



Strategy and Operations

Our brands are our most important asset and our strategy is to operate a diverse brand portfolio targeted at multiple price points and distributed through multiple channels of distribution. This foundation enables us to provide our many retail partners with compelling product under nationally recognized consumer and designer brand names and to address the needs and varied fashion tastes of consumers. Our diverse brand portfolio allows us to navigate through shifting trends in both consumer demand and fashion cycles. Supporting our brands is a strong and well developed infrastructure that provides the means for us to leverage key support functions such as logistics, finance and human resources in an efficient manner – providing the back bone for both existing businesses, as well as new businesses when such opportunities present themselves.



Allen Sirkin
President and Chief
Operating Officer

Multiple Brands ⁺	Multiple Price Points	Multiple Channels
<ul style="list-style-type: none"> • Calvin Klein Collection • Valentino • Ted Baker • Ike Behar • Michael Kors Collection • ck Calvin Klein • BCBG Max Azria • DKNY • Kenneth Cole New York • Hart Schaffner Marx • Sean John • Calvin Klein • Tommy Hilffiger • Eagle • Kenneth Cole Reaction • BCBG Attitude • MICHAEL Michael Kors • Nautica • Geoffrey Beene • Donald J. Trump Signature Collection • IZOD • Jones New York • JOE Joseph Abboud • Van Heusen • CHAPS • ARROW • Bass • Private Label 	<p>\$10,000</p> <p>•</p> <p>•</p> <p>\$10</p>	<p>collection</p> <hr/> <p>specialty</p> <hr/> <p>premier department</p> <hr/> <p>department</p> <hr/> <p>value department</p> <hr/> <p>outlet</p> <hr/> <p>discount</p>

• Owned • Licensed
+ Partial List



“This foundation enables us to provide our many retail partners with compelling product under nationally recognized consumer and designer brand names and to address the needs and varied fashion tastes of consumers.”

Leveraged Infrastructure

We leverage our corporate central services to our business groups for purposes of creating greater operating efficiencies. Product design, merchandising and sales are within each group, by brand, to preserve brand identity and to be more responsive to the needs of our retail customers.

Shared Services

Logistics, including Warehousing and Distribution – Finance – Global Sourcing
Information Technology – Human Resources – Human Rights Compliance

