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FICHES DES GRANDES MAISONS DE LUXE FRANÇAISES

KERING, HERMÈS, L'ORÉAL, LVMH.

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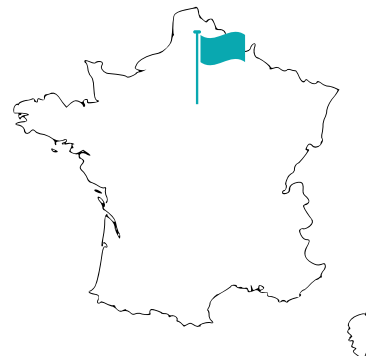
K E R I N G

**Operational information:**

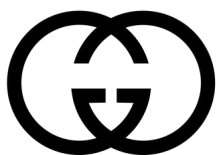
- CEO: Francois-Henri Pinault
- Creation date: 1963
- Headquarters: 40 rue de Sèvres 75007 Paris
- Workforce: 47 000
- Divisions: 3 (Couture, Jewellery, Eyewear)

**Financial information:**

- Revenue: € 20,351 million
- 15% increase from 2021
- Operating Income : € 5,589 million
- Operating Margin: 27.5%
- 50% of revenue comes from Gucci
- But 5+ companies in total
- Revenue By Region: 33% from Asia Pacific (excl. Japan) ; 27% North America and 27% Western Europe



GUCCI BALENCIAGA YVES SAINT LAURENT

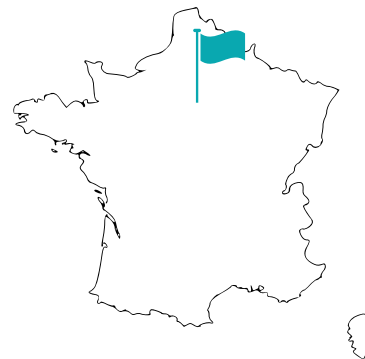
BOTTEGA
VENETAALEXANDER
MCQUEEN

**Operational information:**

- CEO: Axel Dumas
- Creation date: 1837
- Headquarters: 24 rue du Faubourg Saint-Honoré 75008 Paris
- Workforce: 19 700
- A Single Company
- Divisions: 7+

**Financial information:**

- Revenue: € 11,602 million
- 22% increase from 2021
- Operating Income: € 4,697 million
- Operating Margin: 40.5%
- Revenue by Region: 48% from Asia Pacific (excluding Japan) ; 18% by Americas ; 13% Europe ; 10% Japon ; 9% France ; 2% Other
- Revenue by Sector: 43% Leather Goods & 27% RTW ; 7% Silk & Textiles ; 4% Perfume & Beauty ; 4% Watches ; 15% Other



L'ORÉAL

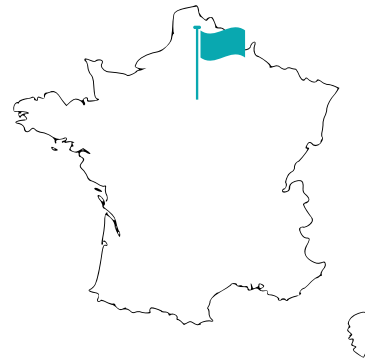
Operational information:

- CEO: Nicolas Hieronimus
- Creation date: 1909
- Headquarters: 41 rue Martre 92117 Clichy
- Workforce: 88 000
- Companies: 43 approx.
- 4 Divisions: Professional Products, Customer Products, Luxury, Active Cosmetics



Financial information:

- Revenue: € 38,26 million
- 18.5% increase from 2021
- Operating Income: € 7,457 million
- Operating Margin: 19.5%
- Luxury and Customer Products have made respectively 38% and 37% of the grand total (revenues). But, as subdivisions, Skincare is 40% of grand total and makeup 20%
- Sales by region: 30% Europe ; 29.6% North Asia ; 26.6% North America and 14% Emerging Markets



L'ORÉAL
LUXE

LANCÔME
PARIS

YVES SAINT LAURENT

shu uemura

Kiehl's
SINCE 1851

BIO THERM

IT COSMETICS

GIORGIO ARMANI
beauty

HR

URBAN DECAY

RALPH LAUREN

VALENTINO

DIESEL

Maison Margiela
PARIS

MUGLER

cacharel

YVESAI

PRADA

VIKTOR@ROLF

AZZARO

Atelier Cologne

LVMH

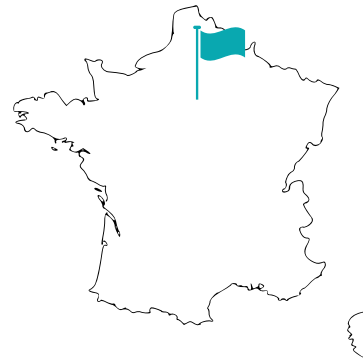
Operational information:

- CEO: Bernard Arnault
- Creation date: 1987
- Headquarters: 22 Avenue Montaigner 75008 Paris
- Workforce : + 196 000
- 6 Divisions & 75 brands
- Number of stores: 5,664 (70% in Asia, Europe and US).



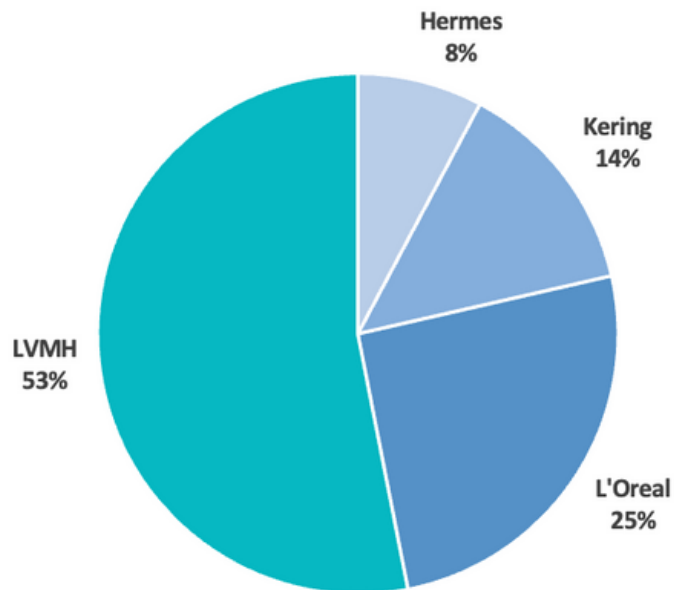
Financial information:

- Revenue: € 79,184 million
- 18% increase from 2021
- Operating Profit: € 21,055 million
- Operating Margin: 26%
- 50% of revenue made by the Fashion & Leather Goods Division
- Revenue by Region: 30% Asia, 27% US, 16% Europe, 8% France, 7% Japon, 12% other
- Revenue by currency: 30% US dollars ; 19% euros, 7% Yen, 2% Hong Kong Dollars, 42% Other.



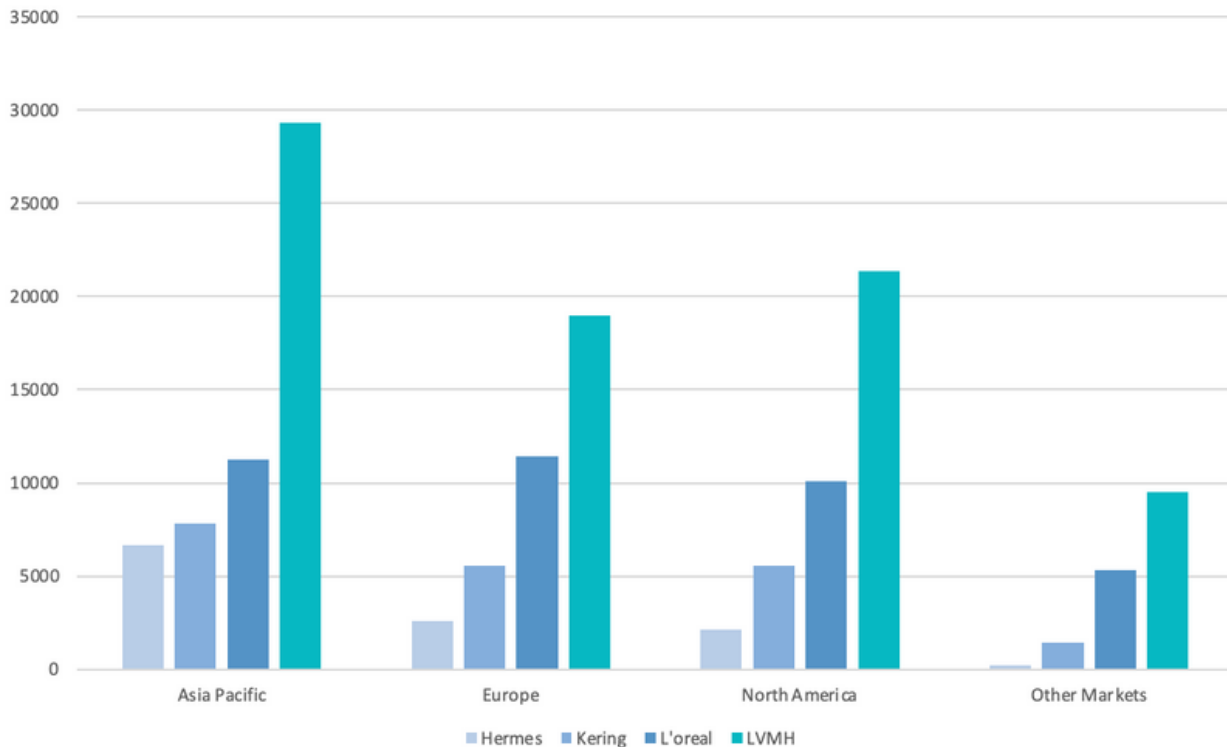
And others...

Repartition of revenue between the 4 leading luxury houses



Million €

Revenue per geographical regions



References:

- Kering ; Hermes ; L'Oréal ; LVMH
- Annual Reports 2022



Carolina Fefer

Forte d'un parcours multiculturel entre Argentine, France, et Angleterre, Carolina commence ses études à l'Université de Leeds en marketing avant de poursuivre avec un Master en management du luxe à l'Institut Français de la Mode. Toujours au courant de l'actualité de son secteur, la mode, le luxe, et le retail n'ont plus de secret pour elle !



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