

# Christian Dior

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## FINANCIAL RELEASE

### REVENUE FOR THE FIRST 9 MONTHS OF FISCAL YEAR 2012-2013

*This financial release covers the period from May 1, 2012 to January 31, 2013, corresponding to the first nine months of the current fiscal year ending on April 30, 2013.*

For the period from May 1, 2012 to January 31, 2013, the **Christian Dior group** recorded revenue of 22.8 billion euros, an increase of 14% compared to the period from May 1, 2011 to January 31, 2012. This revenue figure breaks down as shown below:

<i>(EUR millions)</i>	<b>Period from May 1, 2012 to January 31, 2013 (9 months)</b>	<b>Period from May 1, 2011 to January 31, 2012 (9 months)</b>
Christian Dior Couture	971	817
Wines and Spirits	3,344	2,923
Fashion and Leather Goods	7,636	6,929
Perfumes and Cosmetics	2,756	2,451
Watches and Jewelry (*)	2,171	1,791
Selective Retailing	6,191	5,207
Other activities and eliminations	(262)	(177)
<b>TOTAL</b>	<b>22,807</b>	<b>19,941</b>

*(\*) Bulgari's revenue has been included since July 1, 2011*

**Christian Dior Couture** recorded revenue of 971 million euros for the period, an increase of 19% compared to the period from May 1, 2011 to January 31, 2012. Retail sales were up 24% for the period. All business lines contributed to this performance, which reaffirms the exceptional appeal of the products of Maison Dior.

**LVMH** recorded revenue of 21.9 billion euros for the period, an increase of 14% compared to the period from May 1, 2011 to January 31, 2012. Highlights of the period include:

- Solid growth for Wines and Spirits;
- A positive revenue trend for Fashion and Leather Goods, despite the later date for the Chinese New Year;

- Excellent performance for Parfums Christian Dior buoyed by the strong vitality of its flagship lines;
- Robust demand in Watches and Jewelry;
- Rapid growth for DFS and Sephora throughout the world.

## **Outlook**

Despite an uncertain economic environment in Europe, the **Christian Dior group** is well-equipped to continue its growth momentum across all business groups in 2013. The Group will maintain a strategy focused on developing its brands by continuing to build up its savoir-faire, as well as through strong innovation and expansion in fast growing markets.

During the period under review and as of the date of this financial release, no events or changes have occurred that would be likely to have a significant impact on the Group's financial structure.

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## **APPENDIX: Revenue by business group and accounting period**

*This announcement constitutes regulated information and is made available on the Company's website ([www.dior-finance.com](http://www.dior-finance.com)).*

*Some of the statements contained in this financial release may include or be based on forward-looking information. Major risk factors, uncertainties as well as elements either beyond our control or unable to be anticipated as of this writing may thus cause actual results to differ significantly from those expressed or implied by the forward-looking information in this financial release. The statements made herein reflect our vision of the Group's business activities as of the date of this financial release. Accordingly, readers are cautioned not to place undue reliance on the information thus provided. Furthermore, it should be noted that we undertake no obligation to update publicly or otherwise revise any forward-looking statements.*

APPENDIX

Christian Dior - Revenue by business group and accounting period (\*)

Current fiscal year

<i>(EUR millions)</i>	Christian Dior Couture	Wines and Spirits	Fashion and Leather Goods	Perfumes and Cosmetics	Watches and Jewelry	Selective Retailing	Other activities and eliminations	Total
Period from May 1 to July 31, 2012	323	843	2,413	805	733	1,834	(49)	<b>6,902</b>
Period from August 1 to October 31, 2012	309	1,177	2,463	1,000	714	1,880	(102)	<b>7,441</b>
Period from November 1, 2012 to January 31, 2013	339	1,324	2,760	951	724	2,477	(111)	<b>8,464</b>
<b>Period from May 1, 2012 to January 31, 2013 (9 months)</b>	<b>971</b>	<b>3,344</b>	<b>7,636</b>	<b>2,756</b>	<b>2,171</b>	<b>6,191</b>	<b>(262)</b>	<b>22,807</b>

Period ended April 30, 2012

<i>(EUR millions)</i>	Christian Dior Couture	Wines and Spirits	Fashion and Leather Goods	Perfumes and Cosmetics	Watches and Jewelry	Selective Retailing	Other activities and eliminations	Total
Period from January 1 to March 31, 2012	284	926	2,374	899	630	1,823	(76)	<b>6,860</b>
<b>Period from January 1 to April 30, 2012 (4 months)</b>	<b>371</b>	<b>1,196</b>	<b>3,101</b>	<b>1,188</b>	<b>853</b>	<b>2,385</b>	<b>(101)</b>	<b>8,993</b>

Period ended December 31, 2011

<i>(EUR millions)</i>	Christian Dior Couture	Wines and Spirits	Fashion and Leather Goods	Perfumes and Cosmetics	Watches and Jewelry	Selective Retailing	Other activities and eliminations	Total
Period from January 1 to March 31, 2011	221	762	2,029	803	261	1,421	(33)	<b>5,464</b>
Period from April 1 to June 30, 2011	224	673	1,942	715	315	1,410	(22)	<b>5,257</b>
Period from July 1 to September 30, 2011	260	871	2,218	793	636	1,547	(61)	<b>6,264</b>
Period from October 1 to December 31, 2011	295	1,218	2,523	884	737	2,058	(72)	<b>7,643</b>
<b>Period from January 1 to December 31, 2011 (12 months)</b>	<b>1,000</b>	<b>3,524</b>	<b>8,712</b>	<b>3,195</b>	<b>1,949</b>	<b>6,436</b>	<b>(188)</b>	<b>24,628</b>

(\*) Figures rounded to the nearest digit