

OXFORD INDUSTRIES



Cautionary Statements Regarding Forward-Looking Statements

This presentation may include statements that are forward-looking statements within the meaning of the federal securities laws. Generally, the words “believe,” “expect,” “intend,” “estimate,” “anticipate,” “project,” “will” and similar expressions identify forward-looking statements, which generally are not historical in nature. We intend for all forward-looking statements contained herein or on our website, and all subsequent written and oral forward-looking statements attributable to us or persons acting on our behalf, to be covered by the safe harbor provisions for forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and the provisions of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 (which Sections were adopted as part of the Private Securities Litigation Reform Act of 1995). Important assumptions relating to these forward-looking statements include, among others, assumptions regarding the impact of economic conditions on consumer demand and spending, particularly in light of general economic uncertainty that continues to prevail, demand for our products, timing of shipments requested by our wholesale customers, expected pricing levels, competitive conditions, the timing and cost of planned capital expenditures, costs of products and raw materials we purchase, costs of labor, access to capital and/or credit markets, acquisition and disposition activities, expected outcomes of pending or potential litigation and regulatory actions and disciplined execution by key management. Forward-looking statements reflect our current expectations, based on currently available information, and are not guarantees of performance. Although we believe that the expectations reflected in such forward-looking statements are reasonable, these expectations could prove inaccurate as such statements involve risks and uncertainties, many of which are beyond our ability to control or predict. Should one or more of these risks or uncertainties, or other risks or uncertainties not currently known to us or that we currently deem to be immaterial, materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. Important factors relating to these risks and uncertainties include, but are not limited to, those described in Part I, Item 1A. contained in our Annual Report on Form 10-K for the period ended January 29, 2011 under the heading “Risk Factors” and those described from time to time in our future reports filed with the SEC.

Introductions

Scott Grassmyer

CFO

Anne Shoemaker

Treasurer

Oxford's Strategy



*To own, develop and use powerful, emotional brands
to drive sustained, profitable growth.*

Consolidated Highlights from Continuing Operations (adjusted)



Note: Reconciliations of GAAP to adjusted results in this presentation are included in the Company's December 6, 2011 press release available at the Company's website at www.oxfordinc.com

First 9 Months Fiscal 2011

(ended October 29, 2011)

Net Sales: up 25%

\$559.2 million compared to \$446.2 million in prior year

Operating Income: up 71%

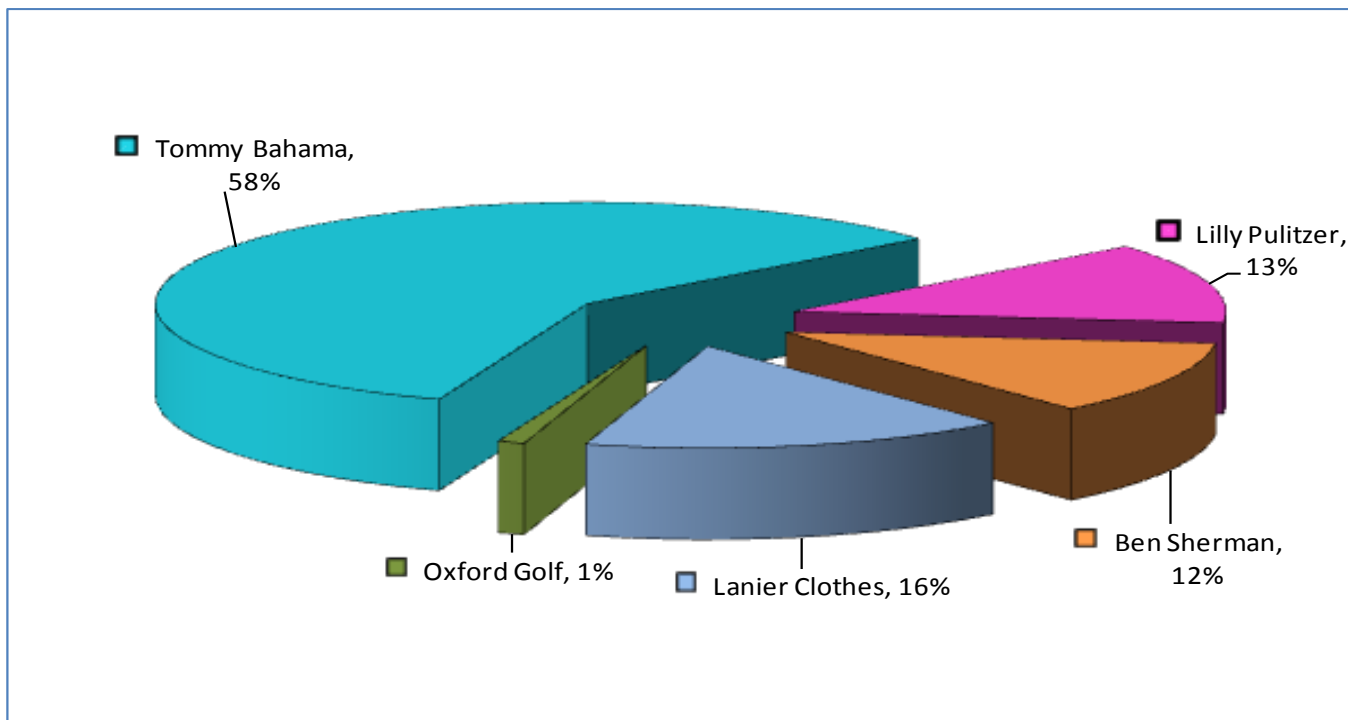
\$58.0 million compared to \$33.9 million in prior year

EPS (diluted): up 94%

\$1.80 compared to \$0.93 in prior year

Dividends paid per common share: \$0.39 at \$0.13 per quarter

Sales – First 9 Months of Fiscal 2011



Tommy Bahama (adjusted)

	<i>First 9 Mos. FY 2011</i>	<i>First 9 Mos. FY 2010</i>
Net Sales	\$324.5 million	\$289.6 million
Op Income	\$45.4 million	\$35.5 million
Op Margin	14.0%	12.2%

- Continued solid growth on top and bottom line
- Low double digit comp store sales increases
- Currently operating 96 stores
- Holiday season very strong
- 2/3 of business is direct to consumer



Lilly Pulitzer (adjusted)

First 9 Mos. FY 2011

Net Sales	\$71.4 million
Op Income	\$15.1 million
Op Margin	21.1%

- Acquired by Oxford in December 2010
- Most sales and profit occur in first half
- First 9 months sales are 26% higher than last year
- Approximately 50% of business is direct to consumer
- E-commerce exceeded 15% of sales
- “Lilly Pulitzer at the Breakers” store opened in Q4
- Currently operating 17 company owned stores



Ben Sherman (adjusted)

	<i>First 9 Mos. FY 2011</i>	<i>First 9 Mos. FY 2010</i>
Net Sales	\$65.5 million	\$66.0 million
Op Income (Loss)	(\$2.3 million)	\$1.6 million

- Brand in multi-year transition
- Upgrading wholesale distribution
- Retail skills rapidly developing with comp store sales increases, improved conversion rates and higher AUR's
- Increases in product costs impeded financial performance in 2011; should improve in 2012



Lanier Clothes (adjusted)

	<i>First 9 Mos. FY 2011</i>	<i>First 9 Mos. FY 2010</i>
Net Sales	\$89.0 million	\$84.0 million
Op Income	\$11.3 million	\$12.5 million
Op Margin	12.7%	14.9%

- Sales increase of 6%
- Decreased emphasis on private label with 2/3 of sales now from licensed and owned brands
- Pricing pressures and product cost pressures
- Low growth, legacy business that generates excellent free cash flow



Holiday Update



- The sales momentum we discussed on our 12/6/11 conference call accelerated through Christmas both at our stores and on our e-commerce sites.
- Excellent top line growth while maintaining strong gross margins.
- Year end inventories are at appropriate levels.

Capital Structure

- \$1.6 million of borrowing under \$175 million revolving credit facility at the end of the third quarter
- Repurchased \$45 million of 11¾% senior secured notes in fiscal 2011
- Opportunity to significantly reduce interest expense in July 2012 when the remaining \$105 million of 11¾% senior secured notes become callable at half coupon premium



Investments for Long Term Growth

Investments in 2012 are expected to drive long-term growth for our brands. Investment highlights include:

- Tommy Bahama plans to increase its store opening pace to 10-12 new stores in the U.S., two of which will be relocations. The Tommy Bahama NY flagship retail store and restaurant, is slated to open this Fall. An important store on Michigan Ave. in Chicago is planned for mid to late summer.
- The Tommy Bahama international roll-out has begun with leases signed for a store and restaurant in Tokyo (Ginza), and stores in Macau and Singapore.
- Lilly Pulitzer is expected to open 3-4 stores this year. The South Park location in Charlotte opened in February (see picture at left 2/25/12) and a lease has been signed for a store in Phipps Plaza, Atlanta.
- Continued development of the IT and DC infrastructure to support growth, particularly in e-commerce.

These capital expenditures, store opening costs and related infrastructure expenses are expected to put some downward pressure on operating margins in fiscal 2012.



Key Investment Highlights



Portfolio of high margin, lifestyle oriented brands

Strong, well-developed market position for Tommy Bahama with unexploited potential in direct to consumer and international markets

Continued opportunities for growth in Lilly Pulitzer with e-commerce, retail expansion and geographic expansion

Gross margin improvement and continued progress in direct to consumer business at Ben Sherman

Well-run business in Lanier Clothes with strong cash flow

Strong balance sheet with significant refinancing opportunity in mid 2012

Variety of opportunities to drive shareholder value



QUESTIONS