



THE WORLD LEADING LUXURY GOODS GROUP

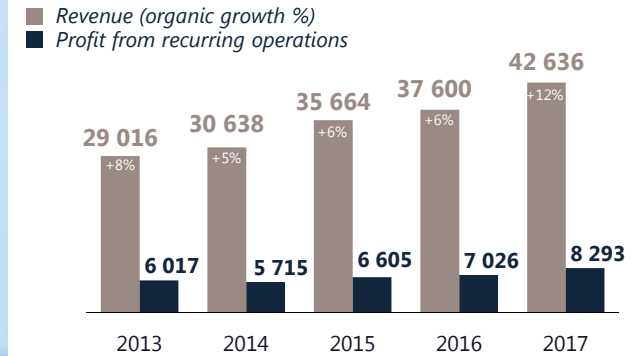
70 brands **€42.6 bn** 2017 revenue
70 countries **4,374** stores

KEY STRENGTHS

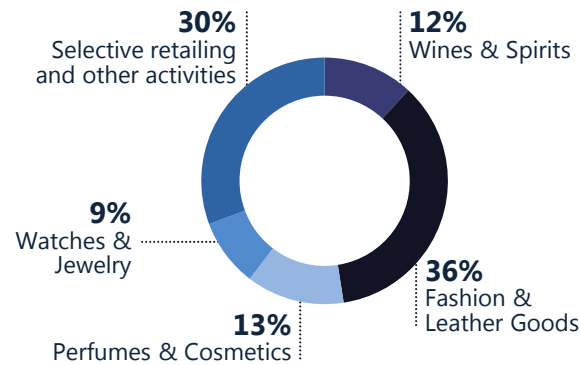
Only group present in **all luxury sectors**
Good geographical balance of revenue
Quality and creativity of teams
Solid financial structure

A GROWING AND PROFITABLE COMPANY

(In millions of euros)



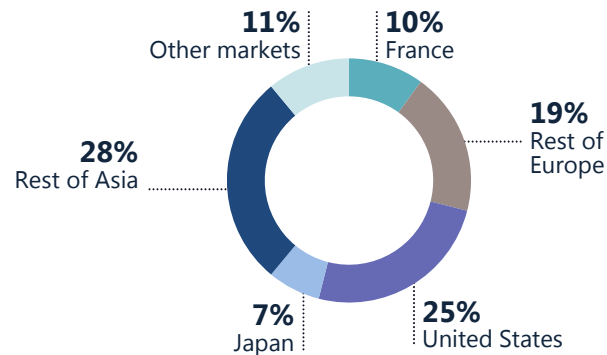
2017 REVENUE BY BUSINESS GROUP



2017 PROFIT FROM RECURRING OPERATIONS

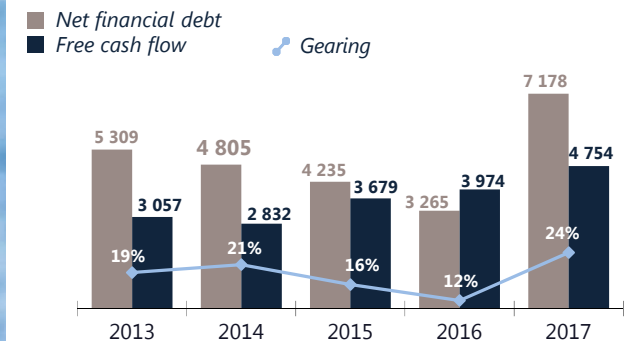
	€Million	Operating margin
Wines & Spirits	1 558	30,6%
Fashion & Leather goods	4 905	31,7%
Perfumes & Cosmetics	600	10,8%
Watches & Jewelry	512	13,5%
Selective retailing	1 075	8,1%
Other and eliminations	(357)	NA
TOTAL LVMH	8 293	19,5%

2017 REVENUE BY REGION



NET FINANCIAL DEBT AND FREE CASH FLOW

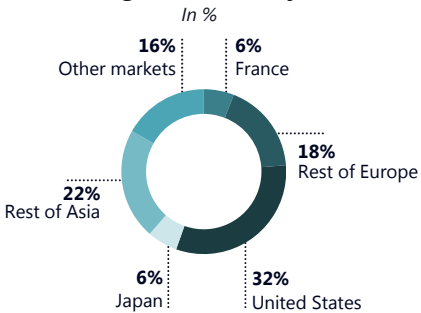
(In millions of euros)



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

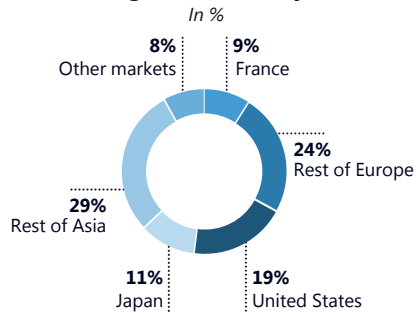
Million of bottles	2016	2017
Sales in volume		
Champagne	63,2	65,6
Cognac	83,8	90,9



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*

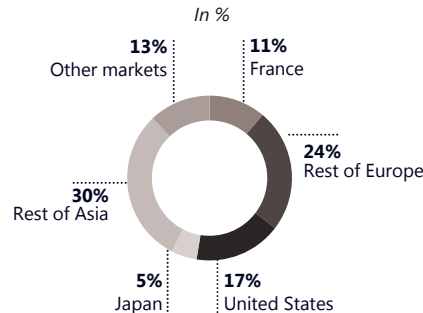
* Including 198 stores for Christian Dior Couture and 57 for Rimowa.



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

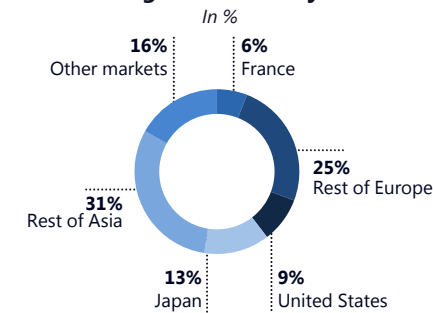
In %	2016	2017
Revenue by product category		
Perfumes	38%	36%
Cosmetics	44%	47%
Skincare products	18%	17%



WATCHES & JEWELRY



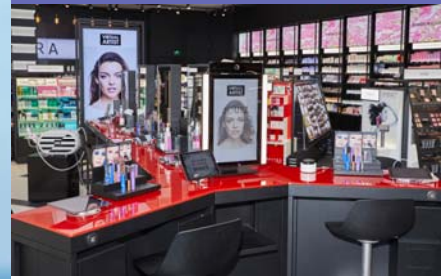
2017 revenue by geographic region of delivery



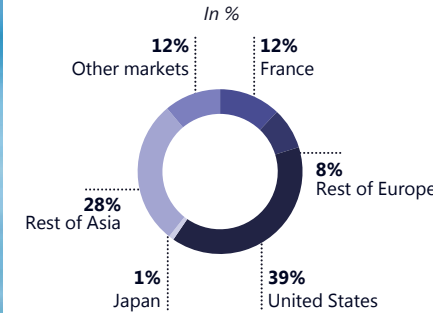
EURO millions	2016	2017
Revenue	3 468	3 805
Profit from recurring op.	458	512
Operating margin	13,2%	13,5%
Operating investments	229	269
Number of stores	397	405



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

