

LUXURY 2019 FIRST QUARTER RESULTS

Despite the enduring complexity of the international context, the first months of 2019 confirmed the **upward trend** of the major European luxury brands, in continuity with the positive performances already observed in 2018. The French houses (LVMH, Kering and Hermès) performed very well. More uncertainties for the Italian brands, with Ferragamo gaining momentum, increasing difficulties for Tod's instead. In this scenario, a cautious confidence in progressive turnover's increases even in the medium term prevails.

The sustained growth of the Asian and US markets, together with the solidity of the European demand, supports **LVMH's** results, which closed the first quarter of the year with sales up by 11% (constant rates). The fashion and leather goods division performed very well: +15% in the period. Exceptional performance by Louis Vuitton and Christian Dior Couture. Fendi and Berluti on the rise. Good Loro Piana, especially in the footwear segment, and Celine. **Kering** group's revenues went up also in the first three months of 2019: +17.5%. Exceptional trend for Gucci (+20% revenues), which benefited of the quite dynamic demand of the Asian customers, Chinese and Japanese in particular. Satisfaction also for Yves Saint Laurent (+17.5%). Contraction in sales for Bottega Veneta instead (-9%). The trend of the minor brands of the group looks very positive, with an increase equal to +22% in revenues, powered by Balenciaga and Alexander McQueen.

Acceleration in sales for **Hermès** in the first months of the current year: +12% of revenues, with homogeneous increases among all the main markets. Excellent sales performance in China, which posted double-digit increases over the period. Still a positive trend also in Japan, USA and Europe. The performance of the leather goods and saddlery division was particularly brilliant: +12.5% of sales in the partial 2019. A critical year opening for the **Tod's** group: -6% turnover at constant exchange rates. The outstanding performance of Roger Vivier (+14% of revenues), is not enough to counterbalance the sharp declines of Tod's (-13%), Hogan (-3.5%) and Fay (-6%). Difficulties both for the footwear (-5%) and leather goods and accessories (-10%) divisions. **Ferragamo** changed its downward path, by closing the first quarter of 2019 with revenues up by 4% (constant rates). The footwear division recovers (+7%), while the handbags and leather accessories one keeps on the rise (+9%). The Asia Pacific confirmed as the Group's top market in terms of revenues, especially thanks to China. On the contrary, greater uncertainty surrounds the North America. Solid growth in Europe and Japan.