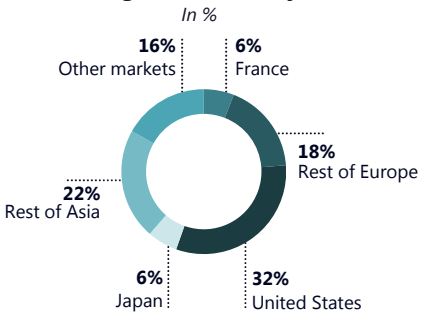


WINES & SPIRITS



2017 revenue by geographic region of delivery



EURO millions	2016	2017
Revenue	4 835	5 084
Profit from recurring op.	1 504	1 558
Operating margin	31,1%	30,6%
Operating investments	276	292

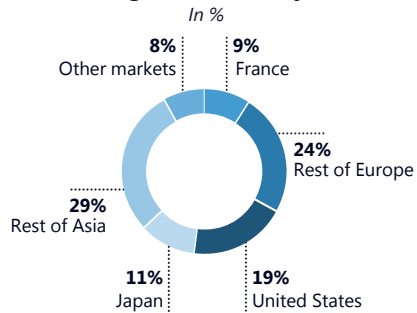
Million of bottles	2016	2017
Sales in volume		
Champagne	63,2	65,6
Cognac	83,8	90,9



FASHION & LEATHER GOODS



2017 revenue by geographic region of delivery



EURO millions	2016	2017
Revenue	12 775	15 472
Profit from recurring op.	3 873	4 905
Operating margin	30,3%	31,7%
Operating investments	506	563
Number of stores	1 508	1 769*

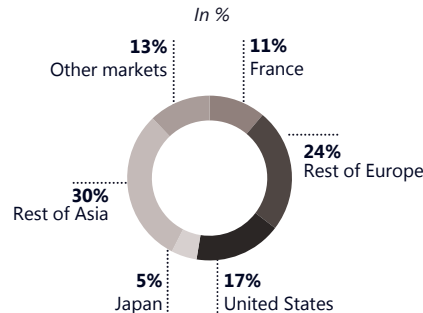
* Including 198 stores for Christian Dior Couture and 57 for Rimowa.



PERFUMES & COSMETICS



2017 revenue by geographic region of delivery



EURO millions	2016	2017
Revenue	4 953	5 560
Profit from recurring op.	551	600
Operating margin	11,1%	10,8%
Operating investments	268	286
Number of stores	248	302

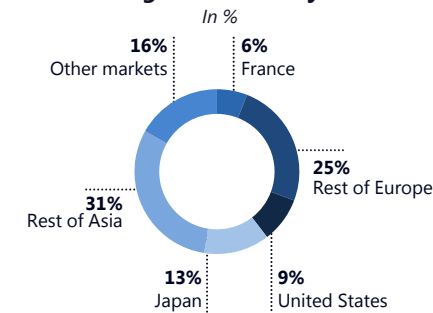
In %	2016	2017
Revenue by product category		
Perfumes	38%	36%
Cosmetics	44%	47%
Skincare products	18%	17%



WATCHES & JEWELRY



2017 revenue by geographic region of delivery



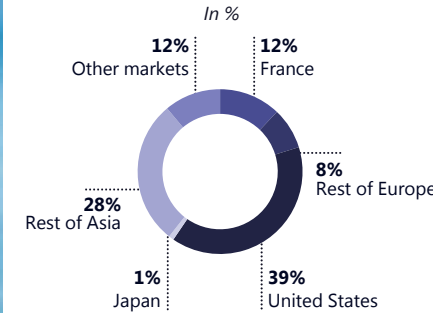
EURO millions	2016	2017
Revenue	3 468	3 805
Profit from recurring op.	458	512
Operating margin	13,2%	13,5%
Operating investments	229	269
Number of stores	397	405



SELECTIVE RETAILING



2017 revenue by geographic region of delivery



EURO millions	2016	2017
Revenue	11 973	13 311
Profit from recurring op.	919	1 075
Operating margin	7,7%	8,1%
Operating investments	558	570
Number of stores	1 778	1 880

