

# Annual Results FY 11

March 2011



Johann Rupert, Executive Chairman & CEO

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**R I C H E M O N T**

**This document contains forward-looking statements as that term is defined in the United States Private Securities Litigation Reform Act of 1995. Words such as 'may', 'should', 'estimate', 'project', 'plan', 'believe', 'expect', 'anticipate', 'intend', 'potential', 'goal', 'strategy', 'target', 'will', 'seek', and similar expressions may identify forward-looking statements. Such forward-looking statements are not guarantees of future performance. Actual results may differ materially from the forward-looking statements as a result of a number of risks and uncertainties, many of which are outside the Group's control. Richemont does not undertake to update, nor does it have any obligation to provide updates of or to revise, any forward-looking statements.**

**Introduction & Highlights**

**Review of Operations**

**Financial Review**

**Strategy Overview & Conclusion**

**Q&A session**

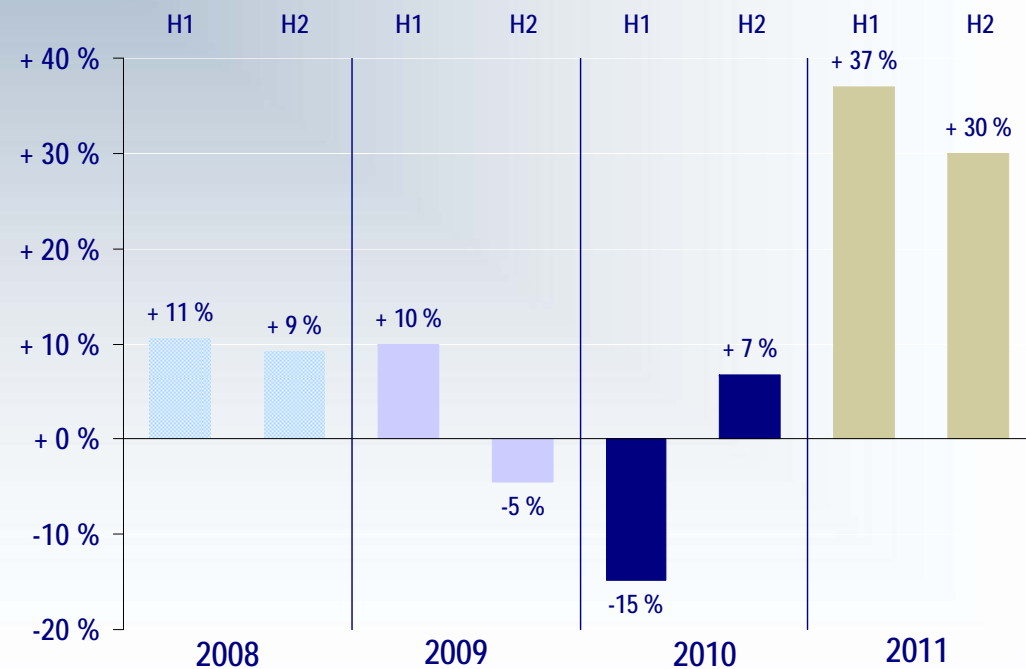


**RICHMONT**

# Strong Growth in a Volatile Environment

- Economies
- Inflation, commodity and precious materials prices
- Geopolitics
- Currencies

CFR 6 months Reported Sales Trend



# FY11 Maisons Highlights

- Record profitability for the Jewellery Maisons
- Record profit at the Specialist Watchmakers
- Improving profitability at Montblanc Maison
- Fashion & Accessories, profitable and improving
- NET-A-PORTER, ahead of its business plan

# FY11 Key Figures

- Strong sales across segments & regions including 9 pct points of FX & 5 pct points of NET-A-PORTER **+33% to €6'892m**
- Retail grows twice as fast as wholesale **+45% vs +23%**
- Operating profit growing nearly twice as fast as sales reflects pricing power & operating leverage **+63% to €1'355m**
- Net profit above the €1bn mark **+79% to €1'079m**
- Substantial cash flow from operations **+16% to €1'696m**