### SAFE HARBOR STATEMENT

This press release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The Company has tried, whenever possible, to identify these forward-looking statements using words such as "expects," "anticipates," "believes," "targets," "goals," "projects," "intends," "plans," "seeks," "estimates," "may," "will," "should" and similar expressions. Similarly, statements in this press release that describe the Company's business strategy, outlook, objectives, plans, intentions or goals are also forward-looking statements. Accordingly, such forward-looking statements involve known and unknown risks, uncertainties and other factors that could cause the Company's actual results, performance or achievements and levels of future dividends to differ materially from those expressed in, or implied by, these statements. These risks and uncertainties may include, but are not limited to: the Company's ability to successfully introduce and sell new products, the Company's ability to successfully integrate the operations of newly acquired and/or licensed brands without disruption to its other business activities, changes in consumer demand for the Company's products, risks relating to the retail industry, import restrictions, competition, seasonality and the other factors discussed in the Company's Annual Report on Form 10-K and other filings with the Securities and Exchange Commission. These statements reflect the Company's current beliefs and are based upon information currently available to it. Be advised that developments subsequent to this press release are likely to cause these statements to become outdated with the passage of time.



### **AGENDA**

- COMPANY OVERVIEW
- COMPANY STRATEGIES
- BRAND HIGHLIGHTS
- FINANCIAL HIGHLIGHTS



### **KEY INVESTMENT HIGHLIGHTS**

- Powerful portfolio of brands and businesses
- Consistent track record of profitable growth
- Strong balance sheet
- Strong cash flow generator

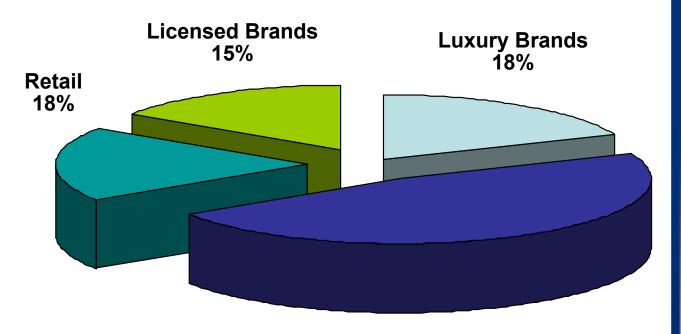


### **CORE COMPETENCIES**

- Exceptional Brand Builders
- Leader in Product Design & Innovation
- Marketing/Advertising Expertise
- Deep Market Knowledge & Strong Customer Relationships
- Flexible Global Supply Chain Infrastructure



## DIVERSE PORTFOLIO BRANDS & BUSINESSES







<sup>\*</sup> Remaining 3% comprised of shipping and service

## LEADING BRANDS IN A \$15 BILLION MARKET



## MOVADO GROUP STRATEGIES BRAND BUILDING

- Consistently maintain brand health and relevance through:
  - New Product Introductions
  - Targeted International Expansion
  - Image Building Advertising and Associations
- Realize potential of younger businesses:
  - Movado Boutiques
  - Ebel
  - Hugo Boss Watches
  - Launch of Juicy Couture and Lacoste



## MOVADO GROUP STRATEGIES FOCUS ON KEY FINANCIAL METRICS

- Drive profitable sales growth
- Improve operating margin
  - Expand gross margin
  - Leverage infrastructure
- Accelerate bottom-line growth
- Continued strong cash flow generation



### MOVADO GROUP STRATEGIES

#### Brand Building

- Consistently maintain brand health and relevance
- Realize potential of younger businesses
- Focus on Key Financial Metrics
  - Drive profitable sales growth
  - Improve operating margin
  - Accelerate bottom-line growth
  - Continued strong cash flow generation









luxury brands 18%

### **BRAND VISION**

Return Ebel to a premier global luxury status brand, building the image, creating perceived value, exclusivity and desirability, while building a sustainable and profitable business.







EBEL

advertising campaign





### EBEL

THE ARCHITECTS OF TIME

THE ARCHITECT SERIES

Ebel proudly honors the legacy of **Oscar Niemeyer** and supports the vision of timeless architecture.

The Niterói Contemporary Art Museum, 1996. Niterói, Brazil.

### EBEL

## advertising campaign





### EBEL

advertising campaign



## EBEL GROWTH STRATEGY

- Significant progress made toward restoring Ebel to a strong global luxury status brand
- Deliver a compelling product assortment
- Strong Image Building Global Advertising Support
  - Introduction of Gisele to campaign
  - Solidify presence in men's mechanical watch market – proprietary movements
- Drive profitability to acceptable levels





### **BRAND POSITIONING**

Concord stands for refined elegance and sophisticated style for people driven by individual expressions of luxury









Mariner Reveil





# CONCORD



## CONCORD BRAND STRATEGY

- Build Concord to a strong position in the luxury market
- Better identify/differentiate the brand
  - Developing strategic plan
  - Develop leadership Concord product with a clear identity
- Revitalize the business and rationalize expense structure
- Continued focus on existing markets









accessible luxury brands 46%

### MOVADO BRAND AN ICON OF MODERNISM

- Founded in Switzerland in 1881, a legacy of design innovation
- Influenced by the functional purity and simplicity of the Bauhaus movement
- Identified with modernism and associated with the cultural arts
- Globally-recognized, luxury brand name with clearly-defined and consistent brand imaging



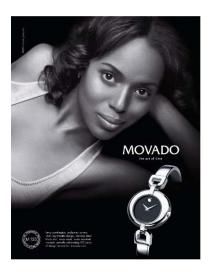


### **MOVADO SPONSORSHIPS**

- New York City Ballet
- Lincoln Center for the Performing Arts
- John F. Kennedy Center for the Performing Arts – Washington, DC
- Jazz@Lincoln Center
- Miami International Film Festival
- Miami City Ballet







MOVADO











## MOVADO BRAND GROWTH STRATEGY

- Build upon Movado's dominant position in the U.S. market
- International expansion focused on China
- Enhance Movado's image as a lifestyle brand encompassing focused product categories – Build our retail presence
- Extend Movado name into sport luxury category with launch of Series 800



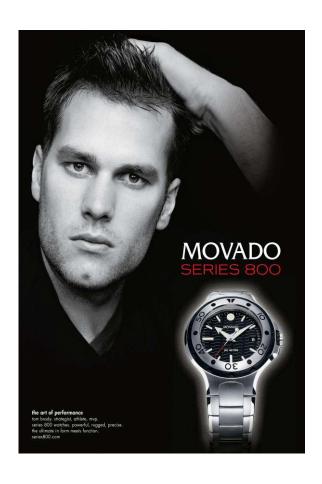


## MOVADO SERIES 800

The Art of Performance











advertising campaign



### **BRAND POSITIONING**

For those who recognize superior design and quality, ESQ is the Swiss watch brand that provides exceptional value.









advertising campaign





ESQ swiss

advertising campaign

BLACKFIN' Screwed case, water resistant to 30 ATM \$000.

BEACON<sup>to</sup> Cockpit-inspired dial with GMT, Big Date \$000.





### **ESQ GROWTH STRATEGY**

- Growing market share
- Introduce distinctive product designs
- Bold product advertising featuring Swiss quality and design
- Continued focus on North American markets







### MOVADO BOUTIQUES

retail business 18%



### **OBJECTIVE**

Give consumers, who seek quality products and have an appreciation for artistry and design, the opportunity to fully experience Movado's design philosophy.

### MOVADO BOUTIQUES





### MOVADO BOUTIQUES

synergistic advertising



### **BOUTIQUE STRATEGY**

- Growth vehicle that extends Movado brand into a lifestyle
- Currently operate 31 locations nationwide
  - "A" malls, "A" locations within mall
  - Cluster market real estate strategy
  - Approximately 2,200 2,600 sq. ft.
- Generate \$60+ million in revenue
- Reinforces luxury image of Movado brand and supports wholesale business





### **COMPANY STORES**

- 30 locations nationwide
- Multi-branded product assortment
- Effective vehicle to sell discontinued goods in a controlled, organized and profitable manner







WATCHES



TOMMY HILFIGER





brands 15%

# LICENSING PHILOSOPHY BUILDING PARTNERSHIPS

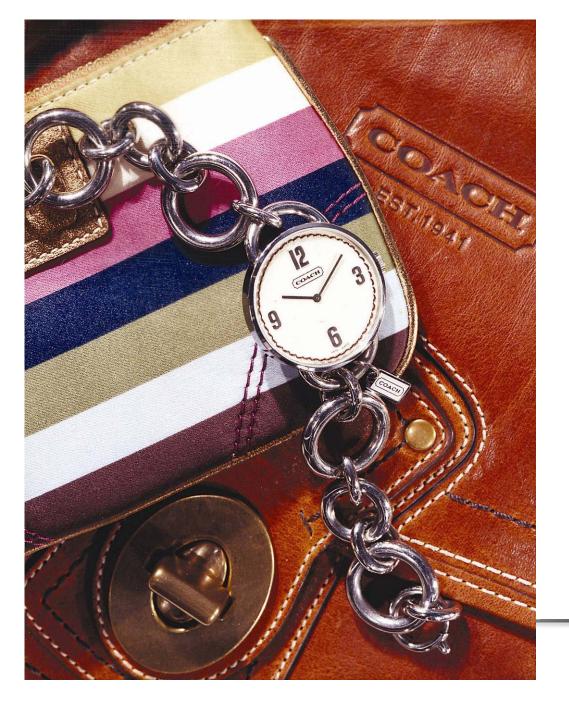
- Very selective approach
- Powerful brands with significant staying power
- Long-term vision
- Complementary from a strategic, operational and geographic perspective



# LICENSING STRATEGY BUILDING PARTNERSHIPS

- Extend brand into watch category – new products aligned with brand philosophies
- Focus on markets where parent brand is already strong
- Generate sales in excess of \$20M – ideally \$30M to \$50M
- Significant profit contributors over the long term



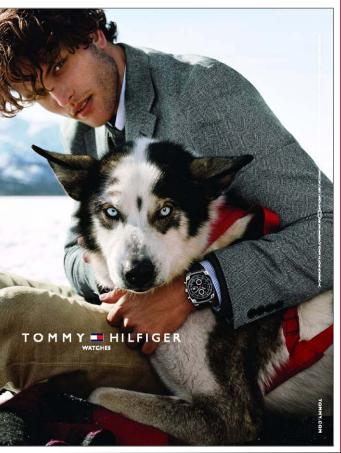


COACH

advertising campaign







TOMMY HILFIGER

## advertising campaign





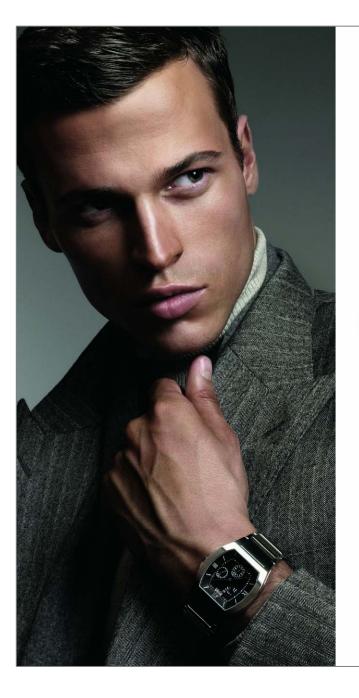


BOSS



advertising campaign











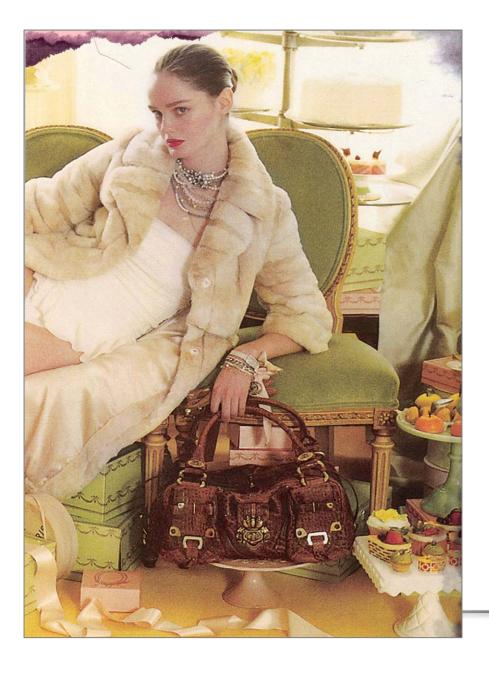
advertising campaign





BOSS





## Juicy Couture





## Juicy Couture



## GLOBAL LICENSE AGREEMENT

- Exclusive partnership with global lifestyle brand
- Watch collection to feature stylish timepieces with a contemporary sport elegant feel
- Prices to range from \$195 to \$595
- Launch planned for Spring 2007





## MOVADO GROUP **STRATEGIES**

- Brand Building
  - Consistently maintain brand health and relevance
  - Realize potential of younger businesses
- Focus on Key Financial Metrics
  - Drive profitable sales growth
  - Improve operating margin
  - Accelerate bottom-line growth
  - Continued strong cash flow generation



# KEY FINANCIAL HIGHLIGHTS

- Poised for strong 8 10% annualized revenue growth over next 5 years
- Projected 10 15% annualized profit growth over next 5 years
- Objective of expanding operating margin to mid-teens level
  - Gross margin improvement
  - Leverage infrastructure
- Strong balance sheet
- Continued strong cash flow generation



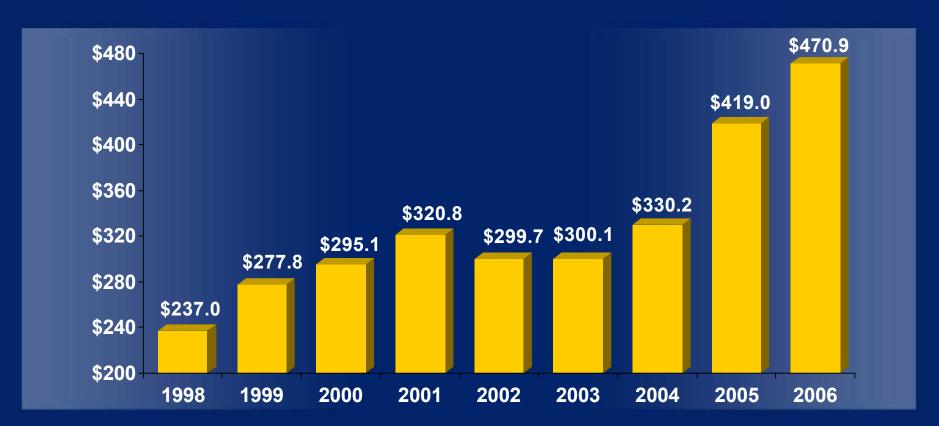
#### **KEY ACCOMPLISHMENTS**

- Repatriation of \$150 million in a taxefficient manner
- Established globally efficient debt structure
- Utilized approximately 50% of Swiss NOL obtained in Ebel acquisition
  - Reversed entire \$9M of intangible assets originally established with the acquisition
  - Lowered effective tax rate for FY2007
- Increased quarterly dividend for fourth consecutive year



#### **NET SALES**

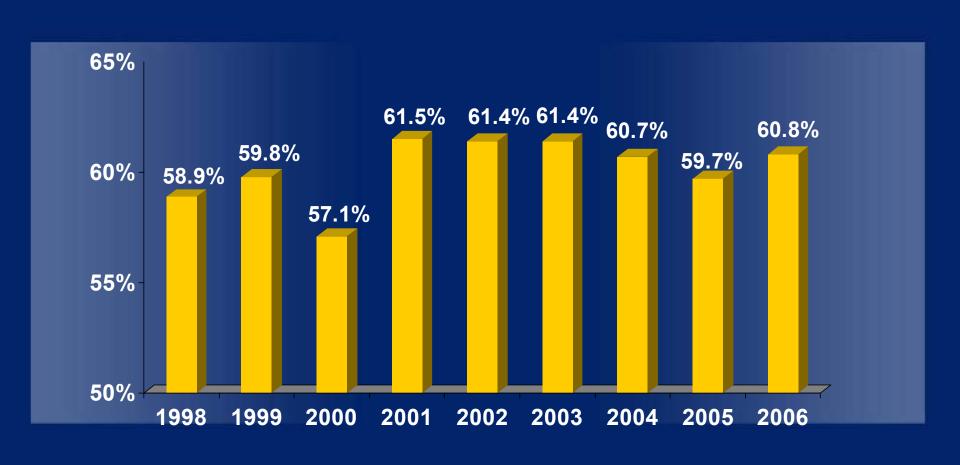
\$ in MILLIONS



Net sales from ongoing operations

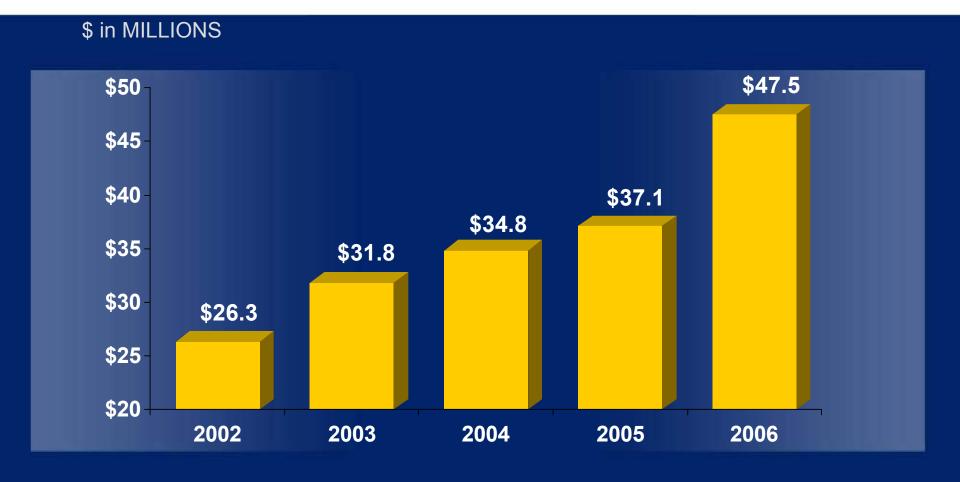


#### **GROSS PROFIT %**





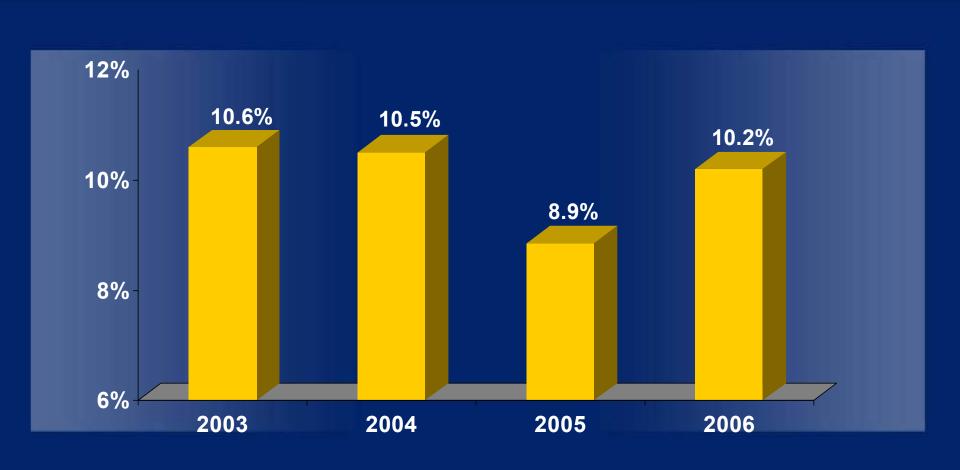
#### **OPERATING PROFIT**



Fiscal 2005 and Fiscal 2006 exclude certain one-time and unusual items.



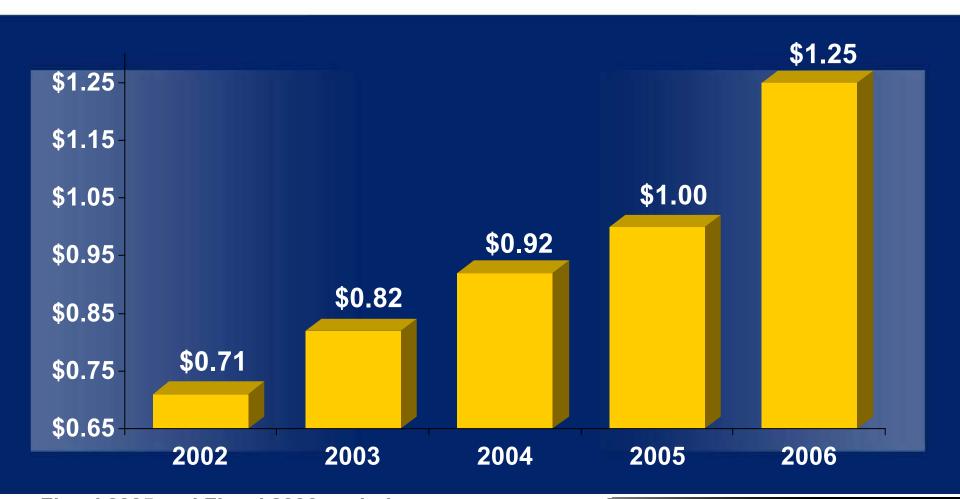
#### **OPERATING PROFIT %**



Fiscal 2005 and Fiscal 2006 exclude certain one-time and unusual items.



## DILUTED EARNINGS PER SHARE PERFORMANCE



Fiscal 2005 and Fiscal 2006 exclude certain one-time and unusual items.

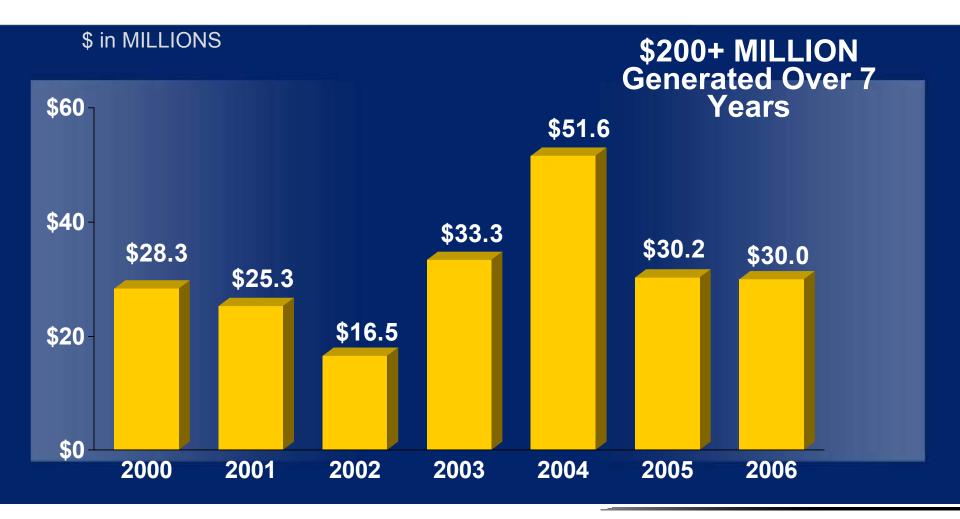


#### SHAREHOLDERS EQUITY FINANCIAL STRENGTH





#### CASH FLOW FROM OPERATIONS





#### DIVIDEND GROWTH PER SHARE





#### THIRD QUARTER SNAPSHOT

- Net sales +17.3% to \$24.5M, adjusted net sales +8.7%
- Gross margin 58.9%, adjusted gross margin 63.5%
- Net income +55% to \$21.9M, adjusted net income +31.9%
- Significant y-o-y improvement in cash flow and working capital



#### **KEY INVESTMENT HIGHLIGHTS**

- Powerful portfolio of brands and businesses
- Consistent track record of profitable growth
- Strong balance sheet
- Strong cash flow generator

