RICHEMONT

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Unaudited results for the six months ended 30 September 2009

Richemont, the Swiss luxury goods group, announces its unaudited results for the six-month period ended 30 September 2009.

Financial highlights

- Sales decreased by 15 per cent to € 2 379 million.
- Operating profit decreased by 39 per cent to € 390 million.
- Profit from continuing operations decreased by 36 per cent to € 345 million.
- Cash generated by the Group's operations was € 321 million; net cash at 30 September 2009 amounted to € 902 million.

Overview

The six months ended 30 September 2009 represent the first complete reporting period for Richemont as a focused luxury goods group; subsequent to the restructuring effected in October 2008. The comparative period has therefore been re-presented in respect of discontinued operations, most notably the Group's former interest in British American Tobacco p.l.c.

The luxury goods industry has faced very adverse trading conditions since October 2008. As anticipated, the Group's sales and results for the period under review were significantly lower than the comparative six-month period.

Sales

Sales decreased by 15 per cent to € 2 379 million, reflecting the difficult trading environment in most major markets. The significant sales decreases in the Americas region, in Europe and Japan were partly offset by continuing growth in the Asia-Pacific region. Sales through the Group's own boutique network were generally more resilient than wholesale sales. At constant exchange rates, Group sales decreased by 20 per cent.

Operating profit

Operating profit decreased by 39 per cent to € 390 million. The decrease reflected the significant decline in sales and gross profit, which was only partly offset by operating cost reductions. Consequently, the operating profit margin fell from 22.7 per cent in the comparative period to 16.4 per cent in the period under review.

Profit from continuing operations

Profit from continuing operations declined by 36 per cent to \in 345 million. Earnings per share from continuing operations on a diluted basis declined by 35 per cent to \in 0.623 per share.

Cash position

Cash generated by the Group's operations during the period amounted to \in 321 million. The net cash position at 30 September 2009 amounted to \in 902 million, an increase of \in 80 million compared to the position at 31 March 2009.

Executive Chairman's commentary

Overview

Since October 2008, the luxury goods industry has faced extremely difficult trading conditions in most of its markets as the financial crisis extended into the broader economy. These difficulties have continued to impact Richemont's sales and profitability during the first six months of this financial year and comparisons reflect the fact that the six-month period ended 30 September 2008 was a record one for the Group in terms of both sales and profitability. Although sales for the six months under review are significantly below the prior year, we have rigorously controlled expenditure and slowed production in order to limit the decline in profitability.

By cutting back production we were able to avoid a build-up of finished goods inventory in the Group's own wholesale distribution network. This was achieved even as our retail partners in the watch business have been destocking. Wherever possible, we have cut production without triggering redundancies amongst our skilled workforce. The Group's working capital has been kept under strict control and maintaining cashflow has been a key consideration. At 30 September 2009, the Group's net cash position amounted to some € 900 million; € 80 million above the level of 31 March.

Over the period under review, the rate of decline in sales through both retail and wholesale channels has slowed. Retail sales over the period have generally been much less impacted by the crisis than the wholesale business. At actual rates, sales through our own boutiques reached a low point of -10 per cent in June this year, with the decline limited to single figures since then.

Although western economies, most notably the United States, have been badly hit, the Asia-Pacific region has proved resilient, with the Group's sales in that region being above the prior year's level since July.

Current trading and outlook

The decline in sales for the month of October across all regions was 10 per cent at actual rates. The Asia-Pacific region saw sales 11 per cent above the prior year, although this was more than compensated by the Americas, Japan and Europe, which all reported lower figures. Cartier performed well in Asia, with a double-digit growth in sales in the month. Overall, the Group's retail sales for the month were 2 per cent below last year.

These performances were achieved against the less challenging comparative figures reported in October 2008. A cause for concern remains the significant weakening of the dollar and, to a lesser extent, the yen against the euro over recent months. These currency trends will have a negative impact on the Group's results for the second half of the year.

We remain cautious as to the sustainability of the improving economic outlook that we are seeing today and are prepared for a long recovery process. However, the Group's Maisons possess the heritage, creative expertise, products and manufacturing resources – linked to the financial backing of Richemont – which will allow them to emerge from this recession stronger than before. Although we will continue to plan for difficult market conditions, Richemont is well prepared to reap the benefits of improved economic circumstances in the years ahead.

Johann Rupert

Executive Chairman

Geneva, 13 November 2009

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.

Business Review

Overview

in € millions	September 2009	September 2008 re-presented	
Sales	2 379	2 796	- 15 %
Cost of sales	(915)	(1 008)	
Gross profit	1 464	1 788	- 18 %
Net operating expenses	(1 074)	(1 153)	- 7 %
Selling and distribution expenses	(598)	(600)	-
Communication expenses	(204)	(294)	- 31 %
Administration expenses	(259)	(264)	- 2 %
Other operating (expense)/income	(13)	5	n/a
Operating profit	390	635	- 39 %

Sales

Sales during the six-month period decreased by 15 per cent to € 2 379 million. This performance reflected the challenging trading conditions which began a year ago. Up until 30 September 2008, the Group had seen record levels of sales and profitability. During the period under review, wholesale sales in those regions most affected by the economic crisis were particularly depressed as trade partners sought to reduce their inventory levels. Sales through the Group's own boutique network were generally more resilient. Sales at all of the Group's Maisons were impacted by these adverse trading conditions. In regional terms, the Americas, Japan and European markets all reported very significant sales decreases. These sales declines were only partly offset by the Asia-Pacific region, where reported sales were higher.

During the period under review, sales benefited from favourable exchange rate movements, in particular the US dollar and the Japanese yen. In constant currency terms, overall sales decreased by 20 per cent.

Gross profit

The gross margin percentage declined by 2.5 points to 61.5 per cent of sales. The lower margin reflected the strengthening of the Swiss franc during the period, lower levels of manufacturing capacity utilisation and an increase in inventory provisions. The Swiss franc is of particular importance to Richemont, with a large part of the Group's cost of sales being generated in Switzerland, where the majority of its watchmaking facilities are located. The lower gross margin

percentage, combined with the decrease in the value of sales, led to a gross profit decrease of 18 per cent.

Net operating expenses

Net operating expenses decreased by 7 per cent overall. Selling and distribution expenses were in line with the prior period, with cost reductions from the existing network offset by the additional costs of boutiques opened over the past 18 months, particularly in the Asia-Pacific region. The 31 per cent decrease in respect of communication costs partly reflected the timing of the annual Salon International de la Haute Horlogerie ('SIHH') event, in respect of which there was no charge during the period under review. Administration costs were marginally lower.

Operating profit

Compared to last year's record levels, operating profit decreased by 39 per cent to € 390 million. The operating margin decreased by 6.3 percentage points to 16.4 per cent in the period under review.

Interim financial statements

The Group's income statement is presented in Appendix 1, which includes notes regarding the representation of the comparative figures. The unaudited, interim consolidated financial statements are available on the Group's website at http://www.richemont.com/reports.html and will be included in the full interim report, to be published in the coming weeks.

Analysis of sales and operating results by business area

Sales and the operating results of the Group's main areas of activity were as follows:

in € millions	September 2009	September 2008 re-presented	
Sales			
Jewellery Maisons	1 222	1 420	- 14 %
Specialist Watchmakers	655	794	- 17 %
Writing instrument Maison	238	282	- 16 %
Other	264	300	- 12 %
Total sales	2 379	2 796	- 15 %
Operating results			
Jewellery Maisons	349	446	- 22 %
Specialist Watchmakers	133	233	- 43 %
Writing instrument Maison	29	31	- 6 %
Other	(28)	(10)	n/a
	483	700	- 31 %
Corporate costs	(93)	(65)	+ 43 %
Central support services	(68)	(72)	- 6 %
Other operating (expense)/income, net	(25)	7	n/a
Operating profit	390	635	- 39 %

Business areas

In accordance with International Financial Reporting Standards 8 - *Operating Segments*, the Group has reduced the total number of reportable segments from five to four. Alfred Dunhill and Lancel, formerly reported as the 'Leather and Accessories Maisons' segment, are reported within 'Other' with effect from 1 April 2009. Comparative periods have been represented accordingly. Consequently, this segment now includes all of the Group's Fashion and Accessories businesses, as well as the Group's watch component manufacturing activities.

Jewellery Maisons

Cartier reported lower sales through its own network of boutiques and a more pronounced decline in sales to third party retailers, including franchise partners. Notwithstanding the decline in overall sales, demand remained resilient for bijoux and bridal jewellery, as well as high jewellery watches and the *Ballon Bleu* range of watches.

Van Cleef & Arpels reported lower sales overall, particularly in the important US market. Nevertheless, the Maison saw strong growth in the Asia-Pacific and Middle East regions.

The Jewellery Maisons' sales decreased by 14 per cent and operating profit decreased by 22 per cent to

 \in 349 million. The operating margin for the business area decreased from 31 per cent in the comparative period to 29 per cent.

Specialist Watchmakers

Whilst certain of the Group's specialist watchmakers have internal boutiques in a limited number of markets, the great majority of sales to final customers are made through third party retailers. Many such retailers have prudently reduced their inventories during the last 12 months, largely by ordering less new stock. Consequently, the Group's specialist watchmakers' sales decreased by 17 per cent and operating profit decreased by 43 per cent. The operating margin, at 20 per cent of sales, was 9 percentage points lower than the comparative period, primarily due to the reductions in gross margin. The favourable one-off impact on profit arising from the timing of the SIHH event was partially offset by a one-off charge relating to the Roger Dubuis business.

Despite the significant decrease in sales, the specialist watchmaking Maisons reported continuing demand for both existing models and the new collections presented at the 2009 SIHH in Geneva. Sales were most resilient at Vacheron Constantin, in part attributable to its new *Patrimony* collection. Piaget's *Polo FortyFive* watch anniversary collection enjoyed good demand and the Maison's well-developed

distribution network in the Asia-Pacific region helped offset weaker trading elsewhere. Jaeger-LeCoultre's Hybris Mechanica à Grande Sonnerie, with its 26 complications, marked another watchmaking achievement and complemented that Maison's other collections. Officine Panerai's *Manifattura* collection, featuring new in-house movements, accounted for a growing proportion of the Maison's sales. Demand for IWC's classic Pilot and Portuguese lines was resilient and new lines were well received. Lange & Söhne's Zeitwerk introduced further technological innovations to fine watchmaking and drew further attention to this German Maison. Sales at Baume & Mercier were particularly exposed to the de-stocking phenomenon described above. Nevertheless, the Maison continued to strengthen its collections during the period.

Writing Instrument Maison

Compared to the prior period, Montblanc's wholesale sales declined, largely due to de-stocking by third party retailers in some markets as well as the closure of certain marginal points of sale compared to the prior period. The decline in wholesale sales was offset to some extent by low sales growth through Montblanc's own boutique network.

Operating profit decreased by 6 per cent to € 29 million, while the Maison's operating margin remained relatively stable at 12 per cent.

Other

Among the Group's Fashion and Accessories businesses, Alfred Dunhill reported flat sales during the period, with sales growth in the Asia-Pacific region being offset by lower sales in other regions. Alfred Dunhill's operating losses decreased compared to the

prior period. Chloé reported lower sales in the period, resulting in a decrease in operating profit. Lancel reported flat sales of its leather goods collections, with higher sales through its own network of boutiques offset by weaker demand through wholesale channels. Lancel's operating losses for the six months were lower than the comparative period's. Other Fashion and Accessories businesses in this segment include Shanghai Tang, Maison Alaïa and Purdey.

As a consequence of the dramatic slowdown in demand, the Group's watch component manufacturing activities reported a significant decrease in sales to external customers. The loss reported from 'Other' businesses stems principally from the Group's watch component manufacturing activities.

Corporate costs

Corporate expenses principally represent the costs of central management, marketing support and other central functions, as well as other expenses and income which are not allocated to specific business areas, including foreign exchange hedging gains and losses. Central support service expenses declined by 6 per cent to \leqslant 68 million. Other operating expenses included non-allocated losses relating to the Group's regular hedging programmes in the amount of \leqslant 19 million. In the comparative period, the hedging activities had generated gains of \leqslant 11 million.

Operating profit

Operating profit for the period decreased by 39 per cent to € 390 million and the operating profit margin decreased from 22.7 per cent to 16.4 per cent.

Sales by region

			Movement at:	
			<u>Constant</u>	<u>Actual</u>
	September 2009	September 2008	<u>exchange</u>	<u>exchange</u>
in € millions		re-presented	<u>rates</u>	<u>rates</u>
Europe	995	1 255	- 21 %	- 21 %
Asia-Pacific	771	729	- 2 %	+ 6 %
Americas	325	497	- 39 %	- 35 %
Japan	288	315	- 25 %	- 9 %
	2 379	2 796	- 20 %	- 15 %

Europe

Sales in European markets decreased by 21 per cent overall, reflecting challenging economic conditions throughout the region's markets. The European region accounted for 42 per cent of total Group sales.

Asia-Pacific

This region reported sales growth of 6 per cent, with higher levels of sales in mainland China partly offset by lower sales in most other markets. During the period, sales in the region represented 32 per cent of Group turnover. The mainland China market represented 8 per cent of sales. At constant exchange rates, sales in the entire region declined by 2 per cent.

Americas

Sales in the Americas region declined by 35 per cent. This reflected the economic climate in the US market in particular. All of the Group's larger Maisons reported significantly lower sales in the region, which accounted for 14 per cent of total Group sales.

Japan

Luxury businesses continue to face adverse market conditions in Japan and the Group's sales were down by 25 per cent in yen terms. In euro terms, the decrease was largely offset by exchange rate movements. The domestic Japanese market accounted for 12 per cent of total Group sales.

Sales by distribution channel

in € millions	September 2009	September 2008 re-presented	
Retail	1 035	1 108	- 7 %
Wholesale	1 344	1 688	- 20 %
	2 379	2 796	- 15 %

Retail

Retail sales decreased by 7 per cent to \in 1 035 million. During the six-month period, the overall retail network of Group-owned boutiques remained stable at 798 boutiques. Store openings in growing markets, such as China, were offset by the closure of boutiques in markets where demand was weaker. In terms of retail distribution, at the end of September there were a total of 1 402 boutiques; 604 of which were operated under franchise agreements.

Wholesale

Wholesale sales decreased by 20 per cent during the six-month period. The decline reflected de-stocking among external watch retailers in particular. Sales to franchise partners are treated as wholesale sales.

Summary income statement and results from discontinued operations

in € millions	September 2009	September 2008 re-presented
Operating profit - continuing operations	390	635
Net finance income	24	15
Profit before taxation	414	650
Taxation	(71)	(110)
Share of post-tax results of associated undertakings	2	1_
Profit from continuing operations	345	541
(Loss) / profit from discontinued operations	(1)	319
Profit for the period	344	860
Attributable to shareholders	344	862
Attributable to minority interests	-	(2)
Profit for the period	344	860
Earnings per share from continuing operations - diluted basis	€ 0.623	€ 0.961

Net finance income

Net finance income amounted to \in 24 million in the period under review. This largely reflected net gains on foreign exchange rate hedging instruments. Interest income on deposits was offset by interest on borrowings.

Taxation

The Group's effective taxation rate was 17 per cent, reflecting the anticipated full-year rate.

Associated companies

The Group has a number of smaller investments which are classified as associated companies. These other associated companies have no material impact on the Group's financial statements.

Profit for the period

Profit from continuing operations amounted to € 345 million, representing a decrease of 36 per cent.

Profit from discontinued operations for the six-month period ended 30 September 2008 included the Group's

share of the results of British American Tobacco ('BAT'), which amounted to \in 320 million. These results were partly offset by losses from a small business unit, which was disposed of during the six months under review.

Profit for the period under review, including continuing and discontinued operations, was \in 344 million compared with profit in the prior period of \in 860 million. The decrease reflected the lower profit from continuing operations as well as the discontinuance of the income from the investment in BAT and other assets transferred to Reinet Investments in October 2008 as part of the Group restructuring.

Earnings per share attributable to shareholders

Total diluted earnings per share, including profit from discontinued operations, decreased by 59 per cent from \in 1.525 to \in 0.621. Diluted earnings per share from continuing operations decreased by 35 per cent from \in 0.961 to \in 0.623.

Cash flow

in € millions	September 2009	September 2008 re-presented*
Operating profit including losses from discontinued operations	389	634
Depreciation, amortisation and other items, net	160	104
Increase in working capital	(228)	(514)
Cash generated from operations	321	224
Dividends received from associate	-	342
Net financial income	-	32
Taxation paid	(59)	(84)
Net acquisitions of fixed assets	(59)	(137)
Net cash flow in respect of short-term government bond funds	118	-
Other investing activities, net	35	(160)
Net cash inflow before financing activities	356	217
Dividends paid to shareholders, net of withholding tax	(71)	(437)
Net cash flow in respect of treasury units and shares	(117)	(37)
Decrease in borrowings and other financing activities	(34)	(4)
Net change in cash and cash equivalents	134	(261)
Cash and cash equivalents at the beginning of period	1 363	1 771
Reclassification of government bond funds	(956)	-
Exchange rate effects	3	(19)
Cash and cash equivalents at the end of period	544	1 491
Short-term government bond funds	838	-
Borrowings	(480)	(564)
Net cash	902	927

^{*}Cash flow re-presented only for IAS 38, not discontinued operations

The Group's net cash position increased from € 822 million at 31 March 2009 to € 902 million at 30 September 2009: an increase of € 80 million.

During the period, cash generated from operations amounted to \in 321 million. The decrease in operating profit was more than offset by a smaller increase in working capital requirements during the period from 31 March 2009: \in 228 million compared to \in 514 million in 2008. The \in 228 million increase in working capital included a modest decrease in inventories. This compared with a very significant increase in inventories during the prior period. A \in 158 million increase in debtor balances during the period under review, reflecting the volume of sales, was also significantly lower than the comparative period, primarily due the lower level of trading. These favourable movements were partly offset by reductions in non-trade creditor balances.

Dividends received from associate in the comparative period related to the Group's discontinued interest in British American Tobacco.

Investing activities reported during the period included a net movement of \in 118 million in respect of short-term Government Bond Funds. Previously classified as part of cash and cash equivalents, these funds remain an important and secure element of the Group's net cash position.

The 2009 dividend, at CHF 0.30 per share, was paid to shareholders in September. Net of withholding tax, which was remitted to the Swiss authorities in October, this amounted to \in 71 million. The 2008 dividends included payments to Richemont SA participation certificate holders prior to the Group restructuring.

During the period under review, the Group bought back 10 million 'A' shares in the market in order to hedge stock options grants. The share buy-back was implemented largely to hedge the Group's increased exposure in respect of its own shares linked to the restructuring effected in 2008. The gross cost of these purchases, at \in 153 million, was partly offset by proceeds from the exercise of stock options by executives, leading to a net cash outflow of \in 117 million.

Summarised balance sheet

in € millions	30 September 2009	31 March 2009
Non-current assets		
Fixed assets	1 458	1 534
Other non-current assets	617	642
	2 075	2 176
Net current assets excluding cash and cash equivalents	2 270	2 028
Inventories	2 366	2 422
Debtors and other current assets	952	781
Current liabilities	(1 048)	(1 175)
Other non-current liabilities excluding borrowings	(173)	(191)
Net operating assets	4 172	4 013
Net cash	902	822
Cash and cash equivalents	544	1 363
Short-term government bond funds	838	-
Borrowings	(480)	(541)
	5 074	4 835
Equity		
Shareholders' equity	5 070	4 832
Minority interests	4	3
	5 074	4 835

Net current assets increased by \in 242 million compared to March 2009. The value of net inventories decreased by 2 per cent to \in 2 366 million. The inventory decrease largely reflects efforts to reduce the output of finished goods, particularly watches, and to reduce other inventories. In terms of stock rotation, this inventory reduction was more than offset by the trading slowdown: consequently, the inventory rotation rate in the six-month period slowed by 1.6 months to 20.3 months. During the period since 31 March 2009, trade debtor balances increased, reflecting the timing of wholesale sales. However, debtor balances were broadly in line with the level seen at 30 September 2008.

At 30 September 2009, net cash amounted to € 902 million: an increase of € 80 million over the six-month period. The Group's holdings of short-term government

Norbert Platt

Group Chief Executive Officer

Compagnie Financière Richemont SA Geneva, 13 November 2009 bond funds, which were reported within cash and cash equivalents at 31 March 2009, were reclassified as a distinct asset class with effect from April 2009. Cash balances were primarily denominated in euros, whereas borrowings were spread across the principal currencies of the countries in which the Group has significant operations, namely, euros, yen, US dollars, Hong Kong dollars and Chinese renminbi. Borrowings reflect the financing of net operating assets in the countries concerned.

Full interim financial statements

Richemont's unaudited consolidated interim financial statements at 30 September 2009 are not included in this document. They may be found on the Group's website at http://www.richemont.com/reports.html and will be included in the full interim report, to be published in the coming weeks.

Richard Lepeu

Group Finance Director

Group results

in € millions	September 2009	September 2008 re-presented	
Continuing operations		<u> </u>	
Sales	2 379	2 796	- 15 %
Cost of sales	(915)	(1 008)	
Gross profit	1 464	1 788	- 18 %
Net operating expenses	(1 074)	(1 153)	- 7 %
Operating profit	390	635	- 39 %
Net financial income	24	15	
Share of post-tax results of associates	2	11	
Profit before taxation	416	651	- 36 %
Taxation	(71)	(110)	
Profit from continuing operations	345	541	- 36 %
Discontinued operations			
(Loss) / profit from discontinued operations, net of tax	(1)	319	
Profit for the period	344	860	- 60 %
Analysed as follows:			
Profit attributable to shareholders	344	862	
Profit attributable to minority interests	-	(2)	
	344	860	
arnings per share from continuing operations - diluted basis	€ 0.623	€ 0.961	- 35 %

Re-presentation of the comparative period and discontinued operations

The income statement presented in this document for the period ended 30 September 2008 has been re-presented to reflect (i) the discontinuation of the Group's interest in British American Tobacco p.l.c. arising from the Group's restructuring of 20 October 2008; and (ii) the disposal of a small business unit. The results from those interests, which amounted to \in 319 million, are reported as profit from discontinued operations. In the period under review, losses of \in 1 million in respect of discontinued operations relate to the small business unit referred to above.

The restructuring referred to above saw the separation of the Group's luxury goods interests, which remained in Richemont, from its interests in British American Tobacco, some € 350 million in cash and certain smaller investments. The Group's former non-luxury interests are now held by Reinet Investments S.C.A., an independent entity listed on the Luxembourg Stock Exchange.

In addition to the re-presentation of discontinued operations, the comparative period has also been re-represented for the impact of an amended accounting standard (IAS 38, *Intangible Assets*). The net impact of this change on profit from continuing operations in the comparative period was a charge of \in 4 million.

Exchange rates

The results of the Group's subsidiaries and its associates which do not report in euros have been translated at the following average rates of exchange against the euro. The balance sheets of those subsidiaries and the associates have been translated into euros at the closing rates set out below.

Exchange rates	Six months to	Six months to
against the euro	30 Sept 2009	30 Sept 2008
Average		
United States dollar	1.40	1.53
Japanese yen	133.25	162.36
Swiss franc	1.52	1.61
	30 September 2009	31 March 2009
Closing		
United States dollar	1.46	1.33
Japanese yen	131.04	130.92
Swiss franc	1.52	1.51

Statutory Information

'A' shares issued by the Swiss parent company, Compagnie Financière Richemont SA, are listed and traded on the SIX Swiss Exchange, (Reuters "CFR.VX" / Bloomberg "CFR:VX" / ISIN CH0045039655) and are included in the Swiss Market Index ('SMI') of leading stocks. The Swiss 'Valorennummer is 4503965. South African depository receipts in respect of Richemont 'A' shares are traded on the Johannesburg Stock Exchange operated by JSE Limited (Reuters "CFRJ.J" / Bloomberg "CFR:SJ" / ISIN CH0045159024).

The closing price of the Richemont 'A' share on 30 September 2009 was CHF 29.28 and the market capitalisation of the Group's 'A' shares on that date was CHF 15 284 million. Over the preceding six months, the highest closing price of the 'A' share was CHF 30.02 (8 September), and the lowest CHF 18.52 (1 April).

Compagnie Financière Richemont SA

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