

THE WORLD LEADING LUXURY GOODS GROUP

70 brands **€42.6 bn** 2017 revenue

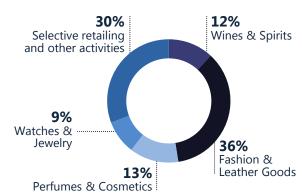
70 countries **4,374** stores

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) Revenue (organic growth %) ■ Profit from recurring operations 42 636 37 600 35 664 30 638 29 016 8 293 6 605 7 026 6 017 5 715 2013 2014 2017 2015 2016

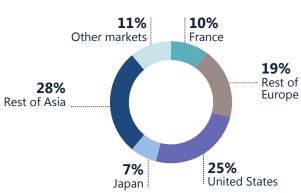
2017 REVENUE BY BUSINESS GROUP



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)

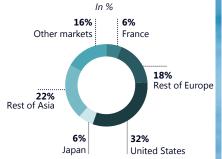
Net financial debt



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











GLENMORANGIE

FASHION & LEATHER GOODS



2017 revenue by geographic 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*
	Revenue Profit from recurring op. Operating margin Operating investments	Revenue 12 775 Profit from recurring op. 3 873 Operating margin 30,3% Operating investments 506

Including 198 stores for Christian Dior Couture and 57 for Rimowa

LOUIS VUITTON

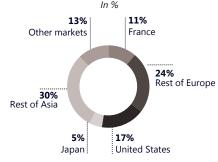


RIMOWA KENZ© CÉLINE NICHOLAS KIRKWOOD EMILIO PUCCI

PERFUMES & COSMETICS



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
GUERLAIN PARIS	LOEWE	PARMA
PARIS		<u>bene</u> /it
GIVENCHY	HARE UP FOX IVIE	

fresh

Maison Francis Kurkdjian

WATCHES & JEWELRY



region of delivery 6% 16% Other markets France 25% Rest of Europe **31%** Rest of Asia

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

13%

Japan

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

BVLGARI

CHAUMET

United States





Christian Dior

FRED

SEPHORA =





DFS