Conclusion

At Richemont, We Craft the Future
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