

LVMH

Q3 2018 REVENUE

OCTOBER 10, 2018

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DISCLAIMER

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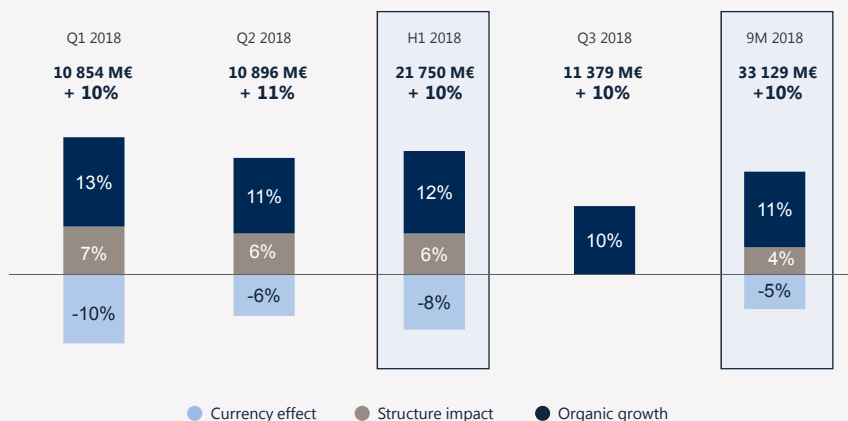
9 MONTHS 2018 REVENUE

HIGHLIGHTS

- | Solid Q3 performance with all business groups and regions contributing to growth
- | Currency impact neutral in Q3 after being negative for first half of the year
- | Solid growth across all regions, particularly in Asia and the United States
- | Continued good performance of Hennessy in context of supply constraints
- | Outstanding momentum at Louis Vuitton and Christian Dior (couture and perfumes)
- | Good performance of other fashion brands
- | Excellent performance at Bvlgari, Chaumet and Hublot
- | Strengthened omnichannel and continued rapid revenue growth at Sephora
- | Good revenue growth at DFS in Asia excluding the termination of Hong Kong International Airport concessions

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2018 QUARTERLY EVOLUTION OF REVENUE

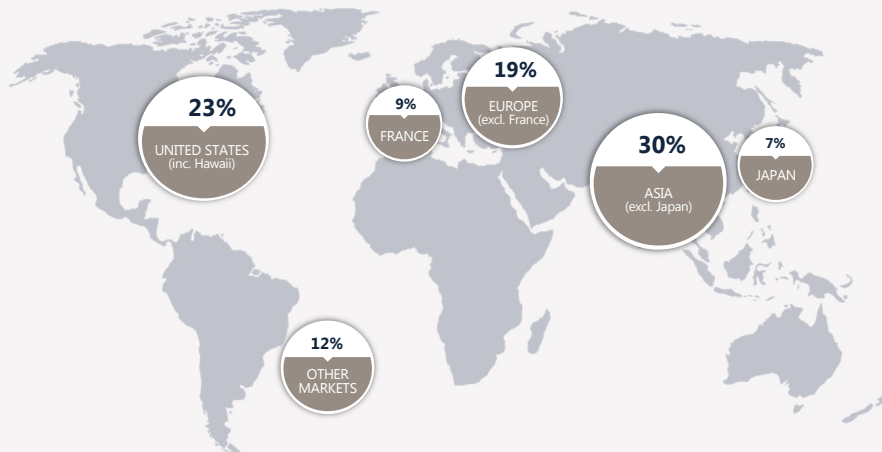


The principles under which the effects of exchange rate fluctuations and changes in the scope of consolidation are determined are described on page 9 of 2018 Interim Financial Report.

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9 MONTHS 2018 REVENUE BREAKDOWN BY REGION

In % of total revenue



REVENUE CHANGE BY REGION

Organic growth versus same period of 2017	H1 2018	Q3 2018	9 MONTHS 2018
UNITED STATES*	+ 10%	+ 9%	+ 10%
JAPAN	+ 17%	+ 10%	+ 14%
ASIA (EXCL. JAPAN)	+ 18%	+ 11%	+ 16%
EUROPE	+ 5%	+ 10%	+ 7%

* Excl. Hawaii.

9 MONTHS REVENUE BY QUARTER BY BUSINESS GROUP

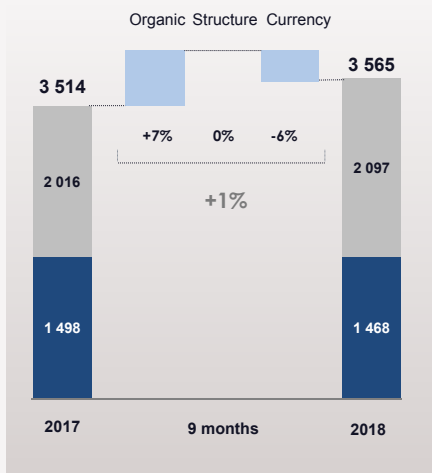
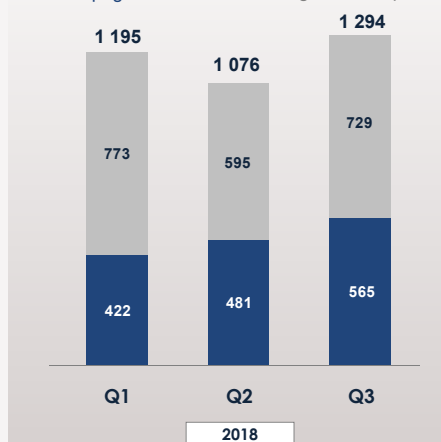
Organic growth versus same period of 2017	H1 2018	Q3 2018	9 MONTHS 2018
WINES & SPIRITS	+ 7%	+ 7%	+ 7%
FASHION & LEATHER GOODS	+ 15%	+ 14%	+ 14%
PERFUMES & COSMETICS	+ 16%	+ 11%	+ 14%
WATCHES & JEWELRY	+ 16%	+ 10%	+ 14%
SELECTIVE RETAILING	+ 9%	+ 5%	+ 8%
TOTAL LVMH	+ 12%	+ 10%	+ 11%

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WINES & SPIRITS 9 MONTHS 2018 HIGHLIGHTS

In millions of euros

■ Champagne and Wines ■ Cognac and Spirits



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WINES & SPIRITS 9 MONTHS 2018 HIGHLIGHTS

|CHAMPAGNE & WINES

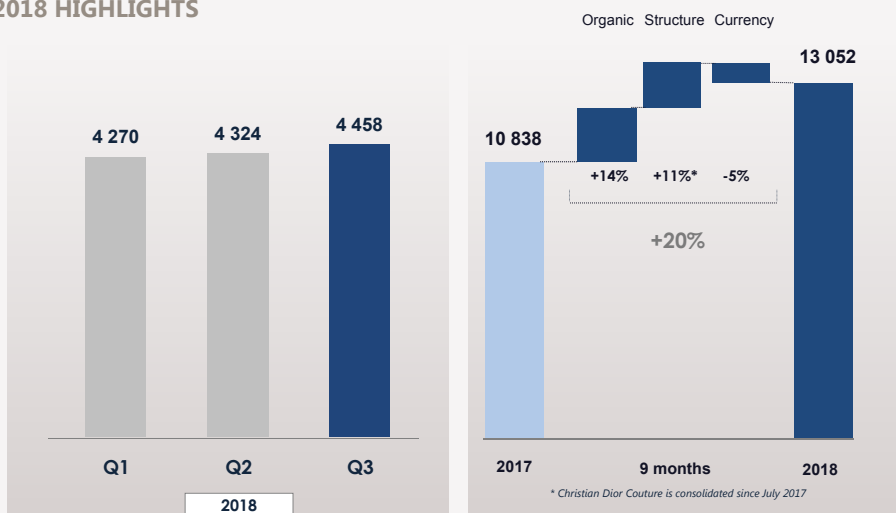
- Champagne volumes stable over period
- Success of prestige vintages
- Solid momentum in all key regions
- Performance of Estates & Wines driven by positive price effect

|COGNAC & SPIRITS

- Hennessy volumes up 4 %
- Continued good progress in the US in context of tight supply
- Strong momentum in China
- Rebound of Glenmorangie after destocking in Asia in 2017

FASHION & LEATHER GOODS 9 MONTHS 2018 HIGHLIGHTS

In millions of euros



FASHION & LEATHER GOODS

9 MONTHS 2018 HIGHLIGHTS

| Strong growth in all regions

| Louis Vuitton: exceptional creativity in all its businesses

- Success of iconic lines and new creations, especially in leather goods, shoes and ready-to-wear
- Launch of new handbag collections
- Launch of new *Attrape-Rêves* women's fragrance with film campaign starring Emma Stone
- Remodeled South Coast Plaza store and opened first airport store in France, at Paris Charles de Gaulle
- Successful runway shows from Virgil Abloh and Nicolas Ghesquière

| Christian Dior Couture: excellent performance and highly successful Spring/Summer 2019 runway show

| Fendi: *Peekaboo* bag's 10th anniversary and launch of *Peekaboo X-Lite*

| Celine: strong growth and significant impact of Hedi Slimane's first runway show, very well received by retailers

| Loewe, Kenzo, Loro Piana and Berluti performed strongly

| Rimowa: qualitative development of distribution, successful advertising campaign with Roger Federer

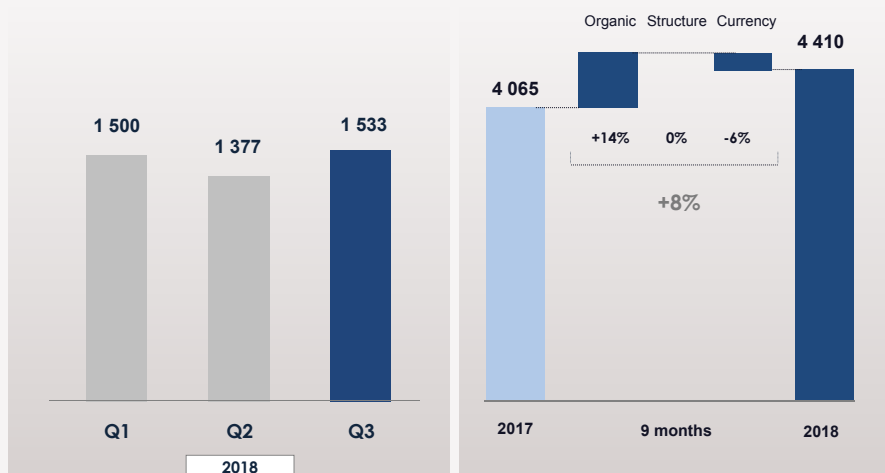
| Marc Jacobs: continued evolution of product lines; success of *Snapshot* bag

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PERFUMES & COSMETICS

9 MONTHS 2018 HIGHLIGHTS

In millions of euros



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PERFUMES & COSMETICS

9 MONTHS 2018 HIGHLIGHTS

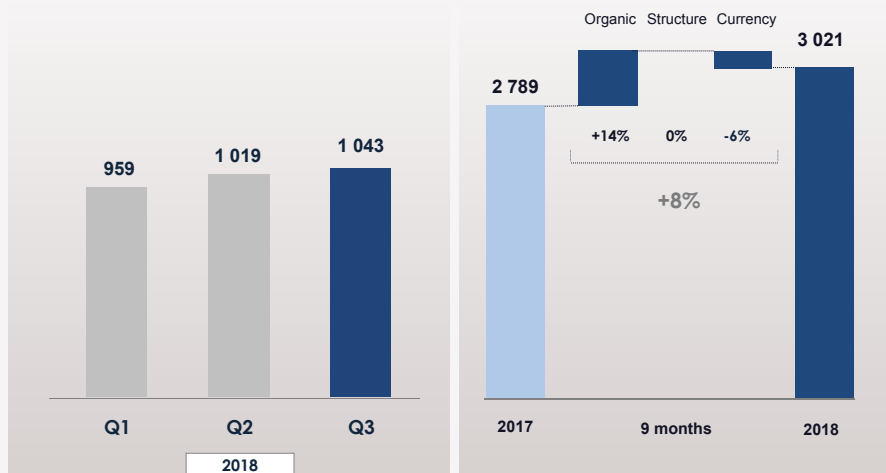
- | Growth across all segments and all regions, particularly Asia, driven by star brands
- | Parfums Christian Dior: strong market share gains worldwide, continued strong demand for *Miss Dior*, *J'adore* and *Sauvage*; successful launch of *Joy* embodied by actress Jennifer Lawrence; excellent performance of makeup, driven notably by *Rouge Dior* line
- | Guerlain: very good performance of skincare line *Abeille Royale* and lipstick *Rouge G*
- | Parfums Givenchy: launch of a new women's fragrance *L'Interdit* with actress Rooney Mara, good demand for *Le Rouge* lipstick
- | Benefit: success of *BAD Gal Bang* mascara and launch of *Brow Contour Pro*, a 4-in-1 brow contour pencil
- | Good performance of Fresh and Fenty by Rihanna

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WATCHES & JEWELRY

9 MONTHS 2018 HIGHLIGHTS

In millions of euros



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WATCHES & JEWELRY

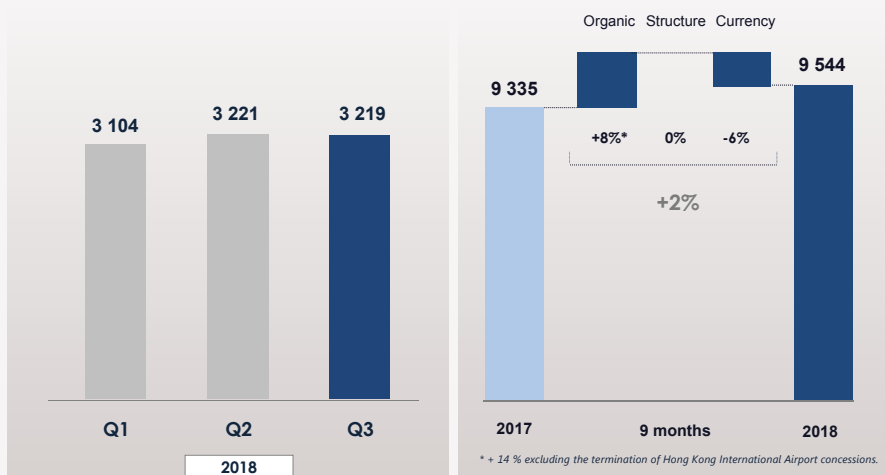
9 MONTHS 2018 HIGHLIGHTS

- | Rapid progress in Jewelry and growth for Watches driven by strength of iconic lines
- | Bvlgari: market share gains with continued solid progress of iconic lines *Serpenti*, *Diva* and *B.Zero1*; deployment of new high-end jewelry collection; exhibition dedicated to its history inaugurated in Moscow
- | Chaumet: continued success of *Liens* and *Joséphine* lines; extension of *Bee My Love* collection to bangles
- | Fred: first store opened in Macao
- | TAG Heuer: continued development of iconic lines
- | Hublot: new flagship store on London's Bond street; strong contribution to growth of *Spirit of Big Bang*
- | Zenith: good success of *Defy* line

SELECTIVE RETAILING

9 MONTHS 2018 HIGHLIGHTS

In millions of euros



SELECTIVE RETAILING

9 MONTHS 2018 HIGHLIGHTS

| SEPHORA

- Continued strong organic revenue growth, especially in North America and Asia
- Solid online revenue growth across all regions
- New concept store opened in Shanghai, China
- Start of Sephorisation of Ile de Beauté stores in Russia

| DFS

- Good performance in Asia
- Success of recently opened T *Galleries* in Cambodia and Italy
- Opening of newly renovated T *Galleria* in Auckland

| LE BON MARCHÉ

- Success of ongoing exhibition dedicated to Los Angeles
- Launch of capsule collection from designer and model Inès de la Fressange exclusively on 24 Sèvres

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9 MONTHS 2018 REVENUE

SUMMARY

| Continued solid performance

| All business groups and regions contributed to Q3 growth

| Focus on innovative, high quality products, selective store network expansion, cost management

| Cautiously confident for the rest of the year in context of monetary and geopolitical uncertainties

Objective of LVMH in 2018

**REINFORCE OUR WORLDWIDE LEADERSHIP POSITION
IN GLOBAL LUXURY GOODS MARKET**

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