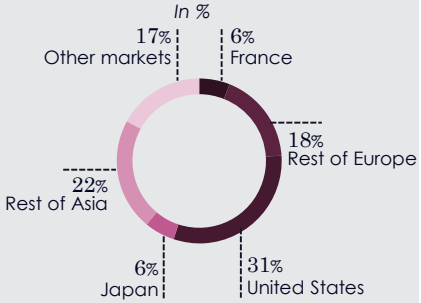
WINES & SPIRITS

EURO millions	2015	2016
Revenue	4,603	4,835
Profit from recurring op.	1,363	1,504
Operating margin	*29.6%*	*31.1%*
Operating investments	233	276
Million of bottles		
Sales in volume		
Champagne	61.4	63.2
Cognac	76.0	83.8

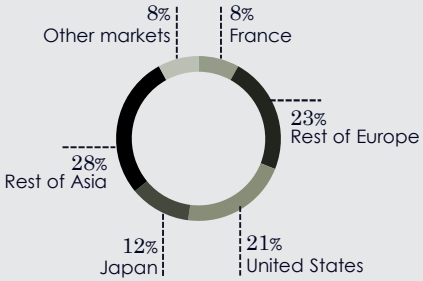
2016 revenue by geographic region of delivery
In %



FASHION & LEATHER GOODS

EURO millions	2015	2016
Revenue	12,369	12,775
Profit from recurring op.	3,505	3,873
Operating margin	*28.3%*	*30.3%*
Operating investments	553	506
Number of stores	1,566	1,508

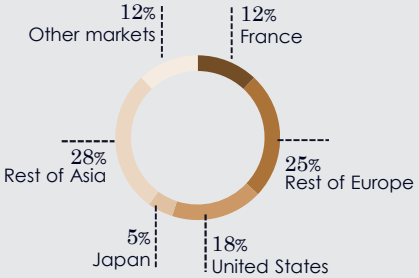
2016 revenue by geographic region of delivery
In %



PERFUMES & COSMETICS

EURO millions	2015	2016
Revenue	4,671	4,953
Profit from recurring op.	524	551
Operating margin	*11.2%*	*11.1%*
Operating investments	233	268
In %		
Sales by product category		
Perfumes	41%	38%
Cosmetics	40%	44%
Skincare products	19%	18%

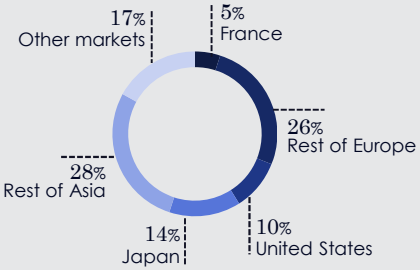
2016 revenue by geographic region of delivery
In %



WATCHES & JEWELRY

EURO millions	2015	2016
Revenue	3,308	3,468
Profit from recurring op.	432	458
Operating margin	*13.1%*	*13.2%*
Operating investments	204	229
Number of stores	395	397

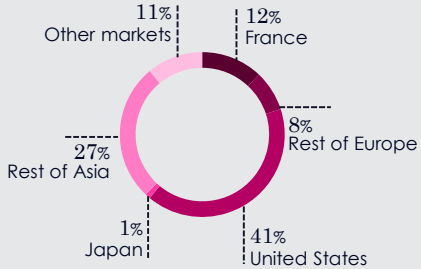
2016 revenue by geographic region of delivery
In %



SELECTIVE DISTRIBUTION

EURO millions	2015	2016
Revenue	11,193	11,973
Profit from recurring op.	940	919
Operating margin	*8.4%*	*7.7%*
Operating investments	395	558
Number of stores	1 678	1 778

2016 revenue by geographic region of delivery
In %



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