

Conclusion

At Richemont,
We Craft the Future

RICHEMONT



FURTHER PROGRESSING ON OUR DIGITAL JOURNEY

› **Extension of digital operations**

- Additional Maisons' e-commerce sites rollout in North America, Europe and Japan as well as distance sales functionalities available for additional Maisons and regions
- Enhanced distance sales

› **Omnichannel journeys development**

- Development of omni-stock features to better serve customers and increase stock availability (click from store, ship from store)
- Rollout of online appointment booking for customers through integrated solutions

› **Increased partnering between Maisons and Online Distributors**

- › **Farfetch China JV** operational since August 2021

H1-22 PROGRESS ON SUSTAINABILITY

- › **Implemented Group-wide targets to deliver meaningful impact**
 - Validation of Science Based Targets by SBTi
 - Eliminate PVC from all products and packaging
- › **Harnessed industry partnerships to drive change**
 - Industry collaboration on 'Gemstones and Jewellery Community Platform'
 - Cartier and Kering launch 'Watch and Jewellery Initiative 2030' in partnership with the Responsible Jewellery Council
 - Formation of the 'Aura Blockchain Consortium'
- › **Continued innovation from Maisons and Online Distributors**
 - Luxury resale service for NET-A-PORTER (Reflaunt)
 - B Corp certification at Chloé
 - Product focus – *Tank Must* by Cartier, *Lou* at Chloé

H1-22 IN SUMMARY

- › **Confidence in the unique appeal of our Maisons and timelessness of our creations**
 - Strong sales growth across our Maisons and businesses on both one- and two-year comparative basis
 - Enduring nature of our creations aligned with clients' values and expectations
 - Digital transformation continues with further enhancements
- › **Accelerated operational agility and maintained financial discipline**
 - 21.9% operating margin
 - Profit for the period increased more than six-fold
 - Strong balance sheet
- › **Advancing our Movement for Better Luxury**
 - Carbon reduction targets validated by Science Based Targets initiative (SBTi)
 - Taking steps at Group, industry, Maison and product level towards objectives