## **RESTATED FIGURES** - Quarterly Sales 2017

(in $\epsilon$ millions)	DEC YTD 2017 (2)	DEC YTD 2016	Actual Variation	Comparable Variation (1)	H2 2017 (2)	H2 2016	Actual Variation	Comparable Variation (1)	H1 2017 (2)	H1 2016	Actual Variation	Comparable Variation (1)				
Gucci	6,211.2	4,378.3	+41.9%	+44.6%	3,378.7	2,430.8	+39.0%	+45.7%	2,832.5	1,947.5	+45.4%	+43.4%				
Yves Saint Laurent	1,501.4	1,220.2	+23.0%	+25.3%	790.6	672.3	+17.6%	+22.6%	710.8	547.9	+29.7%	+28.5%				
Bottega Veneta	1,176.3	1,173.4	+0.2%	+2.4%	585.9	602.2	-2.7%	+2.8%	590.4	571.2	+3.4%	+2.0%				
Other brands	1,624.4	1,418.9	+14.5%	+16.2%	864.9	739.9	+16.9%	+21.2%	759.5	679.0	+11.9%	+11.0%				
Luxury Houses total	10,513.3	8,190.8	+28.4%	+30.8%	5,620.1	4,445.2	+26.4%	+32.3%	4,893.2	3,745.6	+30.6%	+29.1%				
Corporate and others	302.6	31.8	n.a	n.a	122.8	13.6	n.a	n.a	179.8	18.2	n.a	n.a				
KERING - Continuing activities	10,815.9	8,222.6	+31.5%	+34.0%	5,742.9	4,458.8	+28.8%	+34.8%	5,073.0	3,763.8	+34.8%	+33.2%				
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Puma	4,151.7	3,642.2	+14.0%	+15.8%	2,170.7	1,955.8	+11.0%	+16.0%	1,981.0	1,686.4	+17.5%	+15.7%				
Other activities	512.7	520.1	-1.4%	+0.3%	269.2	277.3	-2.9%	+1.0%	243.5	242.8	+0.3%	-0.4%				
(in $\epsilon$ millions)	Q4 2017 (2)	Q4 2016	Actual Variation	Comparable Variation (1)	Q3 2017 <sup>(2)</sup>	Q3 2016	Actual Variation	Comparable Variation (1)	Q2 2017 <sup>(2)</sup>	Q2 2016	Actual Variation	Comparable Variation (1)	Q1 2017 (2)	Q1 2016	Actual Variation	Comparable Variation (1)
(in $\epsilon$ millions)	Q4 2017 (2)	Q4 2016		Comparable Variation (1)	Q3 2017 <sup>(2)</sup>	Q3 2016			Q2 2017 <sup>(2)</sup>	Q2 2016			Q1 2017 <sup>(2)</sup>	Q1 2016		Comparable Variation (1)
(in € millions)	Q4 2017 <sup>(2)</sup>	Q4 2016 1,342.5		Comparable Variation (1) +42.6%	Q3 2017 <sup>(2)</sup>	Q3 2016 1,088.3				Q2 2016 1,053.3			Q1 2017 <sup>(2)</sup>	Q1 2016 894.2		
, , ,			Variation	Variation (1)			Variation	Variation (1)			Variation	Variation (1)			Variation	Variation (1)
Gucci	1,824.9	1,342.5	+35.9%	Variation (1) +42.6%	1,553.8	1,088.3	Variation +42.8%	Variation (1) +49.4%	1,478.5	1,053.3	Variation +40.4%	Variation (1) +39.3%	1,354.0	894.2	Variation +51.4%	Variation (1) +48.3%
Gucci Yves Saint Laurent	1,824.9 406.9	1,342.5 346.2	+35.9% +17.5%	Variation (1) +42.6% +22.9%	1,553.8 383.7	1,088.3 326.1	+42.8% +17.7%	Variation (1) +49.4% +22.2%	1,478.5 346.4	1,053.3 278.7	+40.4% +24.3%	+39.3% +23.7%	1,354.0 364.4	894.2 269.2	+51.4% +35.4%	Variation (1) +48.3% +33.4%
Gucci Yves Saint Laurent Bottega Veneta	1,824.9 406.9 305.2	1,342.5 346.2 308.4	+35.9% +17.5% -1.0%	+42.6% +22.9% +4.7%	1,553.8 383.7 280.7	1,088.3 326.1 293.8	+42.8% +17.7% -4.5%	+49.4% +22.2% +0.9%	1,478.5 346.4 310.0	1,053.3 278.7 303.3	+40.4% +24.3% +2.2%	+39.3% +23.7% +1.7%	1,354.0 364.4 280.4	894.2 269.2 267.9	+51.4% +35.4% +4.7%	Variation (1) +48.3% +33.4% +2.3%
Gucci Yves Saint Laurent Bottega Veneta Other brands	1,824.9 406.9 305.2 474.2	1,342.5 346.2 308.4 402.4	+35.9% +17.5% -1.0% +17.8%	+42.6% +22.9% +4.7% +22.2%	1,553.8 383.7 280.7 390.7	1,088.3 326.1 293.8 337.6	+42.8% +17.7% -4.5% +15.7%	Variation (1) +49.4% +22.2% +0.9% +20.0%	1,478.5 346.4 310.0 408.6 <b>2,543.5</b>	1,053.3 278.7 303.3 368.9	+40.4% +24.3% +2.2% +10.8%	+39.3% +23.7% +1.7% +10.5%	1,354.0 364.4 280.4 350.9	894.2 269.2 267.9 310.0	+51.4% +35.4% +4.7% +13.2%	+48.3% +33.4% +2.3% +11.7%
Gucci Yves Saint Laurent Bottega Veneta Other brands Luxury Houses total	1,824.9 406.9 305.2 474.2 <b>3,011.2</b>	1,342.5 346.2 308.4 402.4 <b>2,399.5</b>	+35.9% +17.5% -1.0% +17.8% +25.5%	Variation (1) +42.6% +22.9% +4.7% +22.2% +31.5%	1,553.8 383.7 280.7 390.7 <b>2,608.9</b>	1,088.3 326.1 293.8 337.6 2,045.8	+42.8% +17.7% -4.5% +15.7% +27.5%	Variation (1) +49.4% +22.2% +0.9% +20.0% +33.3%	1,478.5 346.4 310.0 408.6 <b>2,543.5</b>	1,053.3 278.7 303.3 368.9 2,004.2	+40.4% +24.3% +2.2% +10.8% +26.9%	+39.3% +23.7% +1.7% +10.5% +26.1%	1,354.0 364.4 280.4 350.9 <b>2,349.7</b>	894.2 269.2 267.9 310.0 <b>1,741.3</b>	+51.4% +35.4% +4.7% +13.2% +34.9%	+48.3% +33.4% +2.3% +11.7% +32.4%
Gucci Yves Saint Laurent Bottega Veneta Other brands Luxury Houses total Corporate and others KERING - Continuing activities	1,824.9 406.9 305.2 474.2 3,011.2 66.5	1,342.5 346.2 308.4 402.4 <b>2,399.5</b> 8.2 <b>2,407.7</b>	Variation  +35.9% +17.5% -1.0% +17.8% +25.5% n.a +27.8%	Variation (1) +42.6% +22.9% +4.7% +22.2% +31.5% n.a +34.0%	1,553.8 383.7 280.7 390.7 <b>2,608.9</b> 56.3 <b>2,665.2</b>	1,088.3 326.1 293.8 337.6 <b>2,045.8</b> 5.4 <b>2,051.2</b>	Variation  +42.8% +17.7% -4.5% +15.7% +27.5% n.a +29.9%	+49.4% +22.2% +0.9% +20.0% +33.3% n.a +35.8%	1,478.5 346.4 310.0 408.6 <b>2,543.5</b> 86.9 <b>2,630.4</b>	1,053.3 278.7 303.3 368.9 2,004.2 11.2 2,015.4	+40.4% +24.3% +2.2% +10.8% +26.9% n.a	Variation (1) +39.3% +23.7% +1.7% +10.5% +26.1% n.a +29.7%	1,354.0 364.4 280.4 350.9 <b>2,349.7</b> 92.9	894.2 269.2 267.9 310.0 1,741.3 7.0	Variation  +51.4% +35.4% +4.7% +13.2% +34.9% n.a +39.7%	Variation (1)  +48.3% +33.4% +2.3% +11.7% +32.4% n.a +37.1%
Gucci Yves Saint Laurent Bottega Veneta Other brands Luxury Houses total Corporate and others	1,824.9 406.9 305.2 474.2 <b>3,011.2</b> 66.5	1,342.5 346.2 308.4 402.4 <b>2,399.5</b> 8.2	+35.9% +17.5% -1.0% +17.8% +25.5%	Variation (1) +42.6% +22.9% +4.7% +22.2% +31.5% n.a	1,553.8 383.7 280.7 390.7 <b>2,608.9</b> 56.3	1,088.3 326.1 293.8 337.6 <b>2,045.8</b> 5.4	+42.8% +17.7% -4.5% +15.7% +27.5%	+49.4% +22.2% +0.9% +20.0% +33.3%	1,478.5 346.4 310.0 408.6 <b>2,543.5</b> 86.9	1,053.3 278.7 303.3 368.9 <b>2,004.2</b>	+40.4% +24.3% +2.2% +10.8% +26.9%	Variation (1) +39.3% +23.7% +1.7% +10.5% +26.1% n.a	1,354.0 364.4 280.4 350.9 <b>2,349.7</b> 92.9	894.2 269.2 267.9 310.0 <b>1,741.3</b>	+51.4% +35.4% +4.7% +13.2% +34.9%	+48.3% +33.4% +2.3% +11.7% +32.4% n.a

<sup>(1)</sup> Comparable scope and exchange rates
(2) Figures have been restated of Puma, Stella McCartney, Volcom and Christopher Kane (IFRS 5)

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Operating Segments - Q1 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	1,354.0	364.4	280.4	350.9	2,349.7	92.9	2,442.6
	1,00	20	200	200.5	2,017.17	72.7	2,112.0
Operating Segments - Q2 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	1,478.5	346.4	310.0	408.6	2,543.5	86.9	2,630.4
	1,	2.0	510.0		2,0 10.0	0017	2,000.
Operating Segments - H1 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	2,832.5	710.8	590.4	759.5	4,893.2	179.8	5,073.0
EBITDA	1,007.4	186.6	169.9	57.9	1,421.8	-51.7	1,370.1
EBIT	907.3	163.5	147.5	28.1	1,246.4	-88.9	1,157.5
Operating Segments - Q3 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	1,553.8	383.7	280.7	390.7	2,608.9	56.3	2,665.2
Operating Segments - Q4 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	1,824.9	406.9	305.2	474.2	3,011.2	66.5	3,077.7
Operating Segments - H2 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	3,378.7	790.6	585.9	864.9	5,620.1	122.8	5,742.9
EBITDA	1,323.6	235.5	167.4	103.3	1,829.8	-77.1	1,752.7
EBIT	1,216.8	213.4	146.5	72.1	1,648.8	-115.6	1,533.2
Operating Segments - FY 2017	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	6,211.2	1,501.4	1,176.3	1,624.4	10,513.3	302.6	10,815.9
EBITDA	2,331.0	422.1	337.3	161.2	3,251.6	-128.8	3,122.8
EBIT	2,124.1	376.9	294.0	100.2	2,895.2	-204.5	2,690.7
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Operating Segments - Q1 2018	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Revenue	1,866.6	408.2	261.2	461.7	2,997.7	108.5	3,106.2
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KPIs	Q1 2017		Q1 2017		Q1 2017		Q1 2017		Q1 2017		Q1 2017		Q1 2017 Q2 2017			H1 2017		Q3 2017		Q4 2017		H2 2017		FY 2017		Q1 2018		018
in $\epsilon$ millions	Published	Restated	Publish	d Res	estated	Published	Restated	Published	Restated	Published	Restated	Published	Restated		Published	Restated		Published	Restated									
Revenue	3,573.5	2,442.6	3,722.	2,6	,630.4	7,296.2	5,073.0	3,925.0	2,665.2	4,256.5	3,077.7	8,181.5	5,742.9		15,477.7	10,815.9		3,107.8	3,106.2									
EBITDA % Revenue						1,526.0 20.9%	1,370.1 27.0%					1,938.4 23.7%	1,752.7 30.5%		3,464.4 22.4%	3,122.8 28.9%												
EBIT % Revenue						1,274.1 17.5%	1,157.5 22.8%					1,673.9 20.5%	1,533.2 26.7%		2,948.0 19.0%	2,690.7 24.9%												
FCF						717.9	848.4					1,600.4	1,357.1		2,318.3	2,205.5												

Figures have been restated of Puma, Stella McCartney, Volcom and Christopher Kane (IFRS 5)