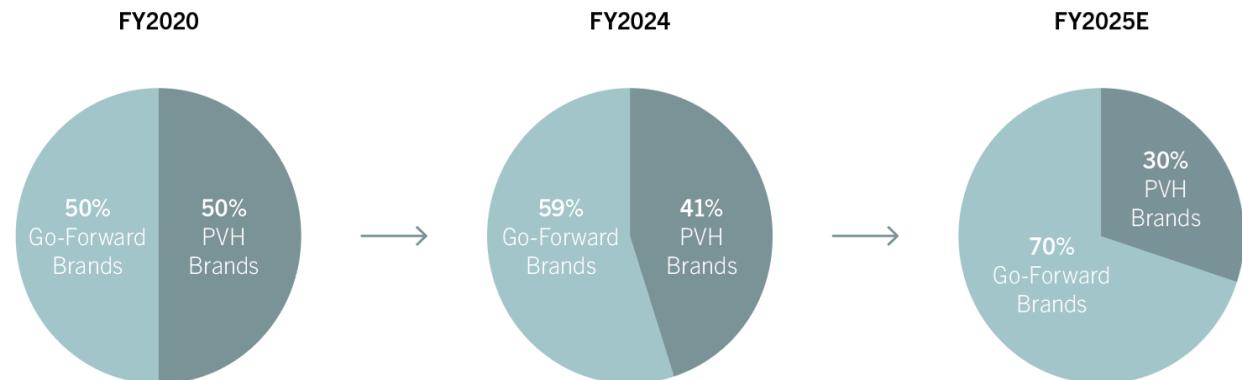
# GO-FORWARD PORTFOLIO

- We have transformed our business model, creating a **diversified Go-Forward portfolio** of owned and licensed brands that leaves us well-positioned to **deliver long-term sustainable growth**, supported by our strategic initiatives as well as our powerful corporate platform
- Our key owned brands DKNY, Karl Lagerfeld, Donna Karan, and Vilebrequin, along with the rest of our go-forward portfolio delivered ~\$1.8 billion in net sales for FY 2024 **with expected double-digit growth this year**
- Together, with our new launches, we see a **\$5 billion long-term net sales potential**
- We continue to expect net sales penetration of our go-forward portfolio to approach **~70% of total sales in fiscal 2025**

## \$5 BILLION+ IN LONG-TERM NET SALES POTENTIAL



## NET SALES PENETRATION: GO-FORWARD PORTFOLIO VS. PVH BRANDS



# BUSINESS UPDATE



Q3 FY25

# Q3 FISCAL 2025

*“I am very pleased with our strong third quarter results, with **earnings per diluted share exceeding our expectations**, driven by over **30% organic growth of our key owned brands** DKNY, Karl Lagerfeld, Donna Karan and Vilebrequin. The power of our transforming business model is delivering margin expansion and bottom-line outperformance.”*

**Morris Goldfarb,  
Chairman and CEO**

## THIRD QUARTER BUSINESS UPDATE

- Our key owned brands DKNY, Karl Lagerfeld, Donna Karan, and Vilebrequin collectively grew over 30% this quarter
- We are building our complementary licensed portfolio to further diversify our business with the successful launch of Nautica, Halston, and Champion outerwear this year
- We continue to navigate the ever-changing retail environment as we gain market share across channels
- International expansion remains a top priority as we further build our operational platform in Europe, complemented by our partnership with AWWG
- Calvin Klein and Tommy Hilfiger continue to deliver strong profitability despite the challenges of the transition
- Sales penetration of the PVH brands is expected to approach 30% in fiscal 2025

**Donna Karan** delivered another standout quarter

- Year-to-date, retail sales exceeding our expectations by double-digits, while driving some of the highest AURs and sell-throughs across our portfolio
- Expected to reach over 1,600 points of sale in Spring 2025

**DKNY** sales increased over 30% in the third quarter, driven by North America

- Over 700 new points of sale added in the Fall
- Fall “New York Stories” campaign and Yankee partnership garnered significant press attention and drove strong engagement in Q3

**Karl Lagerfeld** sales grew over 30% driven by momentum in North America

- ~600 new points of sale for a total of 3,000+ points of sale in North America
- North America DTC business seeing sequential improvement, with store delivering +DD comp sales growth and website continuing to outperform with comps nearly doubling over last year

**Vilebrequin** continues to demonstrate powerful global brand awareness

- Expanding retail store footprint with four new locations in Macau, the US, and Brazil
- On track to open ~15 partner-operated beach club concepts by the end of 2027

# Q3 FISCAL 2025

## KEY FINANCIAL RESULTS

(\$ in millions, except per share amounts)

	<b>Three Months Ended October 31,</b>	
	<b>2024</b>	<b>2023</b>
	(Unaudited)	
Net sales	\$ 1,087	\$ 1,067
Cost of goods sold	655	634
Gross profit	432	433
Selling, general and administrative expenses	259	236
Depreciation and amortization	7	7
Operating profit	166	190
Other income (loss)	1	(3)
Interest and financing charges, net	(6)	(11)
Income before income taxes	161	176
Income tax expense	46	49
Net income	115	127
Less: Loss attributable to noncontrolling interests	—	(0)
Net income attributable to G-III Apparel Group, Ltd.	\$ 115	\$ 128
Weighted average shares outstanding:		
Basic	43,885	45,723
Diluted	44,954	46,560
Net income attributable to G-III Apparel Group, Ltd. per common share:		
Basic	\$ 2.62	\$ 2.79
Diluted	\$ 2.55	\$ 2.74
<b>Non-GAAP EPS*</b>	<b>\$ 2.59</b>	<b>\$ 2.78</b>

- **Non-GAAP net income** for the third quarter was \$116.3 million, or \$2.59 per diluted share, which was significantly above our expectations. This compares to \$129.6 million, or \$2.78 per diluted share in last year's third quarter
- **Net sales** for the third quarter were \$1.09 billion, compared to \$1.07 billion during the same period last year
- **Gross margin** was 39.8% in the third quarter compared to 40.6% last year, which was better than expectations, driven by higher sales penetration of our owned brands
- **Non-GAAP SG&A expenses** were \$259 million, compared to \$234 million in last year's third quarter. Higher SG&A expenses were driven by planned increased investments in marketing, talent, and technology this year

\*See reconciliation of GAAP to Non-GAAP in appendix.

# Q3 FISCAL 2025

## BALANCE SHEET HIGHLIGHTS

(\$ in thousands)	<u>At October 31, 2024</u>	<u>At October 31, 2023</u>
Cash and Cash Equivalents	\$ 104,686	\$ 197,391
Long-term Debt	\$ 224,175	\$ 461,945
Net Debt (Cash)	\$ 119,489	\$ 264,554
Working Capital	\$ 980,899	\$ 1,110,793
Inventories	\$ 532,463	\$ 591,530
Total Assets	\$ 2,783,611	\$ 2,749,333
Operating Lease Liabilities	\$ 302,313	\$ 239,419
Total Stockholders' Equity	\$ 1,648,726	\$ 1,503,220

- **Inventory** decreased 10% to \$532.5 million at the end of this year's third quarter compared to \$591.5 million in the third quarter of last year
- **Total debt** decreased 52% to \$224.2 million at the end of this year's third quarter compared to \$461.9 million in the third quarter of last year
  - In August 2024, we retired \$400 million senior secured notes; this payment was made with cash on hand and borrowings from revolving credit facility
  - Our decrease in total debt is after our ~\$80 million investment in AWWG and ~\$60 million in stock repurchases this year

# FISCAL 2025 OUTLOOK

“Looking at the remainder of the year, given our significant third quarter earnings outperformance, we are once again **raising our earnings per diluted share guidance for fiscal 2025**. Our proven track record of success and our strong balance sheet gives us ample flexibility to invest in long-term opportunities to expand our business, while **delivering on our commitment to drive long-term sustainable growth and shareholder value.**”

- **Morris Goldfarb, Chairman and CEO**

## FISCAL 2025 GUIDANCE

(\$ in millions, except per share amounts)

For the Year Ended January 31,

	<b>FY 25 Forecasted</b>	<b>FY 24 Actual</b>
Net Sales	\$ 3,150	\$ 3,098
Non-GAAP Net Income	\$ 186 - 191	\$ 190
Non-GAAP Net Income Per Diluted Share*	\$ 4.10 - 4.20	\$ 4.04

\*See reconciliation of GAAP to Non-GAAP in appendix.

Our updated full year fiscal 2025 outlook includes the following:

- **Gross margin expansion** to last year, driven by the outperformance of our owned brands
- **Incremental SG&A expenses** of approximately \$55.0 million, primarily related to marketing expenses to support Donna Karan and DKNY, as well as investments in talent and technology
- **Non-GAAP interest expense** of approximately \$19 million
- **Capital expenditures** of approximately \$50 million
- **Estimated tax rate** of 28.5%



# FISCAL 2024

## FISCAL 2024

## FISCAL 2024 P&amp;L

(\$ in thousands, except per share amounts)

	For the Year Ended January 31, 2024				
	Q1	Q2	Q3	Q4	Full Year
	(Unaudited)				(Audited)
Net sales	\$ 606,589	\$ 659,761	\$ 1,067,110	\$ 764,782	\$ 3,098,242
Cost of goods sold	356,789	383,108	633,697	482,801	1,856,395
Gross profit	249,800	276,653	433,413	281,981	1,241,847
Selling, general and administrative expenses	227,961	239,207	236,308	220,747	924,223
Depreciation and amortization	6,576	5,959	6,595	8,393	27,523
Asset impairments	—	—	222	6,536	6,758
Operating profit	15,263	31,487	190,288	46,305	283,343
Other income (loss)	973	192	(3,129)	(1,185)	(3,149)
Interest and financing charges, net	(12,150)	(9,492)	(11,024)	(6,929)	(39,595)
Income before income taxes	4,086	22,187	176,135	38,191	240,599
Income tax expense	945	5,951	48,755	10,208	65,859
Net income	3,141	16,236	127,380	27,983	174,740
Less: Loss attributable to noncontrolling interests	(95)	(202)	(260)	(871)	(1,428)
Net income attributable to G-III Apparel Group, Ltd.	\$ 3,236	\$ 16,438	\$ 127,640	\$ 28,854	\$ 176,168
Weighted average shares outstanding:					
Basic	46,286	45,714	45,723	45,727	45,859
Diluted	47,442	46,570	46,560	47,021	47,000
Net income attributable to G-III Apparel Group, Ltd. per common share:					
Basic	\$ 0.07	\$ 0.36	\$ 2.79	\$ 0.63	\$ 3.84
Diluted	\$ 0.07	\$ 0.35	\$ 2.74	\$ 0.61	\$ 3.75
<b>Non-GAAP EPS*</b>	<b>\$ 0.13</b>	<b>\$ 0.40</b>	<b>\$ 2.78</b>	<b>\$ 0.76</b>	<b>\$ 4.04</b>

\*See reconciliation of GAAP to Non-GAAP in appendix.

- **FY2024 non-GAAP net income per diluted share** increased 42% to \$4.04 from \$2.85 in the prior fiscal year and was above our guidance
  - Second highest in company history
- **Net sales** were \$3.1 billion, compared to \$3.23 billion last year, impacted by warmer weather, the challenging consumer environment and our decision to not chase less profitable sales
- **Gross margins** expanded by over 600 basis points driven by disciplined inventory management, moderation in freight supply chain efficiencies, greater mix of owned brands and AUR improvements

# FISCAL 2024

## BALANCE SHEET HIGHLIGHTS

(\$ in thousands)

	<u>At January 31,</u> <u>2024</u>	<u>At January 31,</u> <u>2023</u>
Cash and Cash Equivalents	\$ 508	\$ 192
Long-term Debt	\$ 418	\$ 619
Net Debt	\$ 90	\$ (428)
Working Capital	\$ 1,167	\$ 1,073
Inventories	\$ 520	\$ 709
Total Assets	\$ 2,681	\$ 2,712
Operating Lease Liabilities	\$ 235	\$ 258
Total Stockholders' Equity	\$ 1,550	\$ 1,385

\*Net Cash provided by operating activities less capital expenditures.

- **Inventory** decreased 27% to \$520 million, from last year's \$709 million
  - Made strong progress rightsizing higher inventory levels carried over from last year, with inventory levels better aligned with future sales
- Further strengthened our credit profile
  - Ended in a **net cash** position of approximately \$90 million compared to a net debt position of \$428 million or 1.6 times at the prior year end and with >\$1 billion dollars in liquidity
  - This is after paying down \$125 million in outstanding debt and repurchasing \$26 million of our stock
- Generated **free cash flow** of over \$550\* million

“We have grown and evolved significantly over the past 50 years because we lead with an entrepreneurial approach and value relationships. This proven formula will drive G-III as we enter the next phase of our business.”

MORRIS GOLDFARB, CHAIRMAN & CEO

A handwritten signature in white ink, reading "Morris Goldfarb". The signature is written in a cursive, flowing style with a large initial 'M'.

# APPENDIX



## FISCAL 2023

## FISCAL 2023 P&amp;L

(\$ in thousands, except per share amounts)

	For the Year Ended January 31, 2023				
	Q1	Q2	Q3	Q4	Full Year
		(Unaudited)			(Audited)
Net sales	\$ 688,757	\$ 605,244	\$ 1,078,299	\$ 854,428	\$ 3,226,728
Cost of goods sold	442,718	376,318	733,672	572,883	2,125,591
Gross profit	246,039	228,926	344,627	281,545	1,101,137
Selling, general and administrative expenses	185,417	191,041	239,893	216,800	833,151
Depreciation and amortization	6,095	6,656	7,270	7,741	27,762
Asset impairments	(9)	(29)	250	349,474	349,686
Operating profit (loss)	54,536	31,258	97,214	(292,470)	(109,462)
Other income (loss)	(2,708)	30,326	(2,795)	3,071	27,894
Interest and financing charges, net	(12,203)	(12,550)	(16,052)	(15,797)	(56,602)
Income (loss) before income taxes	39,625	49,034	78,367	(305,196)	(138,170)
Income tax expense (benefit)	9,000	12,968	17,521	(43,277)	(3,788)
Net income (loss)	30,625	36,066	60,846	(261,919)	(134,382)
Less: Loss attributable to noncontrolling interests	(8)	(254)	(257)	(802)	(1,321)
Net income (loss) attributable to G-III Apparel Group, Ltd.	\$ 30,633	\$ 36,320	\$ 61,103	\$ (261,117)	\$ (133,061)
Weighted average shares outstanding:					
Basic	48,016	47,999	47,488	47,120	47,653
Diluted	49,108	49,019	48,475	47,120	47,653
Net income (loss) attributable to G-III Apparel Group, Ltd. per common share:					
Basic	\$ 0.64	\$ 0.76	\$ 1.29	\$ (5.54)	\$ (2.79)
Diluted	\$ 0.62	\$ 0.74	\$ 1.26	\$ (5.54)	\$ (2.79)
<b>Non-GAAP EPS*</b>	<b>\$ 0.72</b>	<b>\$ 0.39</b>	<b>\$ 1.35</b>	<b>\$ 0.41</b>	<b>\$ 2.85</b>

\*See reconciliation of GAAP to Non-GAAP in appendix.

# FISCAL 2023

## GAAP TO NON-GAAP RECONCILIATION RESULTS

(\$ in thousands, except per share amounts)

<b>GAAP Net Income (Loss) to Non-GAAP Net Income</b>	<b>For the Year Ended January 31, 2023</b>				
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Full Year</b>
Net Income (Loss)	\$ 30,634	\$ 36,319	\$ 61,103	\$ (261,117)	\$ (133,061)
Karl Lagerfeld Investment Gain	-	(30,925)	-	3,854	(27,071)
Expenses related to Karl Lagerfeld acquisition	4,179	5,693	3,769	254	13,895
Non-Cash Imputed Interest	1,671	1,740	1,750	1,787	6,947
Asset Impairments	-	(29)	250	349,474	349,686
Bonus Accrual Expense Reversed Due to Goodwill Impairment Charge	-	-	-	(17,900)	(17,900)
Income Tax Impact of Non-GAAP Adjustments	(1,328)	6,220	(1,289)	(56,554)	(53,737)
Non-GAAP Net Income	\$ 35,156	\$ 19,018	\$ 65,583	\$ 19,798	\$ 138,759

<b>GAAP Net Income (Loss) Per Diluted Share to Non-GAAP Net Income Per Diluted Share</b>	<b>For the Year Ended January 31, 2023</b>				
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Full Year</b>
GAAP Net Income (Loss) Per Diluted Share	\$ 0.62	\$ 0.74	\$ 1.26	\$ (5.54)	\$ (2.79)
Adjustment from GAAP Diluted Shares to Non-GAAP Diluted Shares	-	-	-	0.12	0.06
Karl Lagerfeld Investment Gain	-	(0.63)	-	0.08	(0.56)
Expenses related to Karl Lagerfeld acquisition	0.09	0.12	0.07	0.01	0.29
Non-Cash Imputed Interest	0.04	0.03	0.04	0.04	0.14
Asset Impairments	-	-	0.01	7.26	7.18
Bonus Accrual Expense Reversed Due to Goodwill Impairment Charge	-	-	-	(0.37)	(0.37)
Income Tax Impact of Non-GAAP Adjustments	(0.03)	0.13	(0.03)	(1.19)	(1.10)
Non-GAAP Net Income Per Diluted Share	\$ 0.72	\$ 0.39	\$ 1.35	\$ 0.41	\$ 2.85

# FISCAL 2024

## GAAP TO NON-GAAP RECONCILIATION RESULTS

(\$ in thousands, except per share amounts)

### GAAP Net Income to Non-GAAP Net Income

	For the Year Ended January 31, 2024				
	Q1	Q2	Q3	Q4	Full Year
Net Income	\$ 3,236	\$ 16,438	\$ 127,640	\$ 28,854	\$ 176,168
Asset impairments	-	-	222	6,536	6,758
Expenses related to Karl Lagerfeld acquisition	1,821	1,848	1,847	598	6,115
Non-Cash Imputed Interest	1,817	1,086	682	213	3,798
One-time expenses primarily related to our DKNY business in China	-	-	-	3,138	3,138
Change in fair value of earnout liability	-	-	-	(1,041)	(1,041)
Income Tax Impact of Non-GAAP Adjustments	(841)	(786)	(761)	(2,524)	(5,137)
Non-GAAP Net Income	\$ 6,033	\$ 18,586	\$ 129,630	\$ 35,774	\$ 189,799

### GAAP Net Income Per Diluted Share to Non-GAAP Net Income Per Diluted Share

	For the Year Ended January 31, 2024				
	Q1	Q2	Q3	Q4	Full Year
GAAP Net Income Per Diluted Share	\$ 0.07	\$ 0.35	\$ 2.74	\$ 0.61	\$ 3.75
Asset impairments	-	-	0.01	0.14	0.14
Expenses related to Karl Lagerfeld acquisition	0.04	0.04	0.04	0.01	0.13
Non-Cash Imputed Interest	0.04	0.03	0.01	-	0.08
One-time expenses primarily related to our DKNY business in China	-	-	-	0.07	0.07
Change in fair value of earnout liability	-	-	-	(0.02)	(0.02)
Income Tax Impact of Non-GAAP Adjustments	(0.02)	(0.02)	(0.02)	(0.05)	(0.11)
Non-GAAP Net Income Per Diluted Share	\$ 0.13	\$ 0.40	\$ 2.78	\$ 0.76	\$ 4.04

### Net Income to Adjusted EBITDA

	For the Year Ended January 31, 2024				
	Q1	Q2	Q3	Q4	Full Year
Net Income	\$ 3,236	\$ 16,438	\$ 127,640	\$ 28,854	\$ 176,168
Asset impairments	-	-	222	6,536	6,758
Expenses related to Karl Lagerfeld acquisition	1,821	1,848	1,847	599	6,115
One-time expenses primarily related to our DKNY business in China	-	-	-	3,138	3,138
Change in fair value of earnout liability	-	-	-	(1,041)	(1,041)
Depreciation and amortization	6,576	5,959	6,595	8,393	27,523
Interest and financing charges, net	12,151	9,492	11,024	6,928	39,595
Income tax expense	945	5,951	48,755	10,208	65,859
Adjusted EBITDA	\$ 24,729	\$ 39,688	\$ 196,083	\$ 63,615	\$ 324,115

# FISCAL 2025

## GAAP TO NON-GAAP RECONCILIATION RESULTS

(\$ in thousands, except per share amounts)

### Forecasted and Actual GAAP Net Income to Forecasted and Actual Non-GAAP Net Income

	For the Year Ended January 31, 2025			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
Net Income	\$ 5,802	\$ 24,212	\$ 114,768	\$ 185,000 - 190,000
Write-off of deferred financing costs	-	-	1,598	1,598
One-time warehouse related severance expenses	-	-	530	559
Gain on forgiveness of liabilities	-	(600)	-	(600)
Income Tax Impact of Non-GAAP Adjustments	-	168	(610)	(557)
Non-GAAP Net Income	\$ 5,802	\$ 23,780	\$ 116,286	\$ 186,000 - 191,000

### Forecasted and Actual GAAP Net Income Per Diluted Share to Forecasted and Actual Non-GAAP Net Income Per Diluted Share

	For the Year Ended January 31, 2025			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
GAAP Net Income Per Diluted Share	\$ 0.12	\$ 0.53	\$ 2.55	\$ 4.08 - 4.18
Write-off of deferred financing costs	-	-	0.04	0.04
One-time warehouse related severance expenses	-	-	0.01	0.01
Gain on forgiveness of liabilities	-	(0.01)	-	(0.01)
Income Tax Impact of Non-GAAP Adjustments	-	-	(0.01)	(0.02)
Non-GAAP Net Income Per Diluted Share	\$ 0.12	\$ 0.52	\$ 2.59	\$ 4.10 - 4.20

### Forecasted and Actual Net Income to Forecasted and Actual Adjusted EBITDA

	For the Year Ended January 31, 2025			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
Forecasted and Actual Net Income	\$ 5,802	\$ 24,212	\$ 114,768	\$ 185,000 - 190,000
One-time warehouse related severance expenses	-	-	530	559
Gain on forgiveness of liabilities	-	(600)	-	(600)
Depreciation and amortization	8,768	5,380	6,556	29,000
Interest and financing charges, net	5,424	4,876	6,358	20,000
Income tax expense	2,305	9,447	46,151	75,041
Forecasted and Actual Adjusted EBITDA	\$ 22,299	\$ 43,315	\$ 174,363	\$ 309,000 - 314,000

