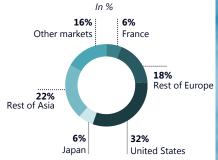
WINES & SPIRITS



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		
Sales in volume		
Champagne	63,2	65,6
Cognac	83,8	90,9











FASHION & LEATHER GOODS



region of delivery In % France Other markets 24% Rest of Europe 29% Rest of Asia 11% 19% United States Japan

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

LOUIS VUITTON



EMILIO PUCCI

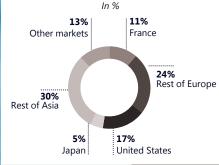
NICHOLAS KIRKWOOD

PERFUMES & COSMETICS

WATCHES & JEWELRY



2017 revenue by geographic region of delivery In %



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

_		
Christian Dior	KENZO PARFUMS	ACQUA
		PARMA
GUERLAIN PARIS	LOEWE	
		bene/it
		THE PERSONS SECOND
GIVENCHY	MART UP FOR INTR	
fresh	Maison Francis	s Kurkdiian

LVMH MOËT HENNESSY, LOUIS VUITTON

Maison Francis Kurkdjian



region of delivery 6% 16% Other markets France 25% Rest of Europe **31%** Rest of Asia 13% United States Japan

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

TAGHeuer

CHAUMET

ZENITH

FRED

BVLGARI

Christian Dior

Ж

HUBLOT

SELECTIVE RETAILING

2017 revenue by geographic region of delivery In %

12% 12% Other markets France Rest of Europe 28% Rest of Asia 1% 39% United States Japan

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



SEPHORA =



