

RICHMONT
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TRADING STATEMENT FOR THE THREE MONTHS ENDED 31 DECEMBER 2009

Richemont presents its trading statement for the three months ended 31 December 2009.

Sales by business area

	Oct-Dec 2009	Oct-Dec 2008	Movement at	
	€ m	re-presented € m	Constant rates ⁽¹⁾	Actual rates ⁽¹⁾
Jewellery Maisons	837	800	+ 10 %	+ 5 %
Specialist watchmakers	417	404	+ 9 %	+ 3 %
Writing instrument Maison	183	184	+ 4 %	- 1 %
Other	148	160	- 4 %	- 8 %
Total sales	1 585	1 548	+ 7 %	+ 2 %

(1) See appendix 1b for details of exchange rates used

Overview

Sales during the three months to December were 2 per cent higher than in the same quarter of 2008. At constant exchange rates, sales increased by 7 per cent, with the jewellery and watch Maisons benefitting from improving demand. The improvement in trading is welcome in the context of a generally difficult economic environment, although the figures should be viewed against the weak comparative figures of the same period in 2008. The trend over the quarter showed continued improvement, with growth in December of 12 per cent at constant exchange rates.

During the three-month period most Maisons reported higher sales, reflecting single-digit growth in retail sales, partly offset by a modest decrease in wholesale sales. The rate of decrease in wholesale sales was significantly lower than the decline reported over the first six months of the year.

In geographic terms, the Asia-Pacific region was the strongest performer during the quarter, having grown by 25 per cent at actual rates. The Americas region reported a decrease of 2 per cent for the period at actual rates reflecting the weaker dollar. Constant rate sales in the Americas during the quarter increased by 8 per cent.

Reflecting the depressed trading climate during the first six months of the financial year, aggregate sales for the nine months ended 31 December 2009 decreased by 9 per cent at actual exchange rates. Further details of cumulative sales for the nine-month period are given in Appendix 1a.

Jewellery Maisons

The Group's Jewellery Maisons reported a 5 per cent increase in sales during the three-month period. Cartier reported good growth in both retail and wholesale sales. Van Cleef & Arpels also reported good retail sales during the period.

Specialist watchmakers

Sales by the Group's specialist watchmakers increased by 3 per cent at actual exchange rates as watch retailers in the worst-hit regions began once again to increase inventories. This followed a decrease of 17 per cent in the first half of the financial year.

Writing instrument Maison

Montblanc reported a 1 per cent sales decrease. Consistent growth in the level of retail sales was largely offset by a lower level of wholesale sales during the period as a whole.

Other

Sales of the Group's other businesses, including fashion and accessories businesses and watch component manufacturing activities, decreased overall. The fashion and accessories businesses reported generally flat sales over the period, the decrease in respect of the business area as a whole largely reflecting the depressed level of watch component supplies to external customers.

Sales by geographic region

	Oct-Dec 2009	Oct-Dec 2008	Movement at	
	€ m	re-presented € m	Constant rates	Actual rates
Europe	656	686	- 2 %	- 4 %
Asia-Pacific	492	395	+ 34 %	+ 25 %
Americas	246	250	+ 8 %	- 2 %
Japan	191	217	- 11 %	- 12 %
Total sales	1 585	1 548	+ 7 %	+ 2 %

Europe

Sales in European markets decreased by 4 per cent, reflecting the continuation of challenging market conditions throughout the region. The European region accounted for 41 per cent of total Group sales.

Asia-Pacific

The Asia-Pacific region reported strong growth at both constant and actual exchange rates, with sales in mainland China and in Hong Kong contributing significantly to the increase. Sales in the Asia-Pacific region represented 31 per cent of Group sales during the quarter.

Americas

The Americas region reported higher sales in constant currency terms, the performance during the period reflecting an improvement in consumer confidence as well as some re-stocking by wholesale partners. All Maisons benefitted from the better trading environment. The increase was more than offset by currency movements, leading to a 2 per cent decrease at actual exchange rates. Sales in the region represented 16 per cent of Group sales during the quarter.

Japan

The challenging market conditions for luxury goods in Japan continued, with reported sales 12 per cent lower in the period. In yen terms, the value of sales decreased by 11 per cent.

Sales by distribution channel

At actual exchange rates, the Group's retail sales increased by 8 per cent during the three-month period. Wholesale sales decreased by 2 per cent.

Where appropriate, comparative figures have been re-presented to conform with changes in presentation in the current period.

Financial position

The Group's net cash position at 31 December 2009 amounted to € 1 398 million, an increase of € 496 million compared to the position at 30 September 2009. This increase primarily reflected seasonal net cash inflows together with the close attention being paid to capital expenditure, working capital and continuing cost control.

Corporate calendar

The Group's results for the current financial year will be announced on Thursday 27 May 2010.

The Compagnie Financière Richemont SA annual general meeting will be held in Geneva on Wednesday 8 September 2010.

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Appendix 1a: Sales for the nine months ended 31 December

Sales by business area for the nine months ended 31 December

	April-Dec 2009	April-Dec 2008	Movement at	
	€ m	re-presented € m	Constant rates ⁽¹⁾	Actual rates ⁽¹⁾
Jewellery Maisons	2 059	2 220	- 9 %	- 7 %
Specialist watchmakers	1 072	1 198	- 12 %	- 11 %
Writing instrument Maison	420	466	- 10 %	- 10 %
Other	413	460	- 13 %	- 10 %
Total sales	3 964	4 344	- 11 %	- 9 %

Sales by geographic region for the nine months ended 31 December

	April-Dec 2009	April-Dec 2008	Movement at	
	€ m	re-presented € m	Constant rates ⁽¹⁾	Actual rates ⁽¹⁾
Europe	1 651	1 941	- 14 %	- 15 %
Asia-Pacific	1 263	1 124	+ 10 %	+ 12 %
Americas	570	747	- 25 %	- 24 %
Japan	480	532	- 20 %	- 10 %
Total sales	3 964	4 344	- 11 %	- 9 %

(1) See appendix 1b for details of exchange rates used

Appendix 1b: Exchange rates

Foreign exchange rates	April-Dec 2009	April-Dec 2008
Average rates against the euro		
United States dollar	1.42	1.46
Japanese yen	133.03	150.03
Swiss franc	1.51	1.58

Actual exchange rates for the period are calculated using the average daily closing rates against the euro.

In terms of sales at constant exchange rates, average exchange rates for the year ended 31 March 2009 are used to convert local currency sales into euros for the current three-month period, the current nine-month period and comparative figures. Exchange rate translation effects are thereby eliminated from the reported sales performance.

Notes for editors

Richemont owns a portfolio of leading international brands or 'Maisons', which are managed independently of one another, recognising their individuality and uniqueness. The businesses operate in four areas: **Jewellery Maisons**, being Cartier and Van Cleef & Arpels; **Specialist watchmakers**, which is made up of Jaeger-LeCoultre, Piaget, IWC, Baume & Mercier, Vacheron Constantin, Officine Panerai, A. Lange & Söhne and Roger Dubuis, as well as the Ralph Lauren Watch and Jewelry joint venture; a **Writing instrument Maison**, being Montblanc; and **Other**, which includes Alfred Dunhill, Lancel, Chloé as well as other smaller Maisons and watch component manufacturing activities for third parties.