

Movado Group, Inc.

Annual Meeting of Shareholders

June 25, 2015



SAFE HARBOR STATEMENT

This presentation contains certain “forward-looking statements” for purposes of the safe harbor provided by the Private Securities Litigation Reform Act of 1995. These statements are based on current expectations, estimates, forecasts and projections about the Company, its future performance, the industry in which the Company operates and management’s assumptions. Words such as “expects”, “anticipates”, “targets”, “goals”, “projects”, “intends”, “plans”, “believes”, “seeks”, “estimates”, “may”, “will”, “should” and variations of such words and similar expressions are also intended to identify such forward-looking statements. The Company cautions readers that forward-looking statements include, without limitation, those relating to the Company’s future business prospects, projected operating or financial results, revenues, working capital, liquidity, capital needs, plans for future operations, expectations regarding capital expenditures and operating expenses, effective tax rates, margins, interest costs, and income as well as assumptions relating to the foregoing. Forward-looking statements are subject to certain risks and uncertainties, some of which cannot be predicted or quantified. Actual results and future events could differ materially from those indicated in the forward-looking statements, due to several important factors herein identified, among others, and other risks and factors identified from time to time in the Company’s reports filed with the SEC including, without limitation, the following: general economic and business conditions, which may impact disposable income of consumers in the United States and the other significant markets (including Europe) where the Company’s products are sold, uncertainty regarding such economic and business conditions, trends in consumer debt levels and bad debt write-offs, general uncertainty related to possible terrorist attacks, natural disasters, the stability of the European Union and defaults on or downgrades of sovereign debt and the impact of any of those events on consumer spending, changes in consumer preferences and popularity of particular designs, new product development and introduction, the ability of the Company to successfully implement its business strategies, competitive products and pricing, the impact of “smart” watches and other wearable tech products on the traditional watch market, seasonality, availability of alternative sources of supply in the case of the loss of any significant supplier or any supplier’s inability to fulfill the Company’s orders, the loss of or curtailed sales to significant customers, the Company’s dependence on key employees and officers, the ability to successfully integrate the operations of acquired businesses without disruption to other business activities, the continuation of the company’s major warehouse and distribution centers, the continuation of licensing arrangements with third parties, losses possible from pending or future litigation, the ability to secure and protect trademarks, patents and other intellectual property rights, the ability to lease new stores on suitable terms in desired markets and to complete construction on a timely basis, the ability of the Company to successfully manage its expenses on a continuing basis, information systems failure or breaches of network security, the continued availability to the Company of financing and credit on favorable terms, business disruptions, disease, general risks associated with doing business outside the United States including, without limitation, import duties, tariffs, quotas, political and economic stability, changes to existing laws or regulations, and success of hedging strategies with respect to currency exchange rate fluctuations. All forward-looking statements speak only as of the date of this presentation or, in the case of any document incorporated by reference, the date of that document. All subsequent written and oral forward-looking statements attributable to the Company or any person acting on its behalf are qualified by the cautionary statements in this section. The Company undertakes no obligation to update or publicly release any revisions to forward-looking statements to reflect events, circumstances or changes in expectations after the date of this presentation.



COMPANY OVERVIEW

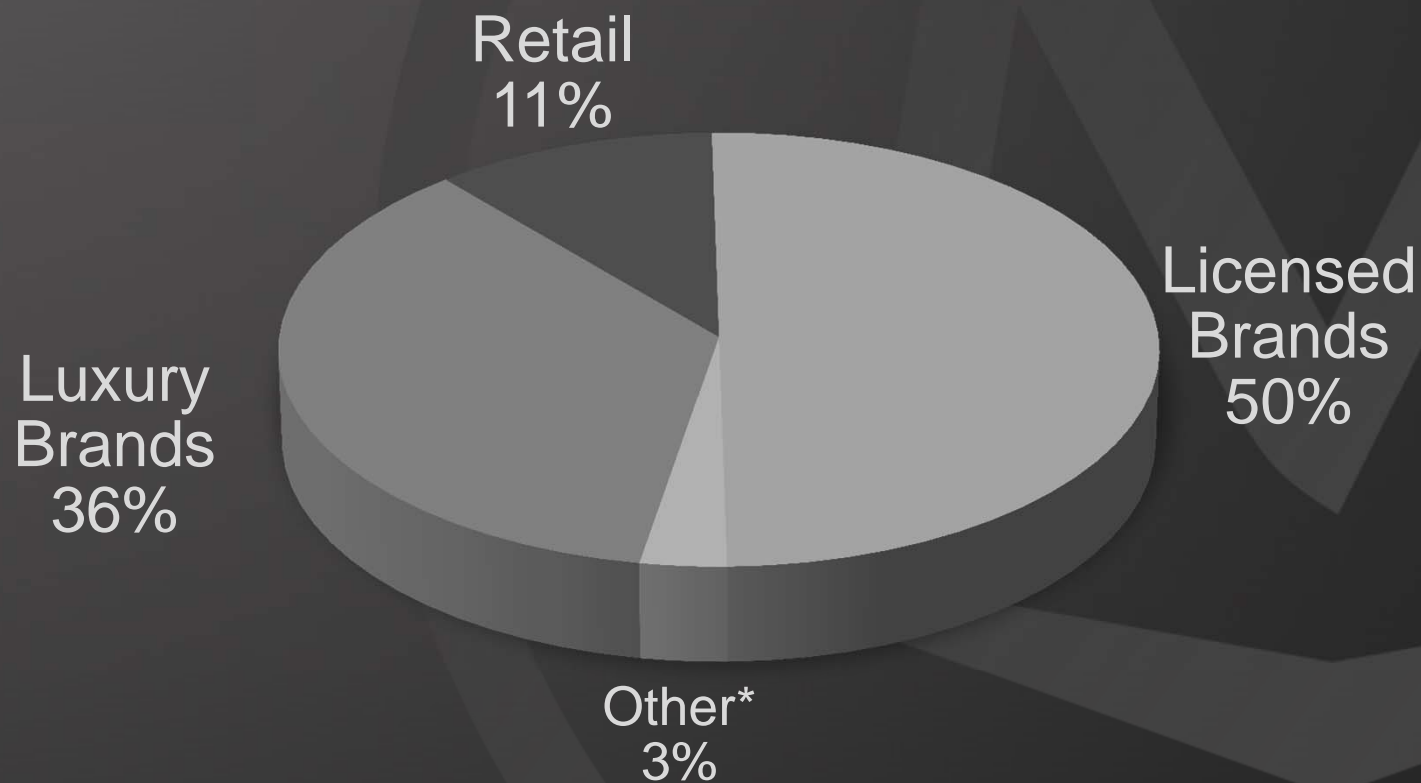
- Compelling portfolio of watch brands
- Diversified across brands, price points and geographies
- World class global infrastructure – systems, talent & processes
- Initiatives driving strong financial results
- Strong balance sheet and cash flow



DIVERSE BRAND PORTFOLIO

Presence in all key market segments

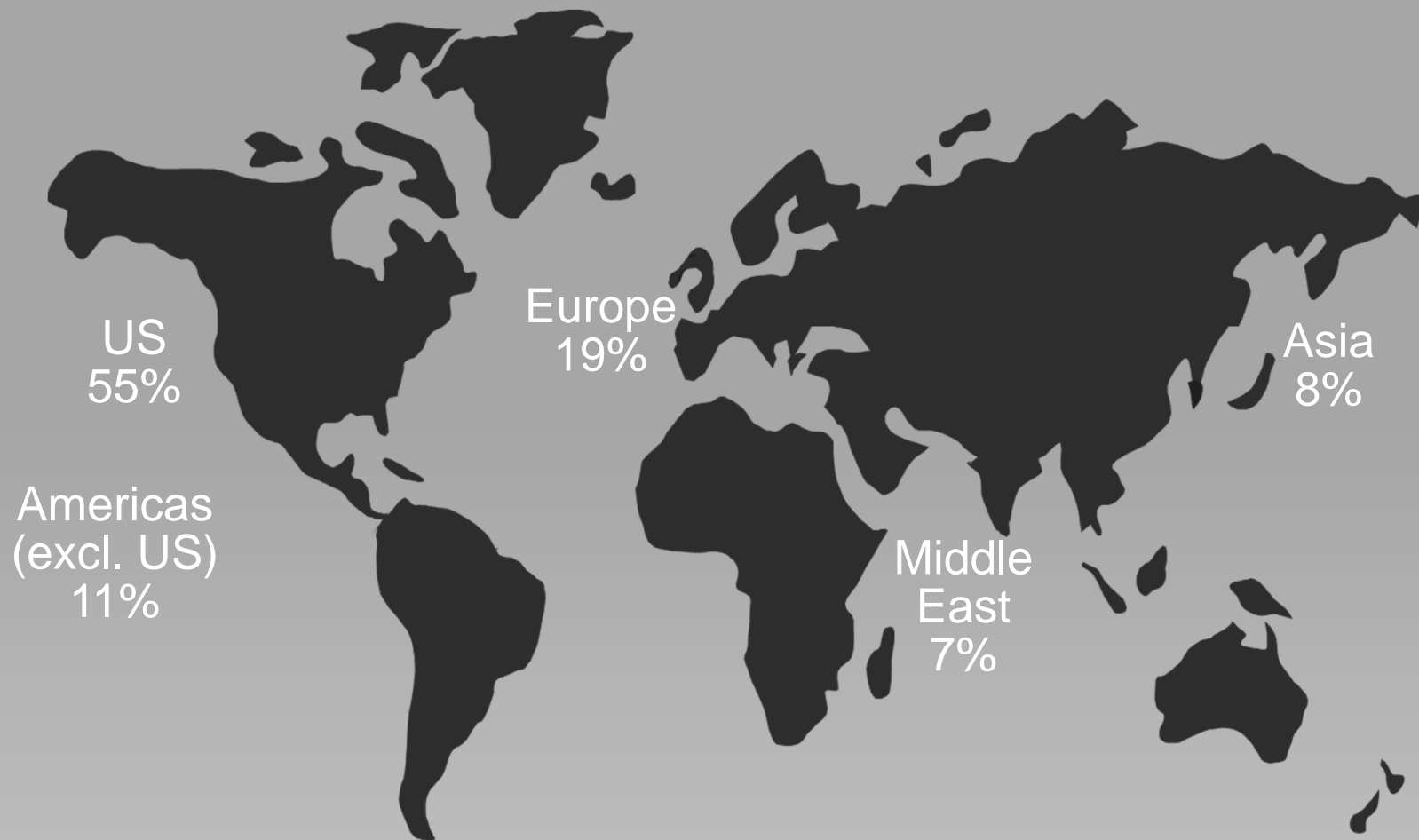
Percent of Total MOV Revenue (FY '15)



* Includes after-sales service and all other.

BROAD GEOGRAPHIC REACH

Presence and opportunity in all regions (FY '15)



DEMONSTRATED SUCCESS*

- 11.3% compounded sales growth over last 5 years
 - Movado brand US market share grew from 13% to over 20%
 - Virtually doubled Licensed Brands to an approximate \$300 Million business



* Adjusted for nonrecurring items.

DEMONSTRATED SUCCESS*

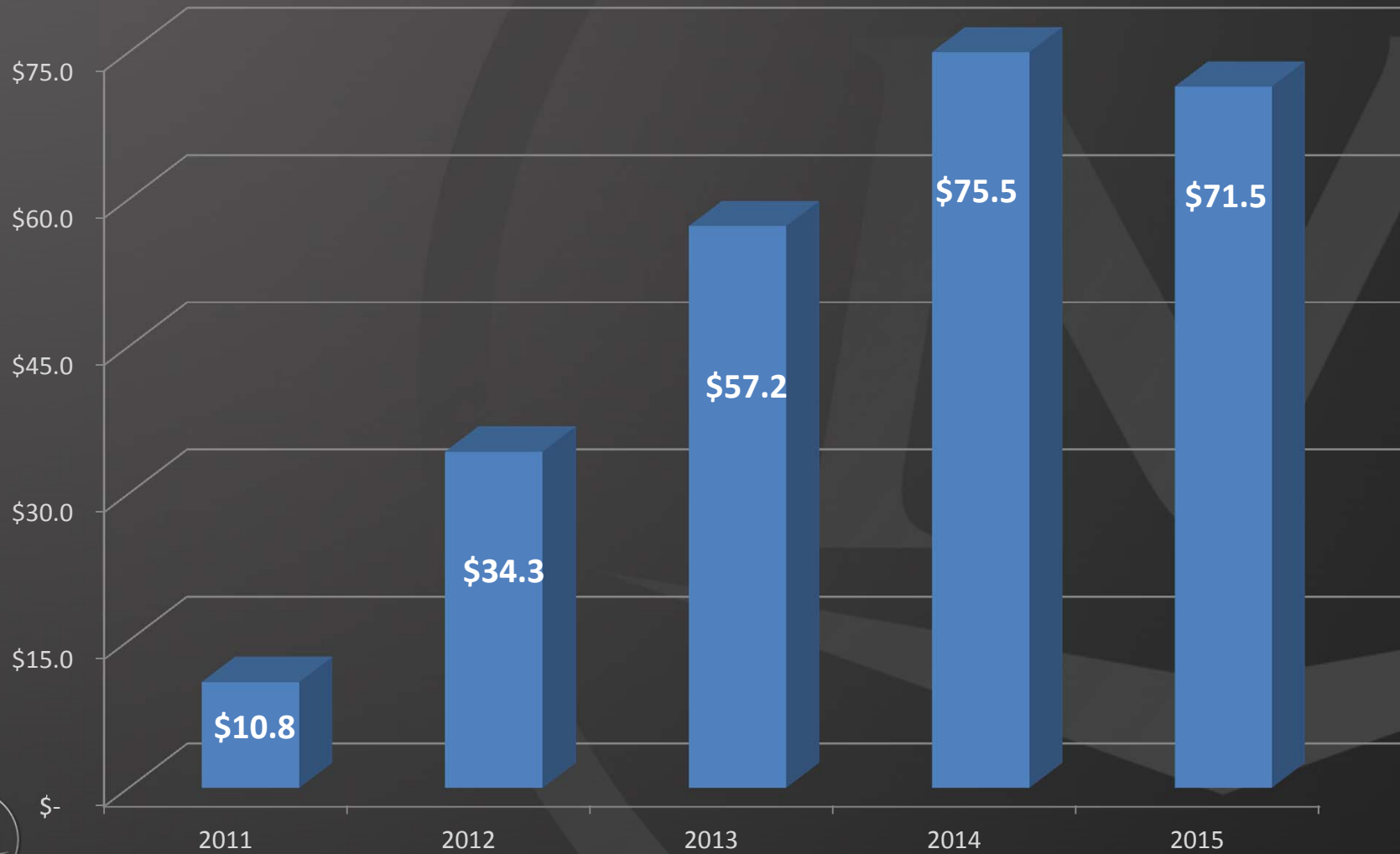
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- Operating profit growth to over \$70 Million Level



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Operating Profit* – 5 Year History

in \$ millions



* Adjusted for nonrecurring items.

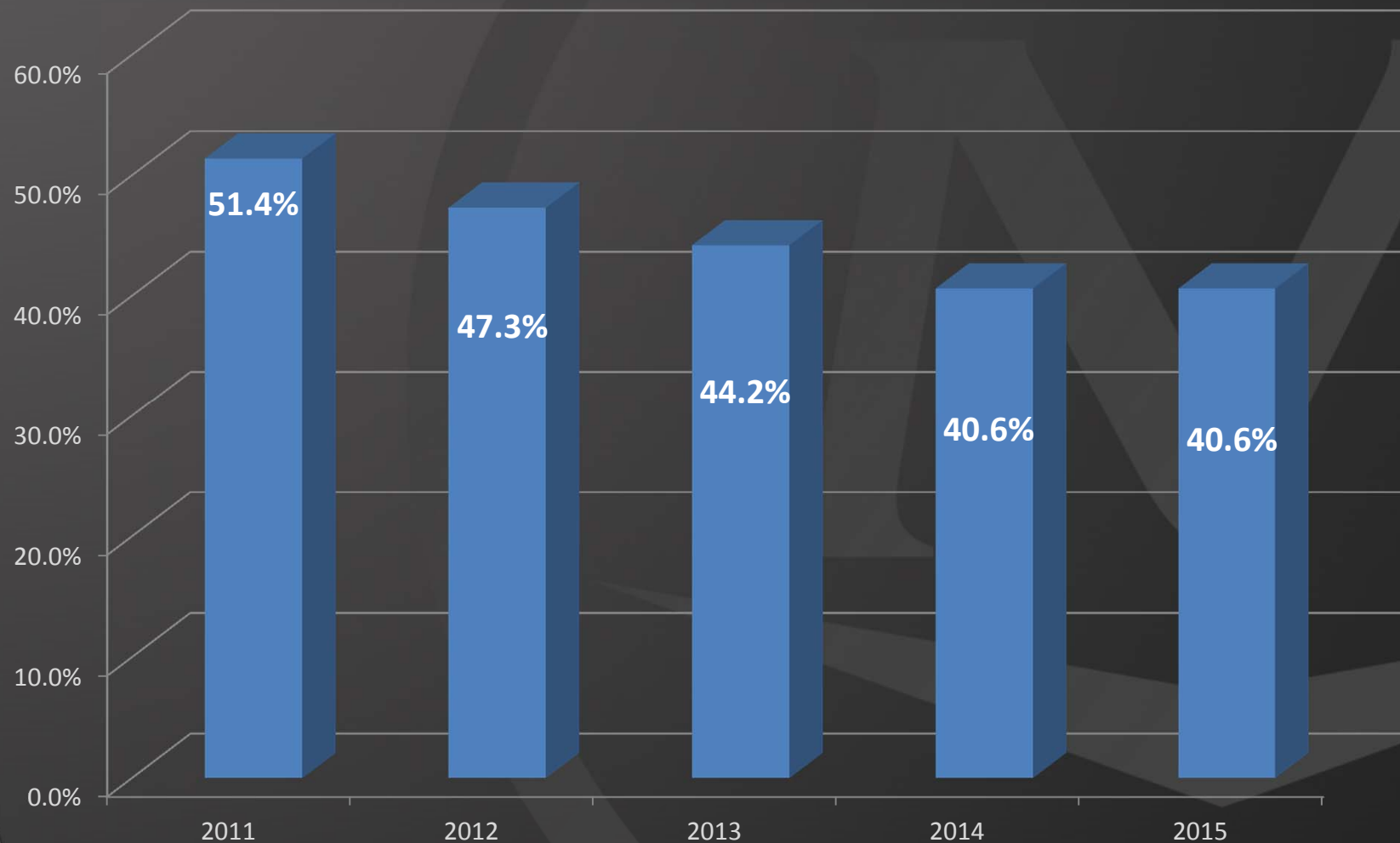
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- Leveraging world class operating infrastructure
 - Achieved record low ~40% as % of sales



* Adjusted for nonrecurring items.

Operating Expense as a % of Sales* 5 Year History



* Adjusted for nonrecurring items.

DEMONSTRATED SUCCESS*

- 11.3% compounded sales growth over last 5 years
- Operating profit growth to over \$70 Million Level
- Leveraging world class operating infrastructure
 - Achieved record low ~40% as % of sales
- Continually developing & delivering innovative consumer desired product
- Major investments in design, merchandising and marketing
- Sustainable continual share of market growth



* Adjusted for nonrecurring items.

FY15 FINANCIAL RESULTS *

- Sales growth +2% to \$587M
 - Licensed brands growth +6.5%
 - Movado sales flat, yet continued SOM growth
- Operating income -5%
 - \$71.5M in FY15
 - 12% as % of sales
- Healthy balance sheet
 - \$200M cash
 - No debt outstanding



* Adjusted for nonrecurring items.

Positioned for Continued Success

FY 2016



OUTLOOK FOR FY 2016

- Slow growth retail environment
- Currency impact will be material
- Focus on global sales and profit growth
 - Excellence in execution of brand initiatives
 - Driving gross margin improvement
 - Executing strategic price increases to offset currency impact
 - Focusing on sourcing opportunities
 - Streamline certain aspects of our business to provide greater operating efficiencies while investing for growth



SOLID FISCAL FY 2016 PLAN

- Sales growing from \$587M to \$590-\$600M
- Operating Profit growing from ~\$71M to \$72-\$75M
- Currency impact of \$26M in sales and \$13M in operating profit
- Our plan positions MGI for future accelerated growth



FY16 Guidance

	<u>FY15 Actual</u>	<u>FY16 Guidance</u>
Sales (\$000)	\$586,980	\$590,000 - \$600,000
Operating Income	71,487	72,000 - 75,000
Net Income	<u>\$51,776</u>	<u>\$48,500</u> - <u>\$51,000</u>
EPS	<u>\$2.02</u>	<u>\$2.00</u> - <u>\$2.10</u>



YTD Q1 FY16 FINANCIAL RESULTS *

- Net Sales flat to last year
 - +5% in constant dollars
 - Driven by Licensed Brands and Luxury businesses
- Operating income decreased ~ 13% from last year
 - In constant dollars +11%
- Net income of \$6.2M compared to \$7.4M last year
- EPS \$0.25 vs. \$0.29 last year
 - Negative currency impact of \$0.07



* Current year period adjusted for nonrecurring items.

SHAREHOLDER RETURN

- Dividend Payments
 - Increased annual dividend payout from \$0.32 per share in FY 2013 to a planned \$0.48 per share this year
- \$100 Million Share repurchase program
 - FY 2015 purchased 834k shares for \$26.4 Million
 - Through 1Q FY 2016 purchased 860k shares for \$22.2 Million

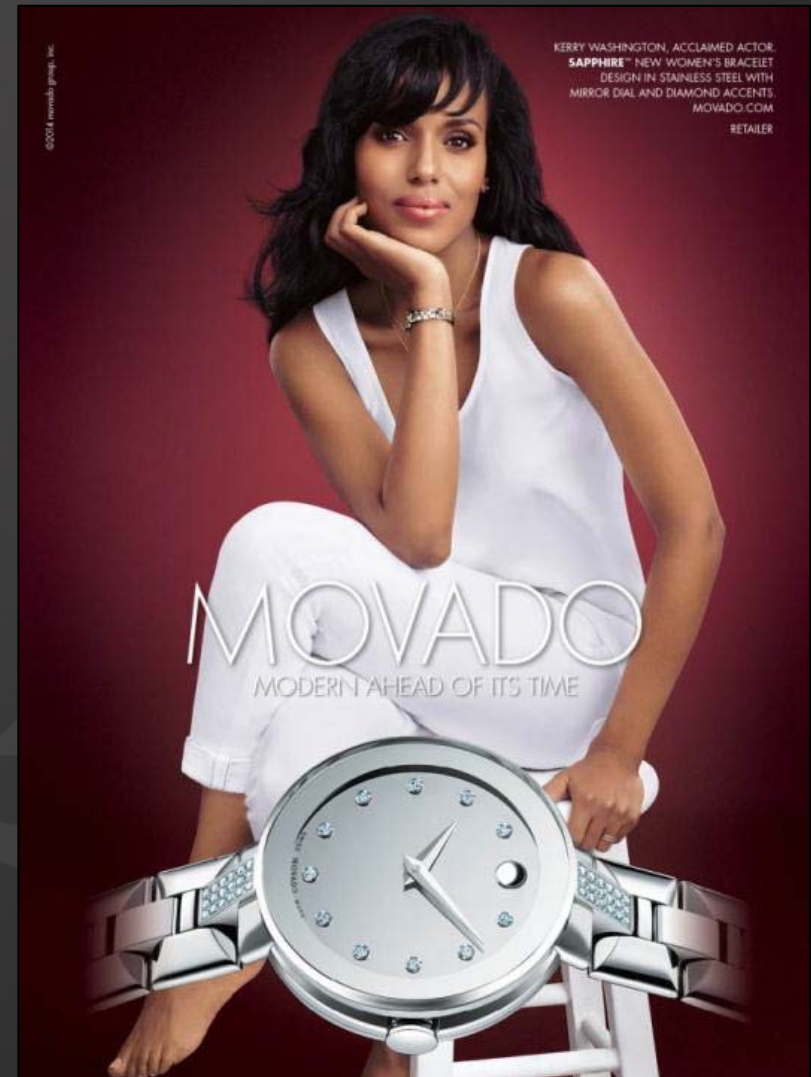


Realizing the Full Potential of our Brands



Luxury Strategy - MOVADO

- Build on Movado North America momentum
- Global market expansion
- Key account customer focus (Europe, Middle East and South America)



MOVADO

- Movado has leading US market share within its segment
- Strong sales growth
- Quality distribution
- Expanding brand offering in certain retail doors
- Great new product pipeline



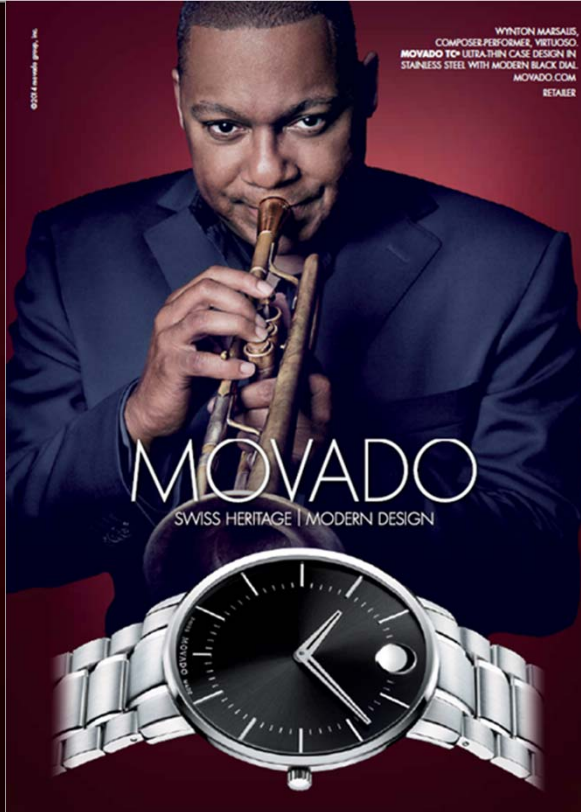
DYNAMIC ADVERTISING



©2014 Movado Group, Inc.

SAPPHIRE SYNERGY™ CHRONOGRAPH
NEW STAINLESS STEEL BRACELET MODEL
WITH KENIA BLACK PVD/TEB CASE
LOGO-EDGE SAPPHIRE CRYSTAL
MOVADO.COM
RETAILER

MOVADO
MODERN AHEAD OF ITS TIME



©2014 Movado Group, Inc.

WINTON MARSALIS,
COMPOSER, PERFORMER, VIRTUOSO
MOVADO™ ULTRA THIN CASE DESIGN IN
STAINLESS STEEL WITH MODERN BLACK DIAL
MOVADO.COM
RETAILER

MOVADO
SWISS HERITAGE | MODERN DESIGN



©2014 Movado Group, Inc.

INTRODUCING MOVADO GRAVITY™
42MM BLACK POLISHED STAINLESS
STEEL/CARBON FIBER CASE, CARBON
FIBER DIAL, BLACK RUBBER STRAP
MOVADO.COM
RETAILER

MOVADO
MODERN AHEAD OF ITS TIME



DYNAMIC ADVERTISING



©2015 Movado Group, Inc.

COLORADO STRAP
LOREM IPSUM DOLOR SIT AMET,
CONSECTETUER ADIPISCING ELIT, SED DIAM
NONUMMI NIBH EUISMOD TINCIDUNT
MOVADO.COM
RETAILER

MOVADO
MODERN AHEAD OF ITS TIME



©2015 Movado Group, Inc.

BOLD DIAMONDS
LOREM IPSUM DOLOR SIT AMET,
CONSECTETUER ADIPISCING ELIT, SED DIAM
NONUMMI NIBH EUISMOD TINCIDUNT
MOVADO.COM
RETAILER

MOVADO
MODERN AHEAD OF ITS TIME



EBEL and CONCORD

- Position for profitable growth
- Focus on key markets
- Seize Concord “back to heritage” growth opportunities

EBEL

CONCORD



THE NEW EBEL WAVE

- Maintains the most important elements
- Redesigned for today's modern chic woman & man



CONCORD SARATOGA

CONCORD SARATOGA GENT
QUARTZ | 40MM | BLACK PVD STEEL
REF. 0320247
WWW.CONCORD.CH

CONCORD

CALGARY : CALGARY JEWELLERY LTD | DUBAI : AHMED SEDDIQI & SONS
HONG KONG : GRAND SHANGHAI | MEXICO : BERBER JOYEROS
SINGAPORE : COSTINA WATCH



CONCORD MARINER

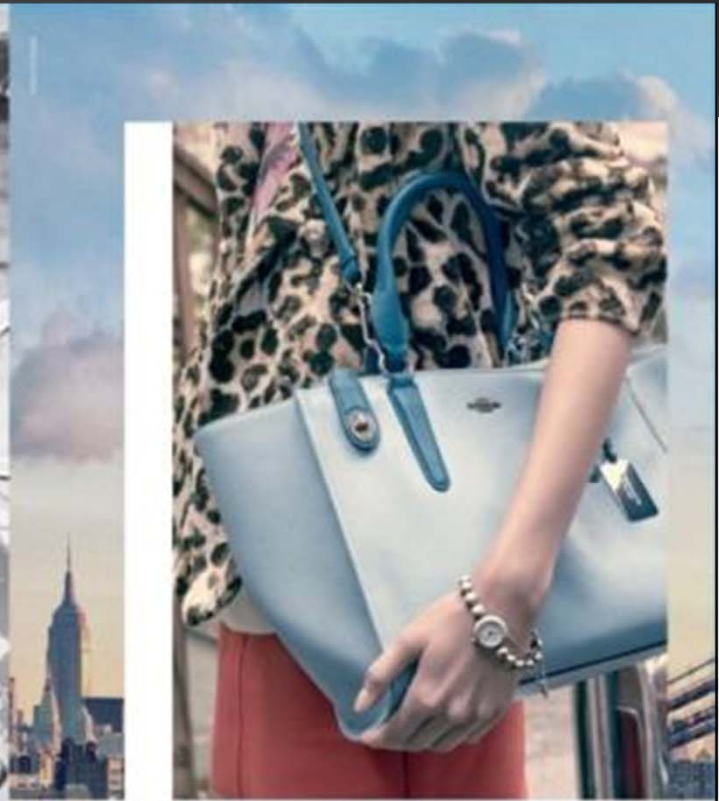
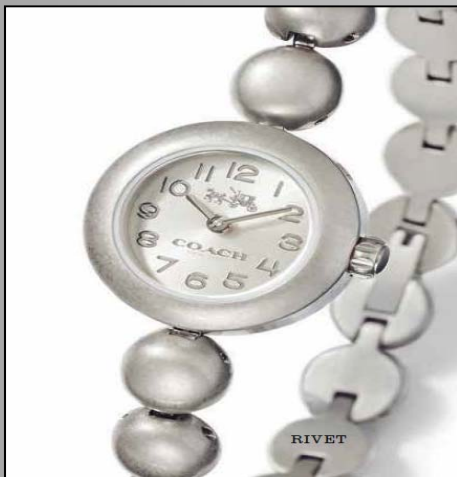


LICENSED BRANDS

- Continued growth of existing world class global brands
- Focus on key owned markets
- Continued enhancement in productivity improvements
- Digital marketing investment



COACH



SPRING 2014
www.coach.com

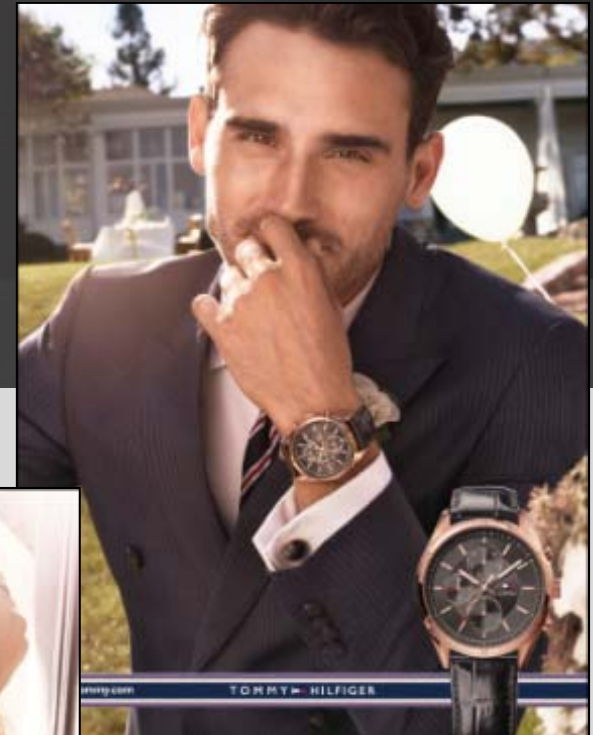
COACH
NEW YORK



HUGO BOSS



TOMMY HILFIGER



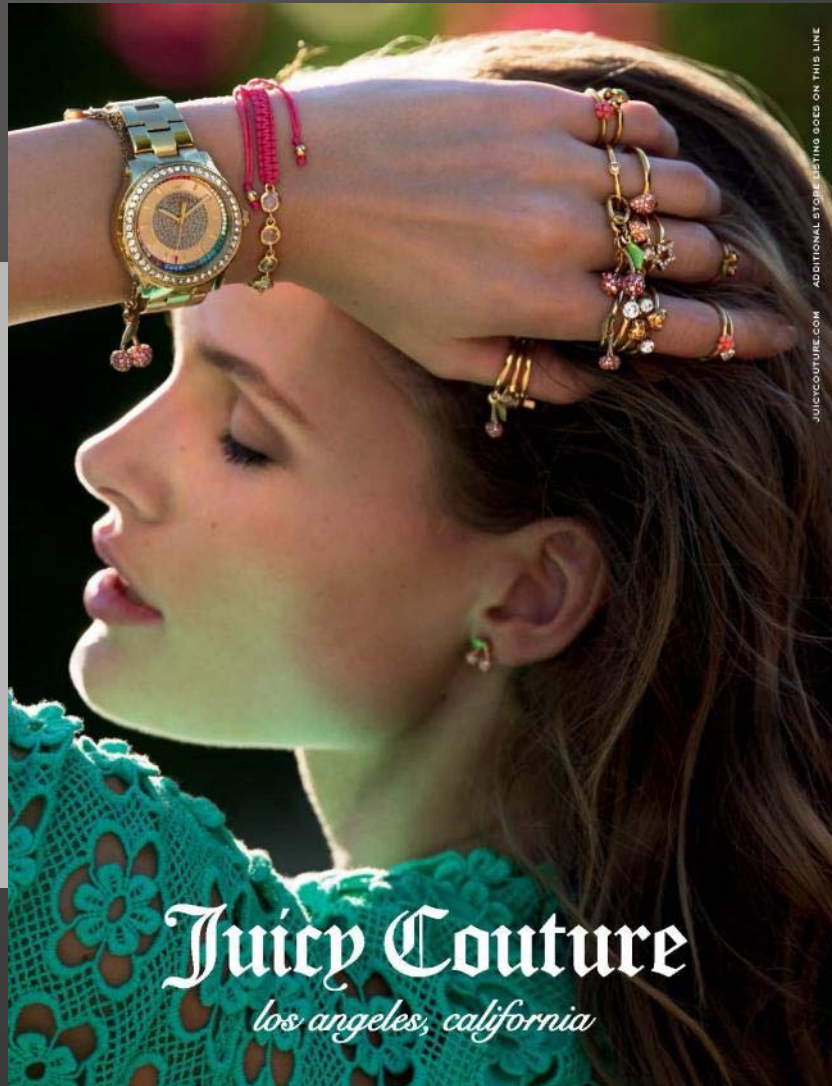
LACOSTE



THE LACOSTE POLOSHIRT IN A WATCH COLLECTION LACOSTE 



JUICY COUTURE



SCUDERIA FERRARI



SCUDERIA FERRARI



OUTLET RETAIL STORES STRATEGY

- Continue growth in sales and profits
- Selectively expanding
 - Premier outlet centers
 - Reflect brand image
- Primary channel for end of lifestyle product management
- FY15 traffic of 2.4M customers



SUMMARY

MOV is a globally diversified company with continued great growth potential

- Compelling brand portfolio across all major segments
- Global reach with expansion opportunity
- Driving superior new product designs
- World class global infrastructure – systems, talent and processes
- Strong financial performance, balance sheet and cash flow
- Positioned to deliver sustainable, profitable growth



CAPTURE THE FULL POTENTIAL OF OUR BRANDS

MOVADO

EBEL

CONCORD

TOMMY  HILFIGER
WATCHES

BOSS
HUGO BOSS
watches


COACH
NEW YORK

SCUDERIA
FERRARI

Juicy Couture
TIMEPIECES

LACOSTE 