



Media Kit 2024

A global leader in fashion

“I am immensely proud of the powerful company we are today as we continue to unlock the value of our 30+ globally recognized and emerging brands.”

— Morris Goldfarb,  
Chairman and CEO

Who We Are	4
Leadership	6
Team & Experience	12
Brands	13
Brand Highlights	14
Locations	16
History	17
Philanthropy	19

## 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.

**\$3.10B** Fiscal 2024  
Global Revenue

**\$4.04** Fiscal 2024  
Non-GAAP EPS

**30+** Brands across a  
range of categories

**1,200+** Retail partners  
globally

**600+** Retail stores  
operating globally\*

**8** Retail websites  
(DKNY, DK, KL, KLP, VBQ, Bass,  
Wilson's Leather, Sonia Rykiel)

**8** Countries with our  
corporate offices

**40+** Worldwide sourcing and  
manufacturing partners

**1956** Year  
established

**3,500** Fulltime Employees  
& 1,100 part-time

**70%** Female employees  
and 47% POC

**1989** Public Company  
Listing

\* Company and Partner Operated.

# Purpose

Bring excitement to fashion by unlocking the potential of our brands

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## 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, Aron 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, Donna Karan New York, Karl Lagerfeld, Calvin Klein and Tommy Hilfiger. 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 across lifestyle offerings.





## 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.

## Dana Perlman

Chief Growth and Operations Officer

Ms. Perlman is Chief Growth and Operations Officer of G-III Apparel Group, where she focuses on driving innovation, optimizing operations, and identifying new opportunities for the Company. She joined the organization in January 2024 as a member of the leadership team where she oversees Strategy, Finance, Communications, IT, and other Operating functions.

Ms. Perlman has a strong track record of success developing global strategies that have transformed businesses, resulting in growth, operational efficiencies and achievement of financial targets.

Prior to joining G-III, she spent over 10 years at PVH Corp. as Chief Strategy Officer and held senior positions at Barclays Capital, Lehman Brothers and Credit Suisse First Boston. Ms. Perlman is a Director of O'Reilly Automotive Inc. and previously served on the Board of Sigma Lithium Corp. In 2023 and 2018 she was recognized by WomenInc. in their annual Most Influential Corporate Board Directors list, and in 2018 by Equilar in their 50 Youngest U.S. Public Company Board Members list.



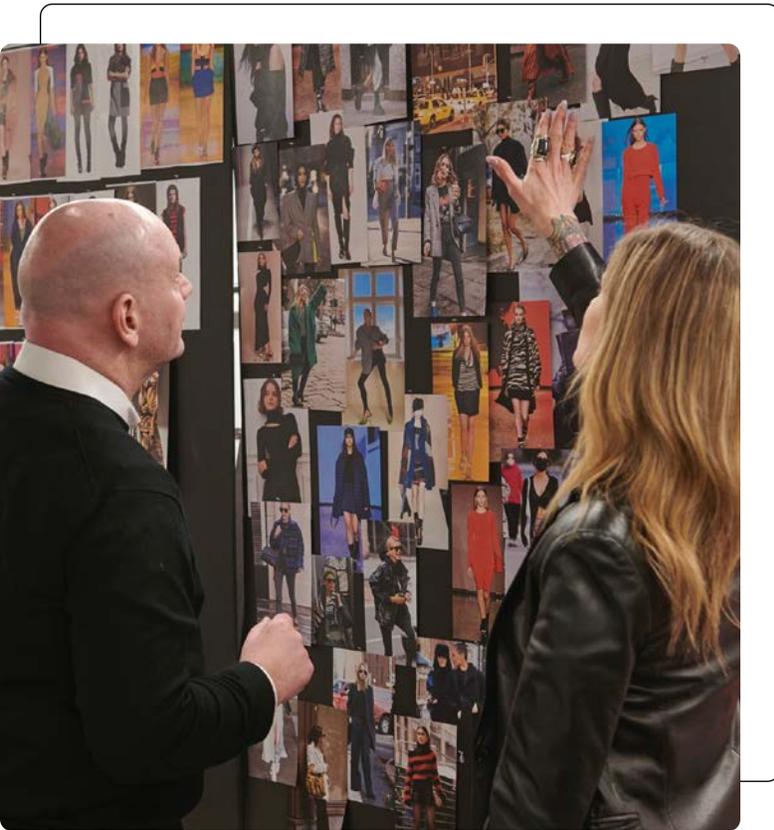


## Neal Nackman

Chief Financial Officer

Mr. Nackman is Chief Financial Officer of G-III Apparel Group, where he oversees all of the company's financial functions, including accounting, audit, investor relations, treasury, financial planning and analysis. 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:



### SPORTS LICENSING



**DKNY**

- Acquired in 2016
- GIII has grown net sales to ~\$625 million as of FY 2024 with ~\$1 billion in expected net sales potential
- Expanded distribution 55+ countries, 1,500+ retail partner doors globally
- Extended 20+ lifestyle categories
- Increased global direct to consumer distribution to approximately 180+ company and partner operated stores globally

**KARL LAGERFELD**

- Acquired total brand in 2022
- Net sales approaching \$475 million in FY 2024 with ~\$1 billion in expected net sales potential
- 120+ mono-brand stores, digital and with wholesale distribution in over 60 countries
- Expanding distribution to approximately 1,200 retail partner points of distribution at premier department stores and digital pure play sites
- Continue to produce a full lifestyle portfolio of apparel & accessories, footwear and a number of licenses and brand extensions
- Global recognition with strong licensed categories including branded hotels and residences

**DONNA KARAN**  
NEW YORK

- Acquired in 2016
- Re-launched and expanded 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 partner doors and quickly expanding to ~500 doors
- Expected net sales potential of \$1 billion

**NAUTICA**

- New 20-year license for North America begins January 2024 with three extensions
- Launched with Jeans category and expanding to additional categories over time
- Brand is available in ~1,300 freestanding stores and shop-in-shops globally along with a strong digital presence in more than 30 countries
- Ability to predominantly replace Tommy Hilfiger net sales

**HALSTON**

- New 25-year license agreement for all product categories launching in Fall of 2024
- Option to buy brand for an agreed upon price
- Ability to sub-license additional categories
- Will expand distribution across channels and geographies
- \$500 million sales potential

**Calvin Klein**

- Acquired first license category in 2005
- Incremental categories licensed over time, to produce over 9 categories
- Grown net sales to ~\$1 billion
- Now transitioning away over a multi-year period as we exit the license
- Expanded distribution to 1,000+ retail partner doors

**TOMMY HILFIGER**

- Acquired license in 2016
- Grown net sales to ~\$500 million
- Now transitioning away over a multi-year period as we exit the license
- Expanded distribution to approximately 600 retail partner doors

## 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.

## 2012

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



## 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.



# 2023

Signed and went to market with new long-term licenses for multiple categories with Nautica and Halston and a license for Champion Outerwear.

NAUTICA *Champion* HALSTON

# 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.

# 2022

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.



# 2024

Relaunched Donna Karan New York with a new lifestyle collection.



## 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

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