



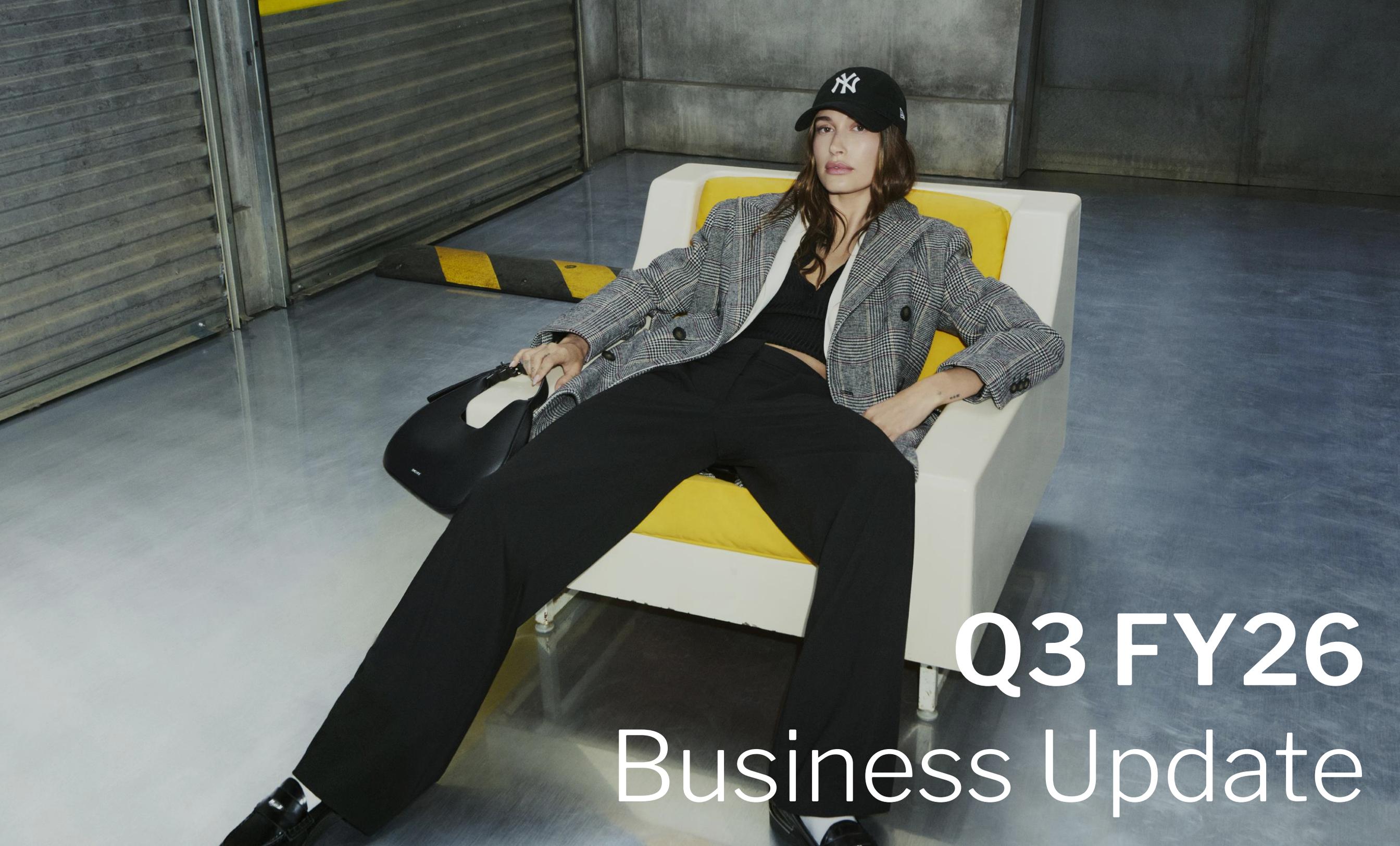
Third Quarter Fiscal 2026

Earnings Presentation



G III
G-III Apparel Group





Q3 FY26 Business Update

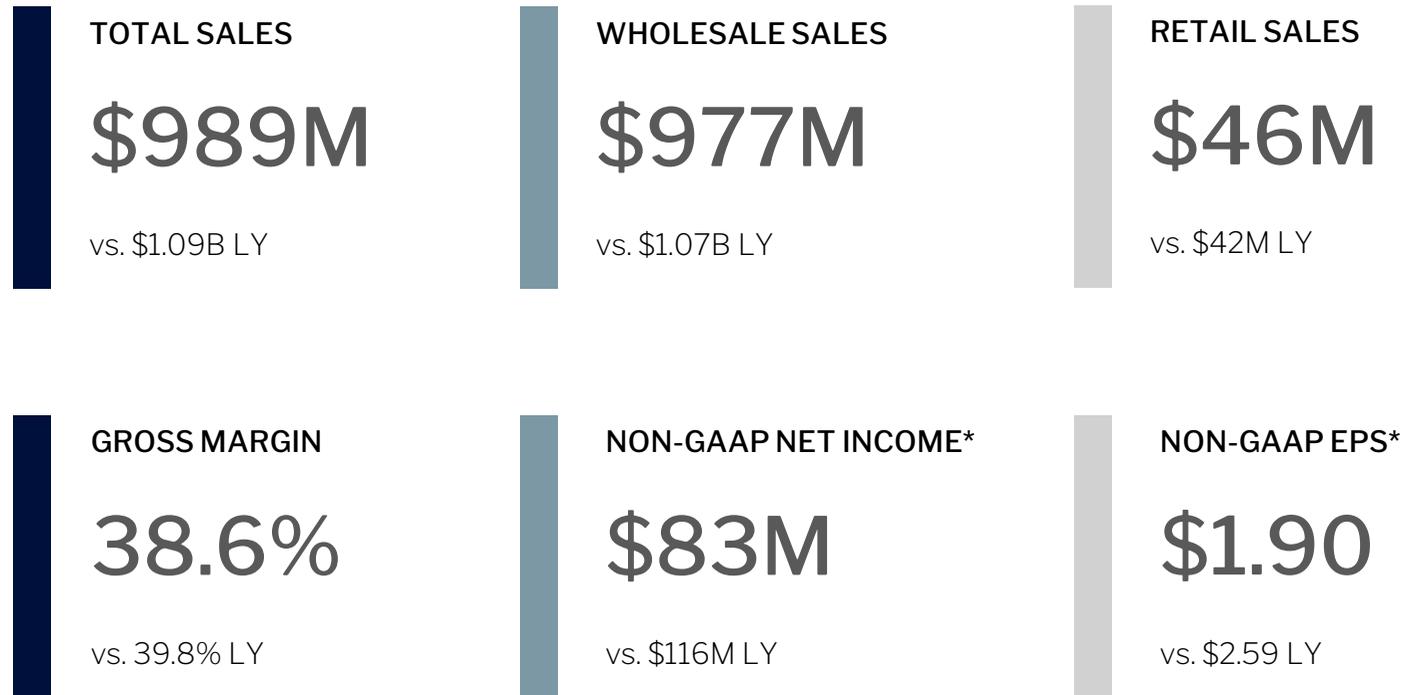


Q3 FY26 OVERVIEW

- We delivered a strong third quarter, with gross margins and earnings per diluted share ahead of expectations, despite the impact of tariffs.
- Our success in the third quarter was driven by the strength of our go-forward portfolio, particularly our owned brands, as well as a healthy mix of full-price sales and our mitigation efforts against tariffs.
- Our consumers continue to respond to newness and fashion, and we are encouraged by the solid trends we have seen throughout the holiday season to date.
- We introduced our first ever quarterly dividend of \$0.10 per share, payable on December 29, 2025.
- Looking ahead, we are updating our fiscal 2026 guidance to take into consideration our third quarter earnings outperformance, combined with the uncertainties around the consumer environment and tariff-related margin pressures.

Q3 FY26 FINANCIAL RESULTS

Strong Third Quarter Results with Gross Margins and Earnings Far Exceeding Our Expectations



“We delivered a strong third quarter with gross margins and earnings far exceeding our expectations. This was driven by the strength of our go-forward portfolio, particularly our owned brands, as well as a healthy mix of full-price sales and our mitigation efforts against tariffs. I am pleased with how our brands are resonating with consumers and encouraged by the solid demand we have seen throughout the holiday season to date.”

Morris Goldfarb, Chairman and CEO

*See reconciliation of GAAP to Non-GAAP results in appendix

Q3 FY26 P&L OVERVIEW

Strong Third Quarter Results, Despite a Challenging Macro Environment

<i>(Unaudited)</i>	Three Months Ended October 31,	
	2025	2024
<i>(\$ in thousands, except for per share data)</i>		
Net Sales	\$988,649	\$1,086,759
Gross Profit	\$381,533	\$432,131
SG&A Expenses	\$260,429	\$259,240
Non-GAAP Net Income*	\$83,414	\$116,286
Non-GAAP Diluted EPS*	\$1.90	\$2.59

- **Net sales** decreased 9% to \$989 million compared to \$1.09 billion last year, generally in-line with our expectations.
- **Gross margin** was 38.6% compared to 39.8% last year and better than our expectations, driven by a stronger mix of full price sales.
- **Non-GAAP SG&A expenses** were similar to the prior year at \$258 million, compared to \$259 million in last year's third quarter.
- **Non-GAAP net income** was \$83 million, or \$1.90 per diluted share, compared to \$116 million, or \$2.59 per diluted share last year.

*See reconciliation of GAAP to Non-GAAP results in appendix

Q3 FY26 BALANCE SHEET OVERVIEW

Strong Financial Position with Flexibility to Invest in Future Growth Opportunities

<i>(Unaudited)</i>	As of October 31,	
<i>(\$ in thousands)</i>	2025	2024
Cash & Cash Equivalents	\$184,063	\$104,686
Long-Term Debt	\$10,560	\$224,175
Net Cash (Debt)	\$173,503	(\$119,489)
Working Capital	\$889,318	\$980,899
Inventories	\$547,092	\$532,463
Total Assets	\$2,758,713	\$2,783,611
Operating Lease Liabilities	\$274,919	\$302,313
Total Stockholders' Equity	\$1,789,127	\$1,648,726

- **Inventories** modestly increased 3% to \$547 million at the end of the quarter from last year's \$532 million, with units down year-over-year.
- **Net cash position** of \$174 million compared to a net debt position of \$119 million in the same period last year.
- **Share repurchases** of 209,851 for \$5.4 million were made in the third quarter and 2,158,276 for \$49.8 million in the year-to-date period.
- **Total cash and availability** position of approximately \$875 million.
- **Initiated first ever quarterly cash dividend** of \$0.10 per share, payable on December 29, 2025.

FY 2026 OUTLOOK

Looking ahead, we remain mindful of the global consumer environment and are taking a prudent approach to our outlook for the remainder of the year

Fiscal 2026 Guidance

Net Sales	\$2.98B
GAAP Net Income	\$121M - \$126M
GAAP Diluted EPS	\$2.72 - \$2.82
Non-GAAP Net Income*	\$125M - \$130M
Non-GAAP Diluted EPS*	\$2.80 - \$2.90
Adjusted EBITDA	\$208M - \$213M
Net Interest Expense	~\$1.5M
Capital Expenditures	~\$40M
Tax Rate	~29.5%

- Our updated fiscal 2026 guidance reflects the strength of our third quarter earnings outperformance, along with a disciplined view of the current consumer landscape and the expected effects of tariffs on our top and bottom lines.
- We continue to expect our key owned brands DKNY, Donna Karan, Karl Lagerfeld, and Vilebrequin, to grow at a mid-single-digit rate this year.
- Our updated view is that the gross impact of tariffs will amount to approximately \$135 million and we now estimate the unmitigated impact to be approximately \$65 million for fiscal 2026.
- We now expect gross margins for the full fiscal year 2026 to be down approximately 200 basis points. The fourth quarter decline will reflect the highest penetration and impact from tariffed inventory.

*See reconciliation of GAAP to Non-GAAP results in appendix



Q3 FY26
Brand Highlights



Q3 FY26

DONNA KARAN

- Donna Karan outperformed expectations, delivering impressive double-digit sales increases in North America.
- DonnaKaran.com outperformed with traffic up approximately 150% and average order values increasing over 10% alongside healthy AURs and strong sell-throughs. Growth was led by dresses, footwear, and handbags.
- Wholesale momentum is strong, with distribution in ~1,700 points of sale and an expected 200 more by Spring 2026.
- The accessories business is gaining traction with premium handbags commanding AURs upwards of \$500.
- Launched Donna Karan Weekend mid-November; already seeing great results across channels with dresses, denim and knit sets as early standouts.
- Launched Donna Karan Jewelry mid-November exclusively on DonnaKaran.com, rolling out to department and specialty stores for Spring 2026.
- We expect growth of 40% in fiscal 2026, reinforcing the brand's position as a key growth driver within our portfolio.



KARL LAGERFELD

Q3 FY26

KARL LAGERFELD

- Karl Lagerfeld delivered another strong quarter, amplified by the success of our global brand initiative, starring the iconic Paris Hilton.
- Continue to see strong growth in our women's business with North America outperforming; healthy performance across wholesale and retail, with strong full price selling and AUR increases.
- With 3,200 domestic points of sale in Fall 2025, we expect to add approximately 100 more by Spring, driven by extended assortments and increased footprint.
- Our global men's business continues to be a key growth catalyst, complementing our women's business and posting close to 20% growth in the quarter.
- Karl Lagerfeld Jeans, currently sold internationally, is resonating with younger consumers and driving incremental growth with sales up over 30% in the third quarter.
- Fall Winter 2025 campaign, "From Paris, With Love," delivered a high-impact global roll-out across our key markets, marking one of our strongest media performances to date.



Q3 FY26

DKNY

- DKNY, our largest brand, was led with healthy full-price sell-throughs in North America across key categories.
- North American direct-to-consumer business showed positive comp growth across stores and dkny.com, up 20% on higher conversion.
- Solid traction internationally; Fall 2025 deliveries and improving sell-throughs helped meet targets despite softer European markets.
- Europe showed notable progress, led by handbags – our top performing category with strong full price sell-throughs.
- Digital performance at DKNY, similar to Karl, remains robust, driven by growth at Answear and Zalando.
- To further global expansion efforts, recently signed a new license partner in China to reposition the brand for growth there.
- Marketing momentum is strong—our Fall 2025 campaign with Hailey Bieber delivered record results with 7.9 billion impressions and \$15.9 million in earned media value.



FY 2025 Results Overview

FY25 ACHIEVEMENTS

A Year of Investments to Fuel Future Growth

- We powered global growth with total revenue increasing 2.7% to \$3.18 billion annual net sales, driven by over 20% growth of our key owned brands DKNY, Karl Lagerfeld, Donna Karan, and Vilebrequin, while expanding gross margin.
- We successfully relaunched Donna Karan in Spring 2024 and brought to market three new licensed brands, Nautica, Halston and Champion, which together, contributed sizably to our top line growth and present a significant growth opportunity.
- We made sizable investments in marketing to drive growth of our DKNY and Donna Karan brands, as well as investments in technology and talent to enhance operational capabilities.
- Our Calvin Klein and Tommy Hilfiger businesses now collectively represent approximately 34% of our total net sales, down from over 50% two years ago, and we expect it to approximate 25% by the end of fiscal 2026.
- Lastly, we executed well on our retail segment turnaround initiatives in North America, cutting our losses in half, adding over \$15 million to our bottom line, with further improvement expected in fiscal 2026.



FY25 FINANCIAL HIGHLIGHTS

Delivered Top-Line Growth and Record Earnings Per Diluted Share

TOTAL REVENUE

\$3.18B

+2.7% YoY vs. \$3.10B last year

Led by over 20% growth of our key owned brands and success of our new launches

GROSS MARGIN

40.8%

+70 bps YoY vs. 40.1% last year

Driven by greater sales penetration of our higher margin owned brands

NON-GAAP NET INCOME*

\$204M

+7.3% YoY vs. \$190M last year

Increase due to gross margin expansion and interest expense savings this year

NON-GAAP DILUTED EPS*

\$4.42

+9% YoY vs. \$4.04 per share last year

Record full year reported GAAP and Non-GAAP earnings per share, exceeding guidance

INVENTORY DECLINES

-8%

~\$478M vs. \$520M last year

Inventory levels well aligned to support future sales growth

CASH AND AVAILABILITY

\$775M+

~\$175M net cash vs. \$90M net cash last year

Strong financial position with ample flexibility to invest in future growth opportunities

*See reconciliation of GAAP to Non-GAAP results in appendix

FY25 BALANCE SHEET HIGHLIGHTS

Strong Financial Position With Ample Flexibility to Invest in Future Opportunities to Fuel Growth



	As of January 31,	
(\$ in thousands)	2025	2024
Cash & Cash Equivalents	\$181,440	\$507,829
Long-Term Debt	\$6,159	\$417,833
Net Cash	\$175,281	\$89,996
Working Capital	\$824,864	\$1,166,690
Inventories	\$478,086	\$520,426
Total Assets	\$2,483,234	\$2,681,164
Operating Lease Liabilities	\$271,525	\$234,834
Total Stockholders' Equity	\$1,679,481	\$1,550,260

“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

FY 2026 GAAP TO NON-GAAP RECONCILIATION (UNAUDITED)

(\$ 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, 2026			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
GAAP Net Income	\$ 7,759	\$ 10,939	\$ 80,593	\$ 121,000 - 126,000
Strategic opportunity related professional fees	-	-	2,365	2,365
Asset impairments	-	-	1,607	1,607
One-time warehouse related severance expenses	978	349	-	1,327
Income Tax Impact of Non-GAAP Adjustments	(316)	(108)	(1,151)	(1,299)
Non-GAAP Net Income	\$ 8,421	\$ 11,180	\$ 83,414	\$ 125,000 - 130,000

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, 2026			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
GAAP Net Income Per Diluted Share	\$ 0.17	\$ 0.25	\$ 1.84	\$ 2.72 - 2.82
Strategic opportunity related professional fees	-	-	0.05	0.05
Asset impairments	-	-	0.04	0.04
One-time warehouse related severance expenses	0.03	-	-	0.03
Income Tax Impact of Non-GAAP Adjustments	(0.01)	-	(0.03)	(0.04)
Non-GAAP Net Income Per Diluted Share	\$ 0.19	\$ 0.25	\$ 1.90	\$ 2.80 - 2.90

Forecasted and Actual Net Income to Forecasted and Actual Adjusted EBITDA

	For the Year Ended January 31, 2026			
	Actual Q1	Actual Q2	Actual Q3	Forecasted Full Year
Net Income	\$ 7,759	\$ 10,939	\$ 80,593	\$ 121,000 - 126,000
Strategic opportunity related professional fees	-	-	2,365	2,365
Asset impairments	-	-	1,607	1,607
One-time warehouse related severance expenses	978	349	-	1,327
Depreciation and amortization	6,573	7,326	7,196	29,000
Interest and financing charges, net	461	(304)	229	1,500
Income tax expense	3,718	4,958	32,891	51,201
Adjusted EBITDA	\$ 19,489	\$ 23,268	\$ 124,881	\$ 208,000 - 213,000

FY 2025 GAAP TO NON-GAAP RECONCILIATION

(\$ in thousands, except per share amounts)

GAAP Net Income to Non-GAAP Net Income	For the Year Ended January 31, 2025				
	Q1	Q2	Q3	Q4	Full Year
Net Income	\$ 5,802	\$ 24,212	\$ 114,768	\$ 48,784	\$ 193,566
Asset impairments	-	-	-	8,195	8,195
One-time warehouse related severance expenses	25	4	530	1,349	1,908
Write-off of deferred financing costs	-	-	1,598	-	1,598
Gain on forgiveness of liabilities	-	(600)	-	-	(600)
Income Tax Impact of Non-GAAP Adjustments	-	168	(610)	(542)	(1,030)
Non-GAAP Net Income	\$ 5,827	\$ 23,784	\$ 116,286	\$ 57,786	\$ 203,637

GAAP Net Income Per Diluted Share to Non-GAAP Net Income Per Diluted Share	For the Year Ended January 31, 2025				
	Q1	Q2	Q3	Q4	Full Year
GAAP Net Income Per Diluted Share	\$ 0.12	\$ 0.53	\$ 2.55	\$ 1.07	\$ 4.20
Asset impairments	-	-	-	0.18	0.18
One-time warehouse related severance expenses	-	-	0.01	0.03	0.04
Write-off of deferred financing costs	-	-	0.04	-	0.03
Gain on forgiveness of liabilities	-	(0.01)	-	-	(0.01)
Income Tax Impact of Non-GAAP Adjustments	-	0.00	(0.01)	(0.01)	(0.02)
Non-GAAP Net Income Per Diluted Share	\$ 0.12	\$ 0.52	\$ 2.59	\$ 1.27	\$ 4.42

Net Income to Adjusted EBITDA	For the Year Ended January 31, 2025				
	Q1	Q2	Q3	Q4	Full Year
Net Income	\$ 5,802	\$ 24,212	\$ 114,768	\$ 48,784	\$ 193,566
Asset impairments	-	-	-	8,195	8,195
One-time warehouse related severance expenses	25	4	530	1,349	1,908
Gain on forgiveness of liabilities	-	(600)	-	-	(600)
Depreciation and amortization	8,768	5,380	6,556	6,740	27,444
Interest and financing charges, net	5,424	4,876	6,358	2,184	18,842
Income tax expense	2,305	9,447	46,151	18,663	76,566
Adjusted EBITDA	\$ 22,324	\$ 43,319	\$ 174,363	\$ 85,915	\$ 325,921

Thank



You

G-III
G-III Apparel Group