

RESTATED FIGURES - Quarterly Sales 2017

(in € 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%
<i>Puma</i>	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%
<i>Other activities</i>	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 € millions)

	Q4 2017 ⁽²⁾	Q4 2016	Actual Variation	Comparable Variation ⁽¹⁾	Q3 2017 ⁽²⁾	Q3 2016	Actual Variation	Comparable Variation ⁽¹⁾	Q2 2017 ⁽²⁾	Q2 2016	Actual Variation	Comparable Variation ⁽¹⁾	Q1 2017 ⁽²⁾	Q1 2016	Actual Variation	Comparable Variation ⁽¹⁾
Gucci	1,824.9	1,342.5	+35.9%	+42.6%	1,553.8	1,088.3	+42.8%	+49.4%	1,478.5	1,053.3	+40.4%	+39.3%	1,354.0	894.2	+51.4%	+48.3%
Yves Saint Laurent	406.9	346.2	+17.5%	+22.9%	383.7	326.1	+17.7%	+22.2%	346.4	278.7	+24.3%	+23.7%	364.4	269.2	+35.4%	+33.4%
Bottega Veneta	305.2	308.4	-1.0%	+4.7%	280.7	293.8	-4.5%	+0.9%	310.0	303.3	+2.2%	+1.7%	280.4	267.9	+4.7%	+2.3%
Other brands	474.2	402.4	+17.8%	+22.2%	390.7	337.6	+15.7%	+20.0%	408.6	368.9	+10.8%	+10.5%	350.9	310.0	+13.2%	+11.7%
Luxury Houses total	3,011.2	2,399.5	+25.5%	+31.5%	2,608.9	2,045.8	+27.5%	+33.3%	2,543.5	2,004.2	+26.9%	+26.1%	2,349.7	1,741.3	+34.9%	+32.4%
Corporate and others	66.5	8.2	n.a	n.a	56.3	5.4	n.a	n.a	86.9	11.2	n.a	n.a	92.9	7.0	n.a	n.a
KERING - Continuing activities	3,077.7	2,407.7	+27.8%	+34.0%	2,665.2	2,051.2	+29.9%	+35.8%	2,630.4	2,015.4	+30.5%	+29.7%	2,442.6	1,748.3	+39.7%	+37.1%
<i>Puma</i>	1,045.0	961.7	+8.7%	+14.6%	1,125.7	994.1	+13.2%	+17.3%	972.1	830.5	+17.0%	+16.2%	1,008.9	855.9	+17.9%	+15.3%
<i>Other activities</i>	134.7	137.9	-2.3%	+2.4%	134.5	139.4	-3.5%	-0.4%	120.9	123.2	-1.9%	-2.1%	122.6	119.6	+2.5%	+1.2%

⁽¹⁾ Comparable scope and exchange rates

⁽²⁾ Figures have been restated of Puma, Stella McCartney, Volcom and Christopher Kane (IFRS 5)

in € millions

	Gucci	YSL	BV	Other Lux. Houses	Luxury Houses	Corporate & Others	TOTAL KERING
Operating Segments - Q1 2017							
Revenue	1,354.0	364.4	280.4	350.9	2,349.7	92.9	2,442.6
Operating Segments - Q2 2017							
Revenue	1,478.5	346.4	310.0	408.6	2,543.5	86.9	2,630.4
Operating Segments - H1 2017							
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							
Revenue	1,553.8	383.7	280.7	390.7	2,608.9	56.3	2,665.2
Operating Segments - Q4 2017							
Revenue	1,824.9	406.9	305.2	474.2	3,011.2	66.5	3,077.7
Operating Segments - H2 2017							
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							
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
Operating Segments - Q1 2018							
Revenue	1,866.6	408.2	261.2	461.7	2,997.7	108.5	3,106.2

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

KPIs <i>in € millions</i>	Q1 2017		Q2 2017		H1 2017		Q3 2017		Q4 2017		H2 2017		FY 2017		Q1 2018	
	Published	Restated	Published	Restated	Published	Restated	Published	Restated	Published	Restated	Published	Restated	Published	Restated	Published	Restated
Revenue	3,573.5	2,442.6	3,722.7	2,630.4	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 <i>% Revenue</i>					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 <i>% Revenue</i>					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)