MARKETING MEMO



New Product Announcement Approach® S60

The Golf Watch with Modern Style

The sleek Approach S60 GPS golf watch integrates the critical information and mapping you need — in full color on your wrist. With a modern style that goes beyond the clubhouse, it even includes yardages and PlaysLike Distance to help select clubs for uphill and downhill shots on more than 40,000 courses worldwide. Approach S60 helps you beat the course — while it still looks sophisticated enough for daily wear.



KEY F	EATURES:	
NEW	MODERN STYLE	Sleek GPS golf watch reflects your passion on and off the course
NEW	IMPROVED DISPLAY	Large, 1.2" sunlight-readable color touchscreen display with higher resolution, making it easier to read
NEW	QUICKFIT™ 22 BANDS	A selection of QuickFit 22 bands in your choice of premium leather, metal or silicone makes it easy to mix and match styles to go with any activity (no tools required — just swap, click and go)
NEW	CERAMIC BEZEL	Premium edition has a scratch-resistant ceramic bezel and a black leather band
	FULL-COLOR COURSE MAPPING	View the entire map of the course in full color
	PRELOADED COURSES	Preloaded courses to access more than 40,000 golf courses around the world plus free course updates
	ADVANCED SWING METRICS	SwingTempo feature measures the relationship between backswing and downswing to improve your swing consistency; TempoTraining uses a 3:1 ratio and gives you vibrations to synchronize your swing mechanics and fine-tune swing tempo
	GARMIN AUTOSHOT™	AutoShot game tracking automatically records detected shots¹ along the fairway and records distances for post-game analysis on the Garmin Connect™ online fitness community; plus, Approach S60 has more sensors to improve detection accuracy
	PLAYSLIKE DISTANCE	Adjusts yardages to account for uphill and downhill shots
	PINPOINTER	Tells you the direction to the pin when you have a blind spot
	TOUCH TARGETING	Lets you touch any point on the map for the precise distance to that exact spot — fairway, sand traps, water hazards, layup positions and more
	PRECISE YARDAGE	Quickly gets your location using high-sensitivity GPS to show precise yardages to greens, hazards and doglegs
	AUTO MEASURE SHOT	Automatically measures the distance of every shot detected ¹
	GREEN VIEW	Displays the shape of the green, and allows you to place the pin in the correct location for the day, which improves distance accuracy
	COURSEVIEW AUTO UPDATER	Automatically updates the courses you play most often when synced with Garmin Connect
	TRUSWING™ COMPATIBLE	When paired, TruSwing golf sensor provides metrics, such as swing speed and club path angles, which can improve your swing consistency
	ACTIVITY TRACKING ²	Reminds you to stay active on or off the course with move bar alerts; displays steps, calories burned, distance and time of day, plus it monitors hours of sleep
	STAY CONNECTED	Sync Approach S60 to your smartphone ³ to get smart notifications (incoming calls, texts, emails and other alerts), and automatically save stats directly to Garmin Connect
NEW	CONNECT IQ [™] STORE/ FACE IT [™] APP	Personalize your Approach S60 by downloading free custom watch faces and apps from the Connect IQ store; plus you can customize your watch face with any photo from your mobile device by downloading the free Face It app
NEW	MULTISPORT/BUILT-IN SPORTS APPS	Use for more than just golfing with preloaded activity profiles for running, cycling, swimming and more
	BATTERY LIFE	Rechargeable battery with up to 10 hours golfing and up to 10 days in watch mode

FULL-COLOR COURSE MAPS



AUTOSHOT



PINPOINTER



SCORECARD



SMART NOTIFICATIONS³



MULTISPORT







Add another level of fun and competition to your game by downloading the new <u>Garmin Golf</u>™ app, which offers the following:

-Weekly leaderboards: Compete against your friends and fellow golfers on the same course, plus view other players' ranks, scores, handicaps and more

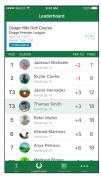
-Create tournaments: Set up your own tournament event, and invite multiple players to compete. Also, use live chat to communicate with each other

-Scorecards: Keep score using the app, and easily share with others

-Live scoring: Get live scoring when using Approach® S60



Available as a free mobile app







Store all your Approach stats in 1 place, and easily track your progress and share with friends. Garmin Connect[™] offers the following:

-View scorecards: View fairways hit, greens in regulation, shot distance and number of putts

-Stats for everything: Track your progress over time by viewing all your stats, including average score, putts and more

-Course analysis: View hole-byhole details, and understand trends and tendencies on your favorite courses





Available as a free mobile app and/or on your computer

PRODUCT COMPARISON:

	APPROACH S20	APPROACH X40	APPROACH S6	APPROACH S60
Preloaded courses	Worldwide	Worldwide	Worldwide	Worldwide
High-resolution, sunlight-readable display	0.9" x 0.9"	1.0" x 0.42"	1.0" diameter	1.2" diameter
High-sensitivity GPS	•	•	•	•
Yardages to front, back & middle of green	•	•	•	•
Layup/dogleg distances	•	•	•	•
Digital scorecard (print & save)	•	•	•	•
Green View feature with pin positioning	•	•	•	•
Hazards/course targets	•	•	•	•
Stat tracking	•	•	•	•
Smart notifications ³	•	•	•	•
TruSwing™ compatible	•	•	•	•
Odometer/alarm clock/round timer	•	•	•	•
Touchscreen		•	•	•
Auto measure shot¹	•	•		•
Garmin AutoShot ^{™1}	•	•		•
Activity tracking ²	•	•		•
CourseView auto updater	•			•
Save custom locations			•	•
Full-color course maps			•	•
Touch Targeting feature			•	•
Handicap scoring			•	•
Advanced swing metrics			•	•
PinPointer feature			•	•
PlaysLike Distance				•
QuickFit™ 22 bands				•
Multisport/built-in sports apps				•
Connect IQ™/Face It™ compatibility				•
Garmin Golf app compatibility	Mobile	Mobile	Mobile	Mobile
Garmin Connect compatibility	Mobile/computer	Mobile/computer	Mobile/computer	Mobile/computer
Water rating⁴	5 ATM (50 m)	5 ATM (50 m)	5 ATM (50 m)	5 ATM (50 m)
Battery type	Rechargeable Li-ion	Rechargeable Li-ion	Rechargeable Li-ion	Rechargeable Li-ion
Battery life	15 hrs (golf)/8 wks (watch)	10 hrs (golf)/5 days (watch)	10 hrs (golf)/20 wks (watch)	10 hrs (golf)/10 days (wato



PRODUCT CONFIGURATIONS:

Approach® S60 - Black		Available June 2017	Includes: Approach S60 - black watch, charging/data cable, manual Country of Origin: Made in Taiwan. Charging/data cable made in C Schedule B: 8526910070 HTS: 8526.91.0040	
Description:		Part number:	UPC:	MRP:
- Comment	Approach S60 - black GPS golf watch with black silicone band	010-01702-00	753759172800	\$399.99 USD \$549.99 CAD
Approach S60 - White		Available June 2017		te watch, charging/data cable, manual aiwan. Charging/data cable made in China.

Approach 300 - White		Available Julie 2017	Schedule B: 8526910070	hedule B: 8526910070 HTS: 8526.91.0040	
	Description:	Part number:	UPC:	MRP:	
	Approach S60 - white GPS golf watch with white silicone band	010-01702-01	753759172817	\$399.99 USD \$549.99 CAD	

Approach S60 - Premium		Available June 2017	Includes: Approach S60 - premium watch, charging/data cable, mar Country of Origin: Made in Taiwan. Leather band made in China, Assembled in Taiwan. Charging/data cable made in China. Schedule B: 8526910070 HTS: 8526.91.0040	
	Description:	Part number:	UPC:	MRP:
	Approach S60 - premium GPS golf watch with black leather band *Features scratch-resistant ceramic bezel	010-01702-03	753759172831	\$499.99 USD \$679.99 CAD

PHYSICAL SPECIFICATIONS:

Unit dimensions (WxHxD):	1.9" x 1.9" x 0.6" (47.0 x 47.0 x 14.5 mm)
Display size (WxH):	1.2" (30.5 mm)
Display resolution (WxH):	240 x 240 pixels
Display type:	Sunlight-visible, always-on, low power, colorful display
Band width:	22 mm
Weight:	Standard black and white versions: 1.8 oz (52 g) Premium version: 2.2 oz (61 g)
Battery life/type:	Up to 10 hours (golf mode); up to 10 days (watch mode)/ Internal rechargeable lithium-ion battery; nonreplaceable
Water rating:	5 ATM/50 meters ⁴
Interface:	USB

SHIPPING AND CASE PACK:

Gift box dimensions (WxHxD):	2.7" x 5.4" x 3.4" (6.8 x 13.7 x 8.6 cm)
Gift box weight:	Standard black and white versions: 6.5 oz (184 g) Premium version: 7.0 oz (198 g)
Master carton dimensions (WxHxD):	15.0" x 12.4" x 12.0" (38.1 x 31.5 x 30.5 cm)
Master carton weight:	Standard black and white versions: 17 lbs (7.7 kg) Premium version: 18 lbs (8.2 kg)
Master carton quantity:	32







PRODUCT COPY:

Product copy for the Approach S60 GPS golf watch can be downloaded from the <u>Dealer Resource Center</u>.



COURSE COVERAGE:



Approach® S60 comes ready to use right out of the box. preloaded with more than 40,000 golf courses around the world.

Just turn it on and start playing. And you won't pay for course updates or additions — or any subscriptions or fees.

Download all updates at Garmin.com/courses. Updates are added multiple times a year.



SOCIAL MADE SIMPLE:

Easily share the Approach S60 GPS golf watch via social media with the prewritten posts below. Just add your image and link to the post, and you are ready to go.



The Approach S60 golf watch from @Garmin displays the critical information you need in full color, with style that goes beyond the course. (Include product image and/or link for purchase)

modern style that goes beyond the clubhouse. (Include product image and/or link for purchase)

The sleek Approach S60 GPS golf watch from Garmin integrates the

critical information and mapping you need in full color on your wrist, with a



MERCHANDISING:

Approach Series Display Kit

SKU: M00-00360-00 Size: 14" W x 10" D x 6" H

Approach counter display kit will showcase both handheld and watches. Display holds up to 5 products comfortably. Comes with reversible graphic backer panel. Dummy units are ordered separately. Ships with product stands printed with the product information for Approach S6, Approach G8, Approach G10, Approach S20, Approach X40, vívoactive® HR, Approach G30, TruSwing™ and Approach S60.



Back of the reversible graphic panel

Approach Series Display Kit Product Stands

Size: 3 1/2" W x 5 1/2" H

Product stands are included with the display. Additional cards can be ordered with the following part numbers:

Approach G30 Product Stand	M00-00403-00
Approach G8 Product Stand	M00-10367-00
Approach G10 Product Stand	M00-00363-00
Approach S20 Product Stand	M00-00364-00
Approach X40 Product Stand	M00-00366-00
TruSwing Product Stand	M00-00365-00
vívoactive HR Product Stand	
Approach S60 Product Stand	M00-10702-00





Garmin Branded Base and Case Display

SKU: M00-10406-00 Acrylic Display Case

SKU: M00-10407-00 Display Base

Size: Case 14" W x 10" D x 35" H, Base 15" W x 16" D x 31" H

Display up to 12 Garmin products securely inside our Garmin branded base and case. Order both for a nice freestanding floor display, or order the case separately for a nice countertop solution. Case features an aluminum-lined cylinder cutout on top of the display, allowing natural light to reflect off and onto the featured units. The base has a key-lock door and provides adequate storage for boxed products and spare display components

Garmin Branded Countertop Video Display

Size: 12" W x 15" H x 10" D

This powered display has interchangeable pieces, making it completely customizable to fit your needs.

*Please contact a Garmin sales representative to place orders.



Additional Components (Ordered Separately):

Clear Wearable Product Stand with Acrylic Mini Riser

SKU: M00-10600-00 Size: Mini riser base: 3" x 3" Product holder: 1.3" W x 4" H



Golf Mini Product Cards Bundle

SKU: M00-00377-00 Size: 2 1/2" W x 2" H



Includes: Approach S6, Approach G8, Approach G10, Approach S20, Approach G30, Approach X40, vivoactive HR and Approach S60

Generic Golf Backer Graphic

SKU: M00-00380-00 Size: 14" W x 35"H

Customize your base and case display with these double-sided low-tack adhesive graphics that easily install on the inside of the back door of the acrylic case.



Approach S60 Countertop Graphic Display

SKU: M00-10705-00 Size: 7" W x 13" H

Grab your consumer's attention with this Approach S60 series countertop display featuring all 3 products (Approach G30, Approach S60 and Approach X40).



DUMMY UNITS



Approach S60 DUMMY UNIT **BLACK WITH BLACK SILICONE BAND** SKU: M08-01702-00



Approach S60 DUMMY UNIT WHITE WITH WHITE SILICONE BAND SKU: M08-01702-01



Approach S60 DUMMY UNIT REMIUM WITH BLACK LEATHER BAND

SKU: M08-01702-03

Approach S60 Table Tent

SKU: M00-10707-00 Size: 5" W x 4" H

Use this 2-sided table tent to inform the customer about Approach S60 and Approach G30.





Video



Garmin Approach S60: Get the Golf Watch with **Modern Style**



COMPATIBLE ACCESSORY OVERVIEW:



UPC: 753759134129 SKU 010-01409-00

TRUSWING'

Golf swing sensor provides users with at-a-glance metrics to improve swing consistency.

MRP: \$149.99 USD, \$199.99 CAD



SKU 010-10635-02 UPC: 753759123000

AC ADAPTER

Use this AC adapter to charge your Approach® S60 by plugging into a wall outlet. Use with charging/data cable.

List price: \$19.99



SKU 010-11936-00 UPC: 753759995454

VEHICLE CHARGING ADAPTER

Use this adapter to charge or power your Approach S60 while on the move. Use with charging/data cable.

List price: \$28.00



SKU 010-10723-17 UPC: 753759111540

HIGH-SPEED MULTI-CHARGER

Add 2 USB connections to your 12 V car adapter to charge or power multiple devices at once, including S60.

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List price: \$25.99

CHARGING/DATA CABLE NEW

010-12491-01

UPC: 753759176860

List: \$24.99

Recharge and transfer data using your computer's USB port. This cord also pairs with optional AC adapter or vehicle charging adapter (both sold separately).



QUICKFIT™ 22 BANDS — NO TOOLS REQUIRED

QuickFit bands let you change your watch's look and feel in a snap. Easy to switch but always secure, there's a style of band for every activity or event. Approach S60 is compatible with 22-mm wide bands.



QUICKFIT 22 WATCH BANDS NEW

QuickFit bands (22 mm) let you change your Approach S60 watch's look and feel in a snap.



Description:	Part number:	UPC:	List:
Black/black silicone	010-12496-00	753759176792	\$49.99 USD
Black/silver silicone	010-12500-00	753759172848	\$49.99 USD
White silicone	010-12500-01	753759172855	\$49.99 USD
Granite blue silicone	010-12496-01	753759176808	\$49.99 USD
Amp yellow silicone	010-12496-02	753759176815	\$49.99 USD
Flame red silicone	010-12496-03	753759176822	\$49.99 USD
Cirrus blue silicone	010-12496-04	753759176839	\$49.99 USD
Brown leather	010-12496-05	753759176846	\$79.99 USD
Black leather	010-12500-02	753759172862	\$79.99 USD
Slate gray stainless steel	010-12496-06	753759176853	\$149.99 USD

QUICKFIT 22 WATCH BANDS (INTEGRATED) NEW

QuickFit integrated bands (22 mm) let you change your Approach S60 watch's look and feel in a snap. These special bands integrate with the watch case, giving you a sleek design and appearance.



Description:	Part number:	UPC:	List:
Black silicone (integrated)	010-12500-03	753759180867	\$49.99 USD
White silicone (integrated)	010-12500-04	753759180874	\$49.99 USD







*Images above show QuickFit integrated bands on Approach S60 watch

Please visit Garmin.com/golf for more information on the Approach lineup.

Lie and ball contact may affect shot tracking. Putts are not tracked. Some shots, particularly chip shots around the green, may not be tracked.

²See <u>Garmin.com/ataccuracy</u> ³When paired with a compatible smartphone; see <u>Garmin.com/ble</u>

⁴See Garmin.com/waterrating