

GROUP
PRESENTATION
NOVEMBER 2023

LVMH

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1 ABOUT LVMH

LVMH

Foreword

A FAMILY-RUN Group, LVMH is led by BERNARD ARNAULT since 1987.

LVMH strives to ensure the long-term development of each of its 75 HOUSES in keeping with their IDENTITY, their HERITAGE and their EXPERTISE.

The LVMH group is the ONLY GROUP present in all FIVE MAJOR SECTORS of the luxury market:

Wines & Spirits, Fashion & Leather Goods, Perfumes & Cosmetics, Watches & Jewelry and Selective Retailing.

LVMH

In 2022, LVMH represents:

79.2 bn €
Revenue 2022

+196,000
Employees

5,664
Stores

LVMH

The LVMH spirit

LVMH has successfully preserved a **FAMILY SPIRIT**
that places priority on a **LONG-TERM VISION**.

The Group's vocation is to ensure the **DEVELOPMENT** of each of its
Houses while respecting their **IDENTITIES** and their autonomy,
providing the **RESOURCES** needed to create, produce and market
their products and services through carefully selected channels.

These creations make our
Houses
**AMBASSADORS OF A DISTINCTIVELY
REFINED « ART DE VIVRE ».**

LVMH

The **FOUR FUNDAMENTAL VALUES** articulated by Bernard Arnault are shared by every member of LVMH.

Those four imperatives constitute the pillars of our **PERFORMANCE** and **LONG-TERM SUCCESS**.

BE CREATIVE & *innovative*

Creativity and innovation are part of our DNA. Over the years, they have ensured our Houses' success and established their legitimacy. This combination of creativity and innovation is the foundation of our Houses and stands at the heart of the delicate balance required to continually renew our offer while resolutely looking to the future, always respecting our unique heritage.

DELIVER *excellence*

At LVMH, we never compromise on quality. Because we embody the world of craftsmanship in its most noble and accomplished form, we pay meticulous attention to detail and to perfection. From products to service, we cultivate our difference through this constant quest for excellence.

CULTIVATE *an entrepreneurial spirit*

LVMH has an agile and decentralized organization that encourages efficiency and responsiveness. It stimulates individual initiative by entrusting each person with significant responsibilities. Our entrepreneurial spirit encourages both risk-taking and perseverance. It requires pragmatic thinking and an ability to motivate teams, leading them to achieve ambitious objectives.

BE COMMITTED *to positive impact*

Every action taken by the Group and its employees reflects our commitment to ethics, corporate social responsibility and respect for the environment. They drive our Maisons' performance and ensure their longevity. Firmly convinced that truly desirable products can only come from sustainable businesses, we are committed to ensuring that our products and the way they are made have a positive impact on our entire ecosystem and the places we operate, and that our Group is actively working to build a better future.

1987

The world leader in luxury, LVMH
has deployed a business model marked by
DYNAMIC GROWTH since its creation in 1987.

LVMH

“Our business model is anchored in a long-term vision that builds on the heritage of our Houses and stimulates creativity and excellence. This model drives the success of our Group and ensures its promising future.”

BERNARD ARNAULT

LVMH

The LVMH model

LVMH HAS DEVELOPED A UNIQUE OPERATING MODEL ANCHORED BY SIX PILLARS:

DECENTRALIZED ORGANIZATION

Our structure and operating principles ensure that our Houses are both autonomous and responsive.

ORGANIC GROWTH

The LVMH group commits significant resources to develop its Houses, as well as to encourage and protect creativity.

VERTICAL INTEGRATION

Vertical integration fosters excellence both upstream and downstream.

CREATING SYNERGIES

Sharing of resources on a Group scale creates intelligent synergies while respecting the individual identities.

SUSTAINING SAVOIR-FAIRE

LVMH and its Houses have developed forward-thinking initiatives to transmit savoir-faire.

BALANCE ACROSS BUSINESS SEGMENTS AND GEOGRAPHIES

LVMH



WINE & SPIRITS

1365 DOMAINE DES LAMBRAYS
 1593 CHÂTEAU D'YQUEM
 1668 DOM PÉRIGNON
 1729 RUINART
 1743 MOËT & CHANDON
 1765 HENNESSY
 1772 VEUVE CLICQUOT
 1792 CHÂTEAU GALOUPET
 1815 ARDBEG²
 1832 CHÂTEAU CHEVAL BLANC
 1843 KRUG
 1843 GLENMORANGIE²
 1858 MERCIER
 1936 MINUTY
 1959 CHANDON
 1973 JOSEPH PHELPS
 1977 NEWTON VINEYARD¹
 1985 CLOUDY BAY¹
 1992 COLGIN CELLARS
 1993 BELVEDERE
 1996 TERRAZAS DE LOS ANDES
 1998 BODEGA NUMANTHIA¹
 1999 CHEVAL DES ANDES¹
 2006 ARMAND DE BRIGNAC
 2006 CHÂTEAU D'ESCLANS
 2010 WOODINVILLE
 2013 AO YUN¹
 2017 CLOS 19
 2017 VOLCAN DE MI TIERRA
 2020 EMINENTE

FASHION & LEATHER GOODS

1846 LOEWE
 1849 MOYNAT
 1854 LOUIS VUITTON
 1895 BERLUTI
 1898 RIMOWA
 1914 PATOU
 1924 LORO PIANA
 1925 FENDI
 1945 CELINE
 1947 DIOR
 1947 EMILIO PUCCI
 1952 GIVENCHY
 1970 KENZO
 1984 MARC JACOBS

PERFUME & COSMETICS

1803 OFFICINE UNIVERSELLE BULY
 1828 GUERLAIN
 1916 ACQUA DI PARMA
 1947 PARFUMS CHRISTIAN DIOR
 1957 PARFUMS GIVENCHY
 1972 PERFUMES LOEWE
 1976 BENEFIT COSMETICS
 1983 OLE HENRIKSEN
 1984 MAKE UP FOR EVER
 1988 KENZO PARFUMS
 1991 FRESH
 2008 KVD BEAUTY
 2009 MAISON FRANCIS KURKDJIAN
 2012 LIP LAB
 2016 CHA LING
 2017 FENTY BEAUTY BY RIHANNA
 2022 STELLA BY STELLA McCARTNEY

LVMH

1 : Part of Estates & Wines

2 : Part of The Glenmorangie Company

SELECTIVE RETAILING

1852 LE BON MARCHÉ
1923 LA GRANDE ÉPICERIE DE PARIS³
1958 STARBOARD CRUISE SERVICES
1960 DFS
1969 SEPHORA
2017 24S

WATCHES & JEWELRY

1780 CHAUMET
1837 TIFFANY & Co.
1860 TAG HEUER
1865 ZENITH
1884 BULGARI
1936 FRED
1957 REPOSSI
1980 HUBLOT

OTHER ACTIVITIES

1817 COVA
1849 ROYAL VAN LENT
1860 JARDIN D'ACCLIMATATION
1870 LA SAMARITAINE
1908 GROUPE LES ÉCHOS-LE PARISIEN
1952 CONNAISSANCE DES ARTS
1974 INVESTIR
1976 BELMOND
1983 RADIO CLASSIQUE
2006 CHEVAL BLANC HOTELS

2014 FONDATION LOUIS VUITTON

3 : Part of Groupe Le Bon Marché

LVMH

2 COMMITMENTS

LVMH



A committed Group

ART & CULTURE

Initiated in 1990, our corporate philanthropy program supports arts and culture by sharing a passion for artistic disciplines and creativity with the widest possible audience.

SOCIAL & ENVIRONMENTAL RESPONSIBILITY

LVMH has made sustainable development a strategic priority since its founding.

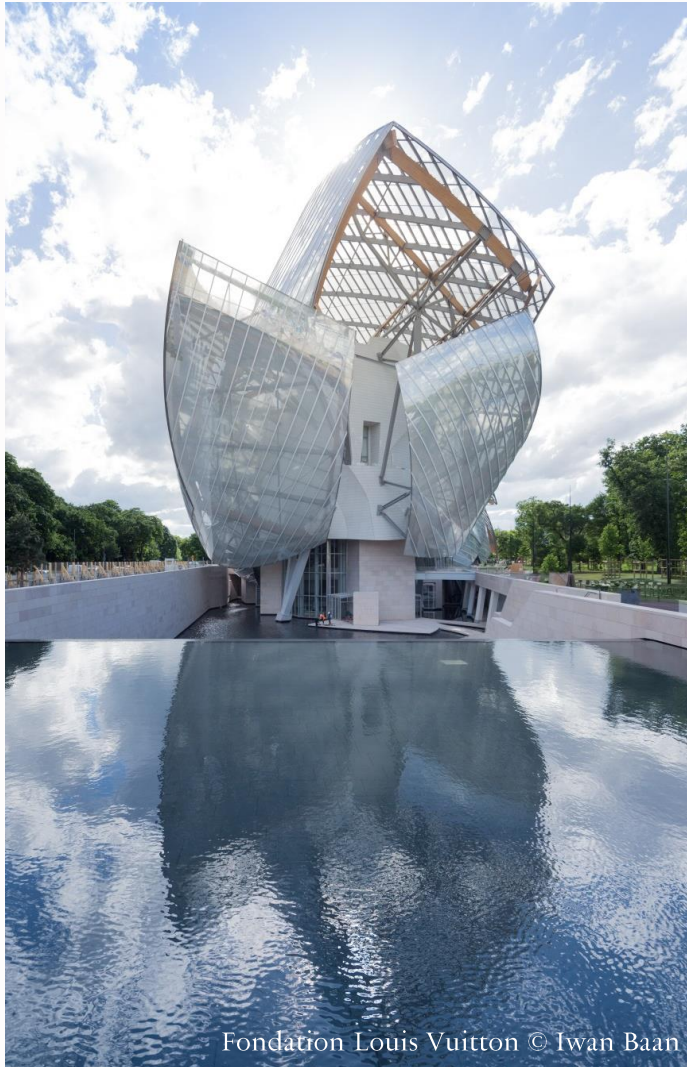
LEADERSHIP & ENTREPRENEURSHIP

At LVMH, performance is underpinned by the leadership of our managers, whose vision and ability to inspire their teams enable the entire organization to achieve ambitious objectives.

TRANSMISSION & SAVOIR-FAIRE

LVMH and its Maisons are the custodians of an unparalleled heritage of time-honored craftsmanship and creative skills, and take great care in protecting and developing savoir-faire that has sometimes been passed on for centuries.

LVMH



The Fondation Louis Vuitton

Initiated by Bernard Arnault in **2006**, the Fondation Louis Vuitton in Paris opened to the public on **October 27, 2014**.

The Foundation embodies the myriad actions taken by the LVMH group over the past 25 years in **support of art, culture and heritage**.

With its forceful impact and unique, groundbreaking design, the building created by Frank Gehry is itself the **first artistic statement** by the Fondation Louis Vuitton.

In addition to its permanent collection, the Foundation commissions works from artists and organizes temporary exhibitions of modern and contemporary art, along with multidisciplinary installations.

Since its opening the Fondation Louis Vuitton has hosted many exhibitions such as **The Morozov Collection. Icons of Modern Art, Simon Hantaï. The Centenary Exhibition, Monet – Mitchell, Basquiat x Warhol. Painting Four Hands, Mark Rothko, etc.**

The Fondation Louis Vuitton project has adopted an exemplary environmental approach and was chosen as a **pilot project** for new HQE® (High Environmental Quality) guidelines applicable to cultural buildings.

LVMH

KEY FIGURES

LVMH

Key figures 2022

N°1

*World luxury
leader*

75

Houses

5,664

Stores

79.2 bn €

Revenue 2022

+ 196,000

Employees

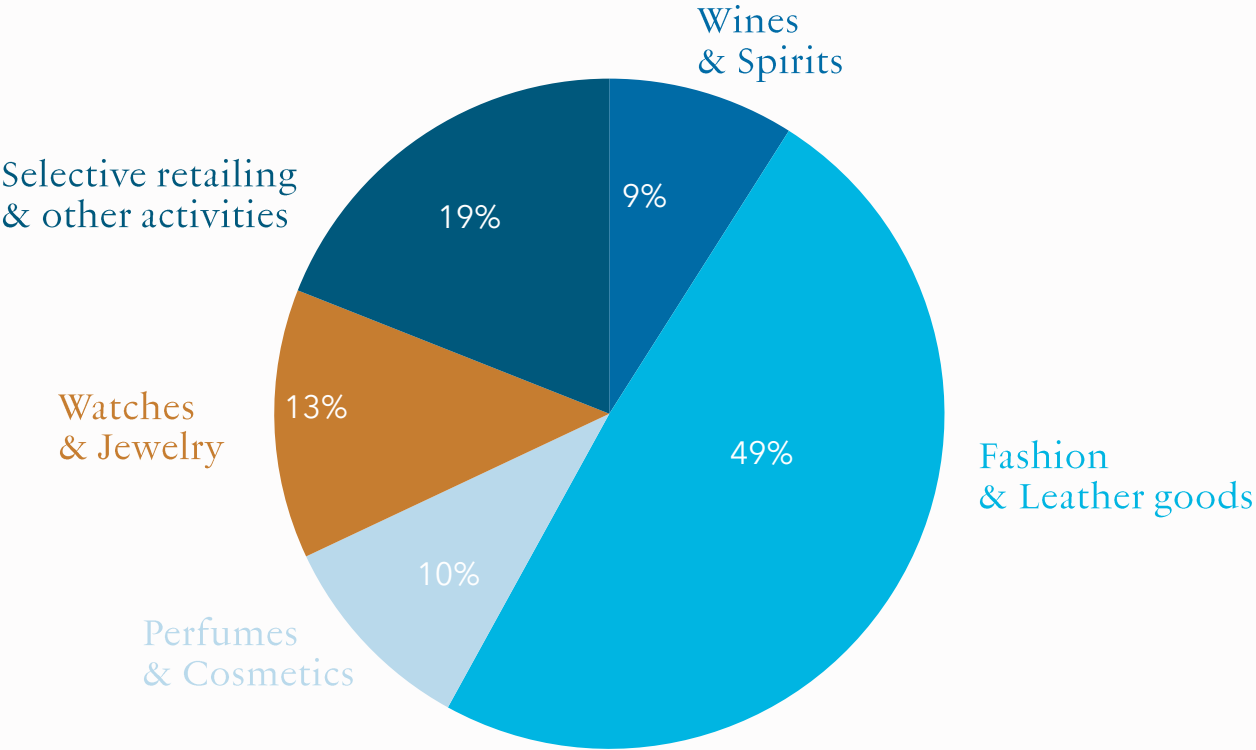
Key figures

In millions of euros	2021	2022	Variation %
REVENUE	64,215	79,184	+23 %
PROFIT FROM RECURRING OPERATIONS	17,151	21,055	+23 %
GROUP SHARE OF NET PROFIT	12,036	14,084	+17 %
FREE CASH FLOW*	13,531	10,113	-25 %

* Before available for sale financial assets and investments, transactions relating to equity and financing activities

Key figures by business group

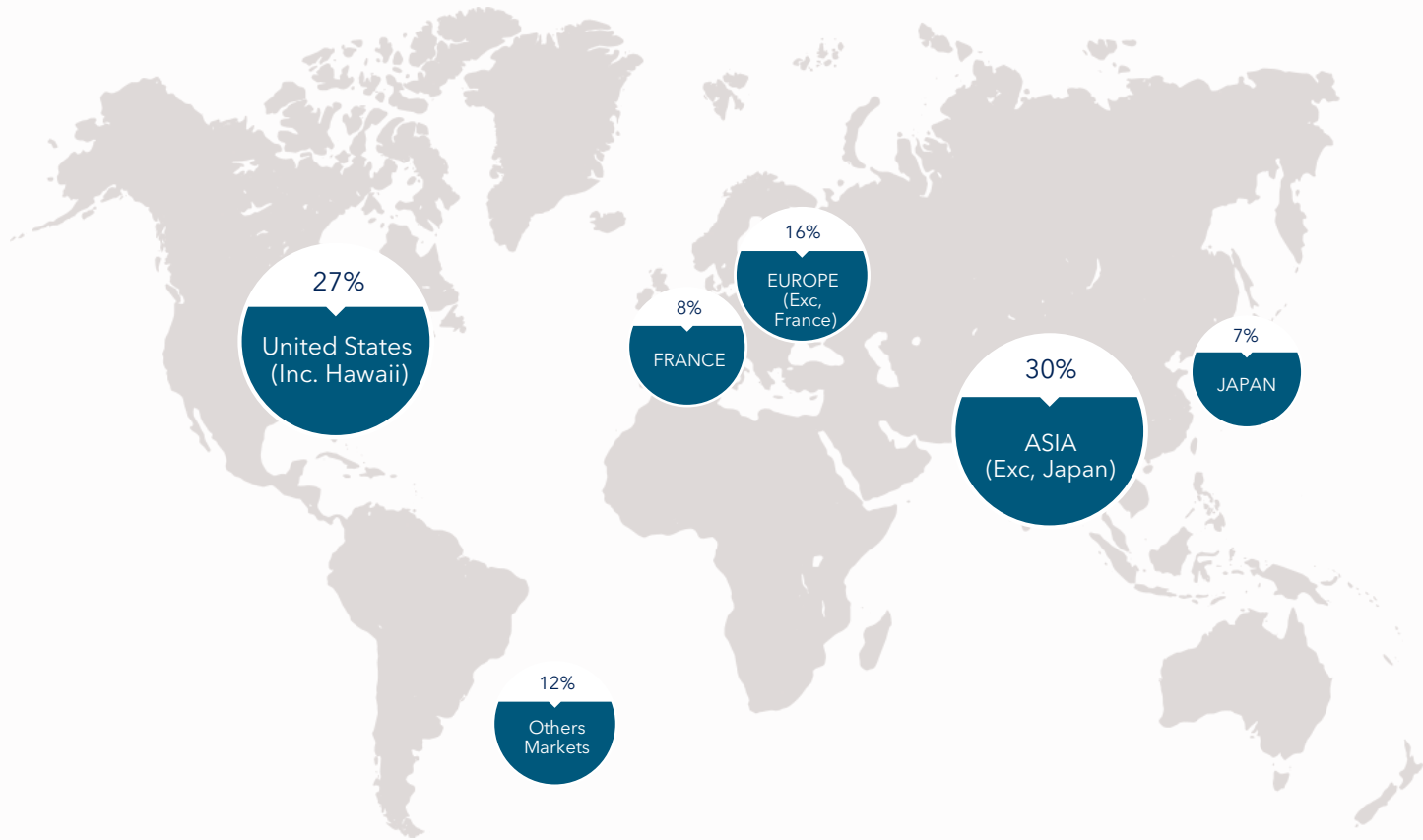
IN % OF REVENUE



LVMH

Key figures by geographic region of delivery

IN % OF REVENUE



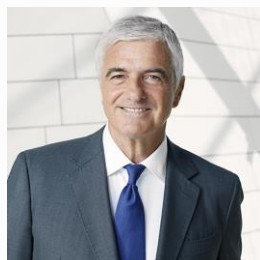
GOVERNANCE

LVMH

Executive Committee



BERNARD ARNAULT
*Chairman and Chief
Executive Officer*



ANTONIO BELLONI
*Group Managing
Director*



DELPHINE ARNAULT
*Christian Dior
Couture*



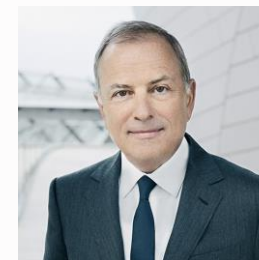
NICOLAS BAZIRE
*Development and
acquisitions*



PIETRO BECCARI
Louis Vuitton



STÉPHANE BIANCHI
Watches & Jewelry



MICHAEL BURKE
*Strategic Advisor to
the Chairman*



CHANTAL GAEMPERLE
*Ressources Humaines
and Synergies*



JEAN-JACQUES GUIONY
Finances



CHRIS DE LAPUENTE
*Selective Retailing
& Beauty*



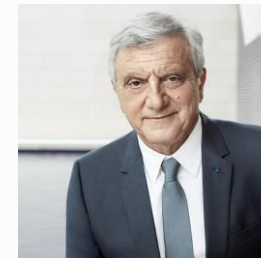
STÉPHANE RINDERKNECH
*LVMH Hospitality
Excellence*



PHILIPPE SCHAUS
Wines & Spirits



JÉRÔME SIBILLE
*General Administration
& Legal Affairs*



SIDNEY TOLEDANO
Fashion Group



JEAN-BAPTISTE VOISIN
Strategy

LVMH



Biography of Bernard Arnault

Bernard Arnault is Chairman and CEO of LVMH. Born to an industrial family in Roubaix, France on March 5, 1949, Mr. Arnault attended the Roubaix lycée and the Faidherbe lycée in Lille. He then went on to study at the Ecole Polytechnique, graduating in 1971.

He began his professional career that year as an engineer with the Ferret-Savinell construction company and successively was promoted to various executive management positions before becoming Chairman in 1978.

Mr. Arnault remained there until 1984, when he undertook the reorganization of the Financière Agache holding company. He returned the group to profitability as he embarked upon a strategy of developing the world's leading luxury products company. In the process, he reinvigorated Christian Dior as the cornerstone of the new organization.

In 1989, Mr. Arnault became the majority shareholder of LVMH Moët Hennessy – Louis Vuitton, creating the world's leading luxury products group. Mr. Arnault has been Chairman and CEO of the company since that date. Mr. Arnault is also President of the Board of Directors of Groupe Arnault S.A. (his family holding company).

Mr. Arnault is married and has five children. He has been awarded the honorary titles of Grand Officer of the Legion of Honour and Commander of the Order of Arts and Letters.

LVMH

Board of Directors

Bernard Arnault
*Chairman & Chief
Executive Officer*

Antonio Belloni
Group Managing Director

Antoine Arnault
Delphine Arnault
Dominique Aumont
Director representing employees
Nicolas Bazire
Marie-Véronique Belloeil-Melkin
Director representing employees
Sophie Chassat*
Charles de Croisset*
Lead Director
Clara Gaymard*
Marie-Josée Kravis*
Laurent Mignon*
Marie-Laure Sauty de Chalon*
Yves-Thibault de Silguy*
Natacha Valla*
Hubert Védrine*

LVMH

ADVISORY BOARD MEMBERS

Yann Arthus-Bertrand
Diego Della Valle
Lord Powell of Bayswater

PERFORMANCE AUDIT COMMITTEE

Clara Gaymard*
Chairman
Charles de Croisset*
Marie-Laure Sauty de Chalon*
Yves-Thibault de Silguy*

GOVERNANCE AND COMPENSATION COMMITTEE

Natacha Valla*
Chairman
Sophie Chassat*
Charles de Croisset*
Marie-Josée Kravis*

ETHICAL AND SUSTAINABLE DEVELOPMENT COMMITTEE

Yves-Thibault de Silguy*
Chairman
Delphine Arnault
Marie-Laure Sauty de Chalon*
Hubert Védrine*



LVMH 22 AV MONTAIGNE

PARIS 8^e ARR.