

A large, light brown, stylized owl logo is positioned in the upper left corner of the slide. The owl's head is formed by two concentric heart shapes, with small semi-circles for eyes and a small teardrop shape for a beak. Its wings are represented by long, curved, teardrop-like shapes extending towards the right side of the slide.

## 2022 THIRD QUARTER REVENUE

OCTOBER 20, 2022



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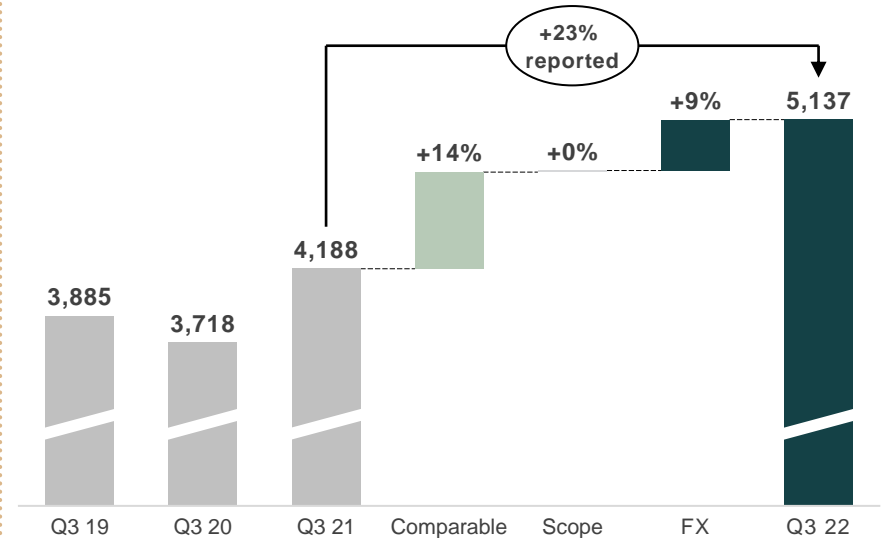
# Q3 22 GROUP REVENUE

## KEY HIGHLIGHTS

- **SOLID GROUP PERFORMANCE**
  - REVENUE UP 23% YoY REPORTED, UP 14% COMPARABLE
  - UNSETTLED MACRO ENVIRONMENT
- **SIGNIFICANT FX TAILWIND, SCOPE IMPACT NEUTRAL**
- **NURTURING BRAND DESIRABILITY AND EXCLUSIVITY**
  - ACCLAIMED SS23 FASHION SHOWS
  - ELEVATION STRATEGIES
- **REINFORCING GROWTH POTENTIAL**
  - CLOSING OF MAUI JIM ACQUISITION, CONSOLIDATION FROM Q4

## REVENUE CHANGE

(in €m and comparable change YoY)



% comparable change: at constant scope and exchange rates



# Q3 22 GROUP REVENUE

## REVENUE BREAKDOWN BY SEGMENT

In €m	Q3 22 Revenue	Q3 21 Revenue	Change (%)	
			Reported	Comp.
Gucci	2,581	2,182	+18%	+9%
Saint Laurent	916	652	+40%	+30%
Bottega Veneta	437	363	+20%	+14%
Other Houses	995	849	+17%	+13%
Kering Eyewear & Corporate	253	173	+47%	+21%
<i>Eliminations</i>	<i>(45)</i>	<i>(31)</i>		
<b>Kering total</b>	<b>5,137</b>	<b>4,188</b>	<b>+23%</b>	<b>+14%</b>

## Q3 REVENUE BREAKDOWN BY REGION

(% of total revenue and YoY change)

### RoW

6% (0pt)

### Western Europe

29% (+5pt)

### Asia Pacific

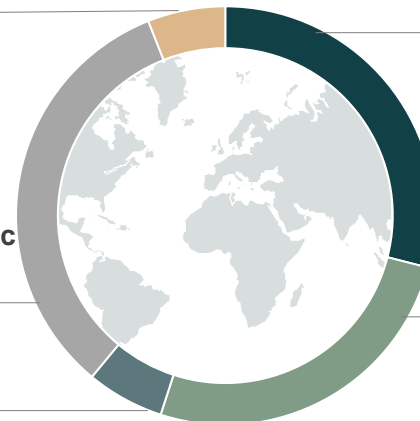
33% (-2pt)

### North America

26% (-4pt)

### Japan

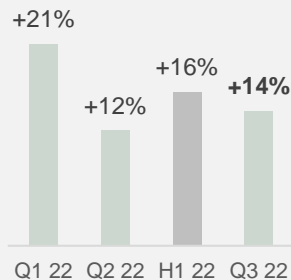
6% (+1pt)



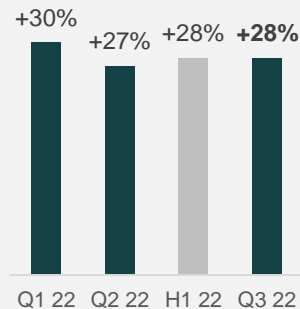
# CONSISTENT QUARTERLY DYNAMIC VS. 2019

## COMPARABLE GROWTH VS. 2021

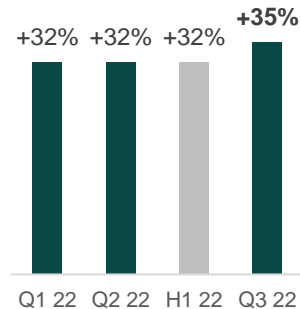
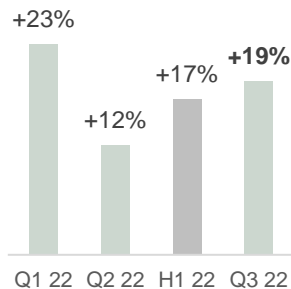
GROUP



## COMPARABLE GROWTH VS. 2019



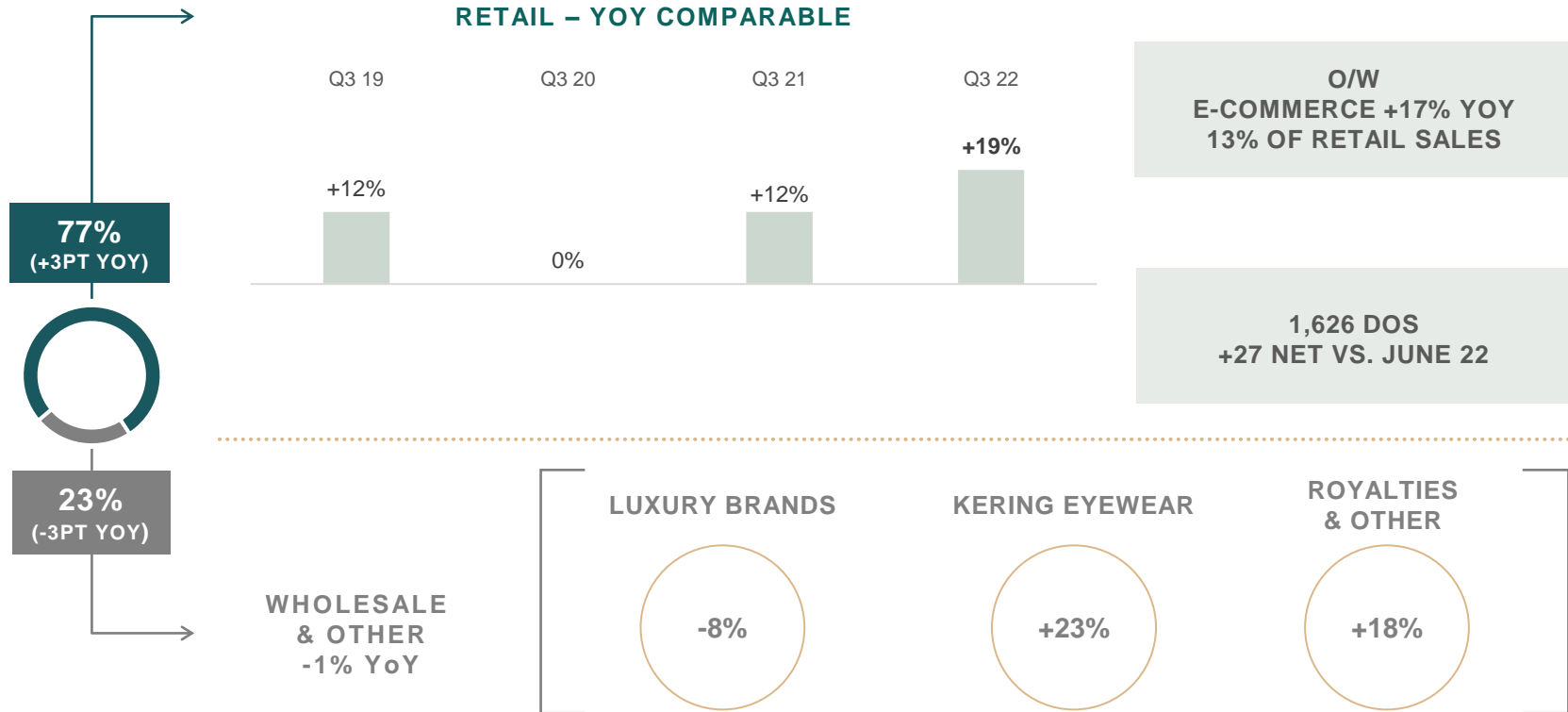
RETAIL



\* % based on Revenue before Eliminations



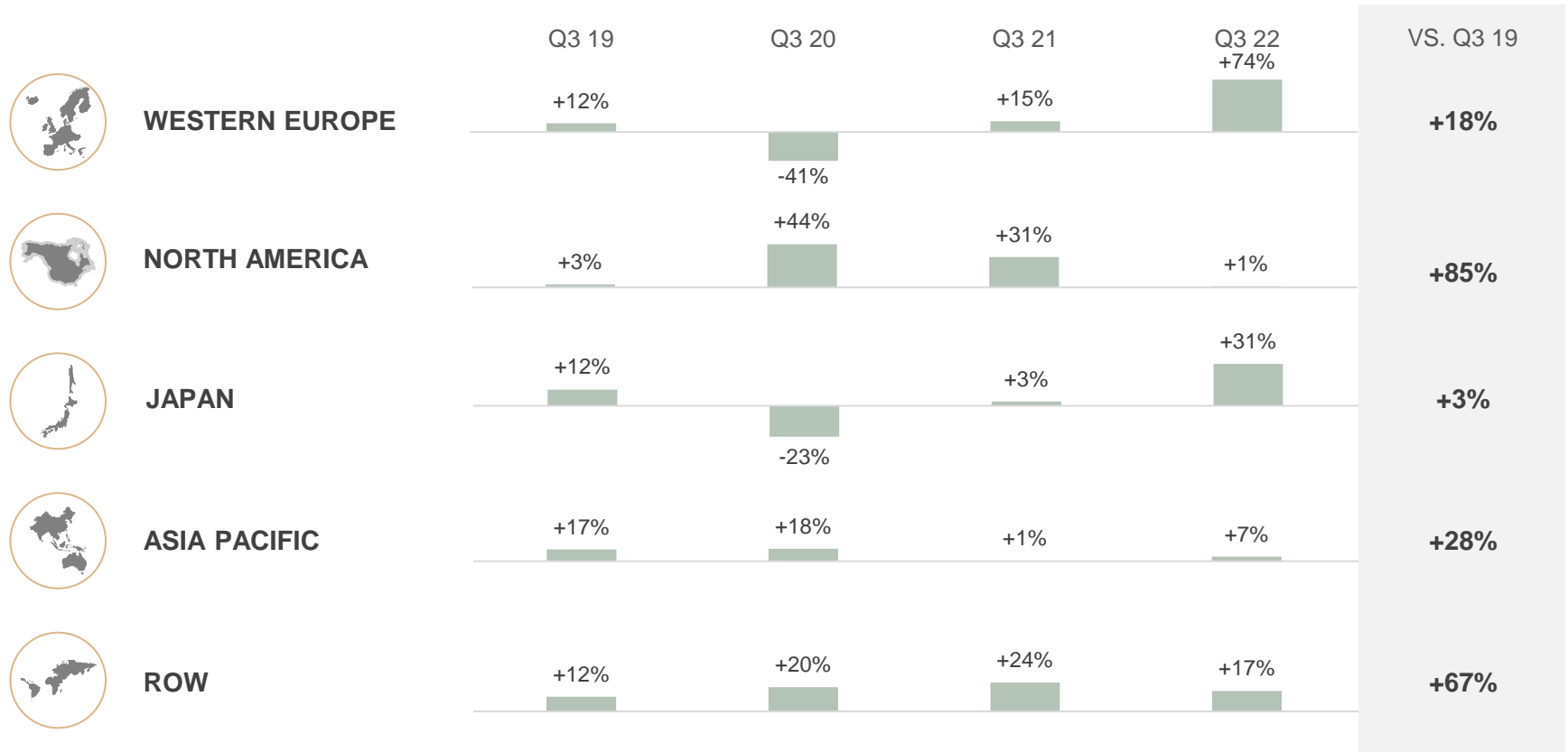
## Q3 22 GROUP REVENUE BY CHANNEL



% weight and % comparable change based on Revenue before Eliminations



## Q3 22 GROUP RETAIL BY REGION



% comparable change

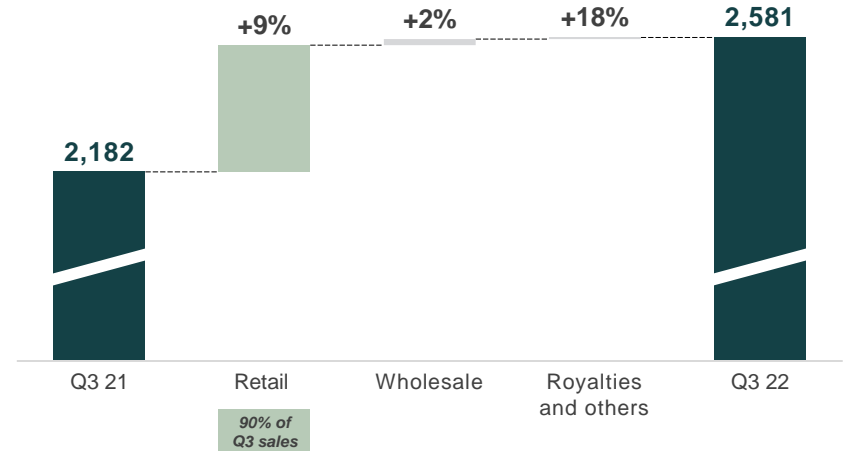






## Q3 22 REVENUE: +18% REPORTED, +9% COMPARABLE

(in €m, and YoY comparable growth in %)



### • SOLID RETAIL TRENDS

- Sustained momentum in W. Europe; DD growth in Japan; Asia Pacific improving with China still under pressure; N.America tough comps and increased spend overseas
- Further progress in brand elevation strategy

### • WHOLESALE RATIONALIZATION COMPLETE

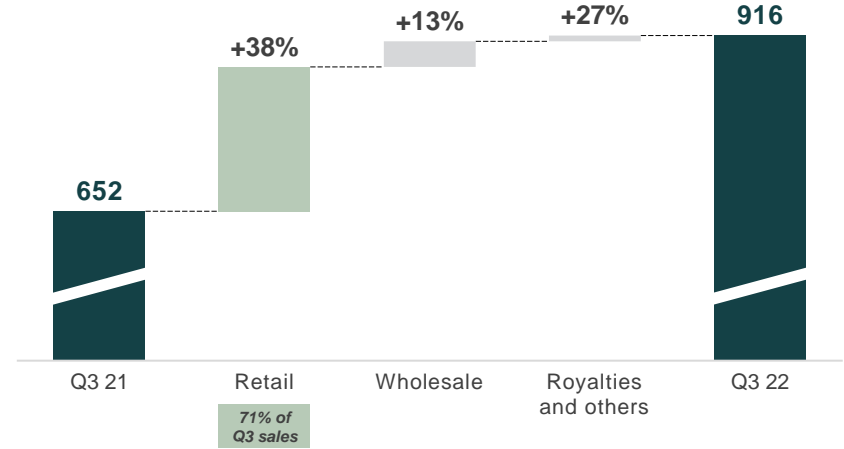


# SAINT LAURENT



## Q3 22 REVENUE: +40% REPORTED, +30% COMPARABLE

(in €m, and YoY comparable growth in %)



### • OUTSTANDING RETAIL ACROSS THE BOARD

- Return of tourism and fervent locals boost W. Europe; sturdy performance in N. America; strong growth in Asia Pacific and Japan
- High DD growth in all categories, driven by both existing products and very successful introductions

### • WHOLESALE UP ON DEMAND FOR FALL WINTER COLLECTION

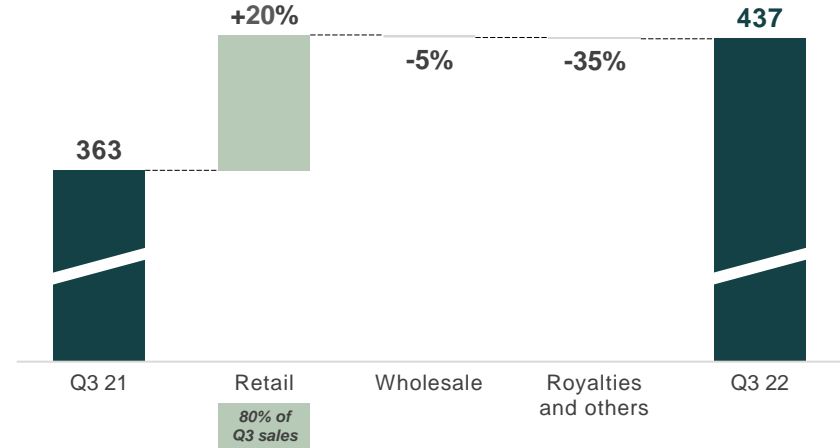


# BOTTEGA VENETA



## Q3 22 REVENUE: +20% REPORTED, +14% COMPARABLE

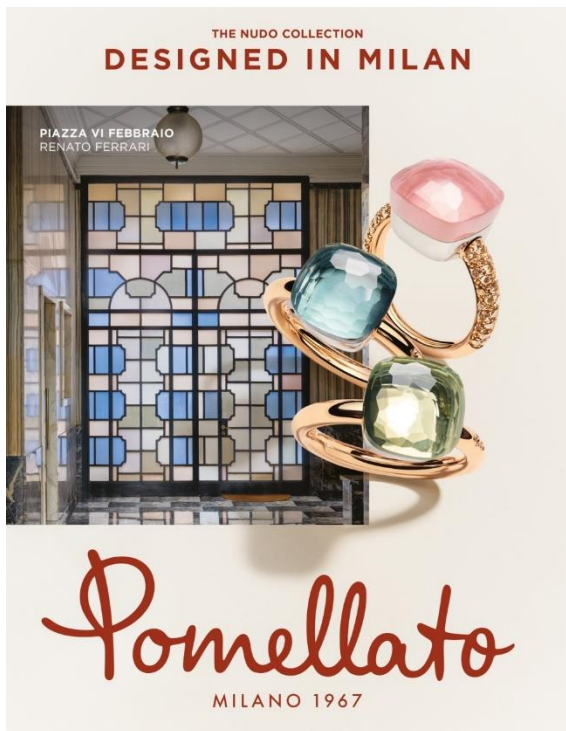
(in €m, and YoY comparable growth in %)



- **HEALTHY GROWTH TRAJECTORY DRIVEN BY RETAIL**
  - Stable store network
  - Matthieu Blazy first collection (Winter 22) and recent Fashion Show (Summer 23) extremely well received
  - Iconization and ultra-high-end strategy consistently deployed
- **WHOLESALE FOCUS ON SELECTIVE PARTNERS**

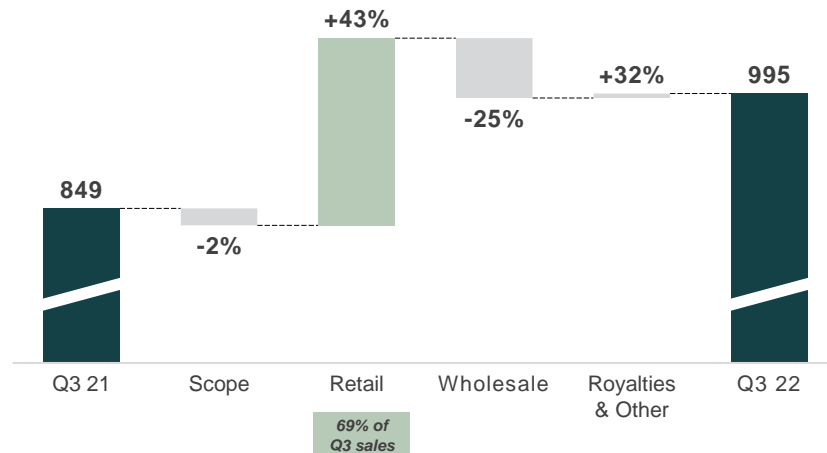


## OTHER HOUSES



### Q3 22 REVENUE: +17% REPORTED, +13% COMPARABLE

(in €m, and YoY comparable growth in %)



- **CONSISTENT DD RETAIL GROWTH IN BOTH SOFT & HARD**

- Balenciaga, Alexander McQueen: strong performances across categories
- Brioni confirms its rebound
- Unabated appeal of Boucheron and Pomellato's collections and novelties; Qeelin resilient against difficult backdrop

- **WHOLESALE DOWN ON PHASING AND SELECTIVITY**

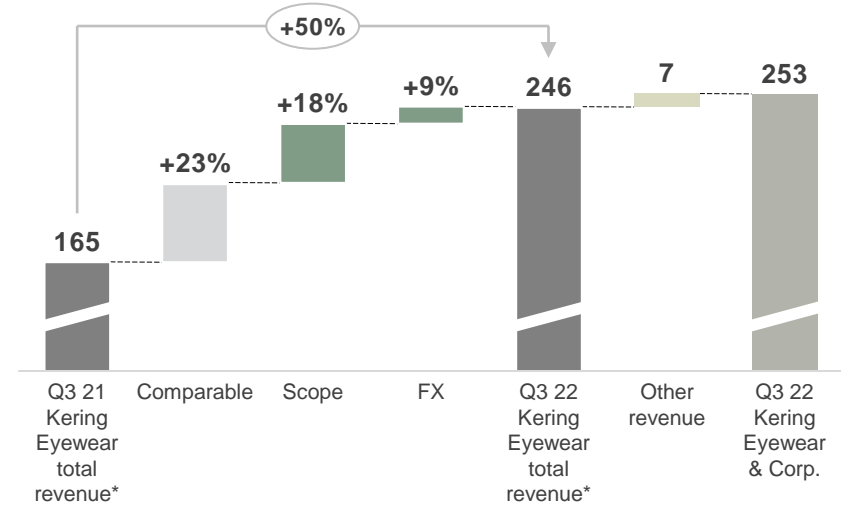


# KERING EYEWEAR AND CORPORATE



## Q3 22 REVENUE

(in €m, and YoY comparable growth in %)



### • KERING EYEWEAR

- Growth across all regions and channels
- Material contribution from Gucci and Cartier, sharp growth from other brands, successful integration & development of Lindberg
- Acquisition of Maui Jim completed, to be consolidated from Q4

\*Total revenue before eliminations



# CONCLUSION

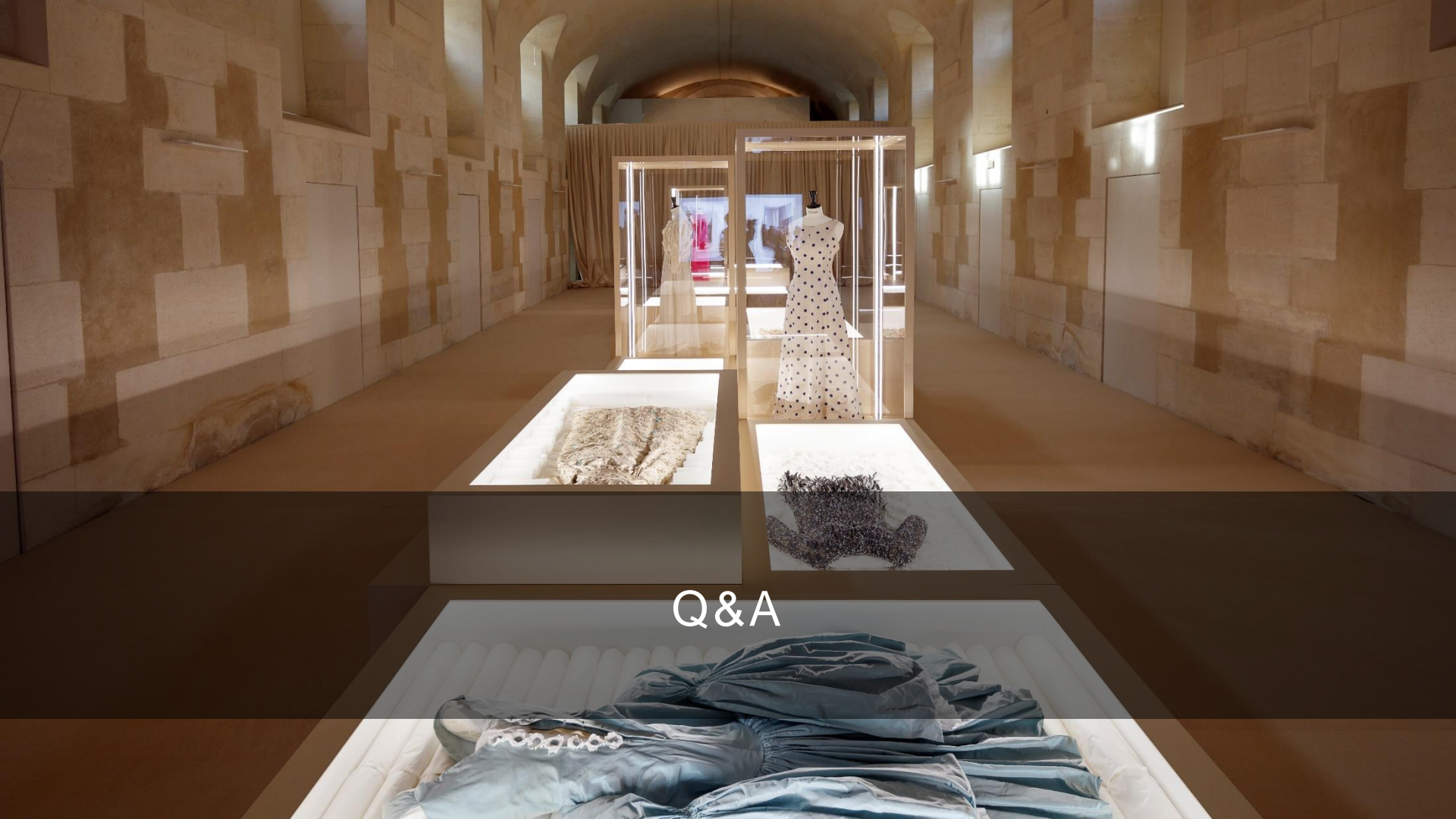
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- SOLID GROUP PERFORMANCE
- ATTRACTIVENESS, EXCLUSIVITY AND RETAIL KEY GROWTH DRIVERS
- CONTINUED INVESTMENT AND INCREASED VIGILANCE SUPPORTING OUR CONFIDENCE
- HEALTHY FUNDAMENTALS







Q&A



## APPENDIX





# 9M 22 GROUP REVENUE

## REVENUE BREAKDOWN BY SEGMENT

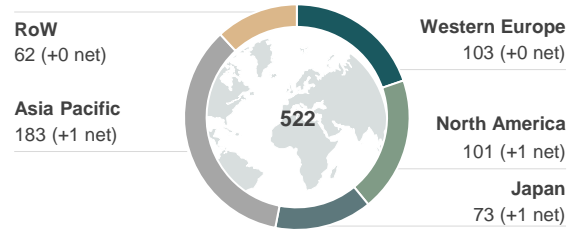
% YoY change

€M	9M 22	9M 21	9M Change (%)	
			Reported	Comp.
Gucci	<b>7,754</b>	6,661	+16%	+8%
Saint Laurent	<b>2,397</b>	1,698	+41%	+33%
Bottega Veneta	<b>1,271</b>	1,071	+19%	+13%
Other Houses	<b>2,950</b>	2,334	+26%	+23%
Kering Eyewear & Corporate	<b>844</b>	569	+48%	+24%
<i>Eliminations</i>	<b>(149)</b>	(98)	<i>n.a.</i>	<i>n.a.</i>
<b>Kering</b>	<b>15,067</b>	12,235	<b>+23%</b>	<b>+15%</b>

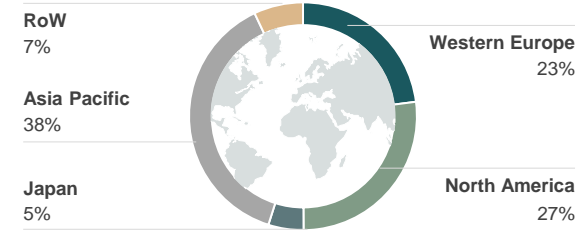


## DIRECTLY OPERATED STORES

As of September 30, 22 (net change vs. June 30, 22)



## Q3 REVENUE BREAKDOWN BY REGION



## QUARTERLY PERFORMANCE

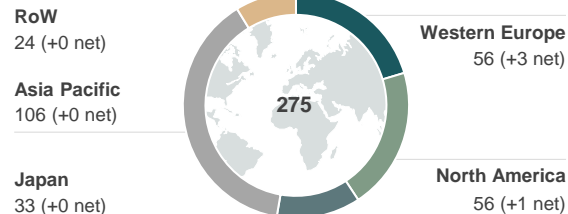
	€M	y-o-y change		RETAIL BY GEOGRAPHY	YoY Comparable Change	
		% comparable	% reported		Q3 22	9M 22
Q1 22	2,591	+13%	+20%	Western Europe	+64%	+73%
Q2 22	2,582	+4%	+12%	North America	(4%)	+5%
Q3 22	2,581	+9%	+18%	Japan	+24%	+25%
				Asia Pacific	(2%)	(10%)
				Rest of the World	+17%	+26%
				<b>Total Retail</b>	<b>+9%</b>	<b>+8%</b>



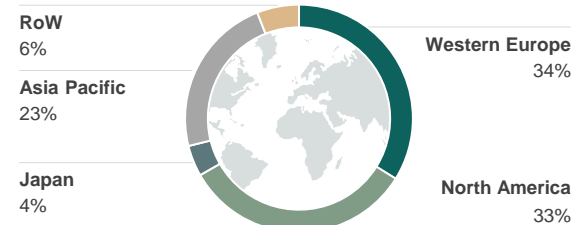
# SAINT LAURENT

## DIRECTLY OPERATED STORES

As of September 30, 22 (net change vs. June 30, 22)



## Q3 REVENUE BREAKDOWN BY REGION



## QUARTERLY PERFORMANCE

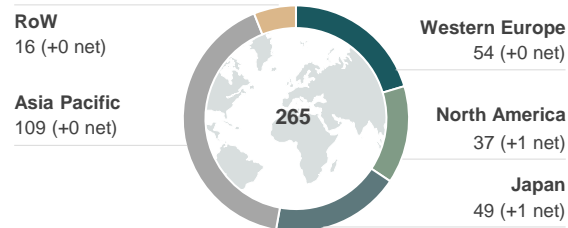
	€M	y-o-y change		RETAIL BY GEOGRAPHY	YoY Comparable Change	
		% comparable	% reported		Q3 22	9M 22
Q1 22	739	+37%	+43%	Western Europe	+105%	+109%
Q2 22	742	+31%	+40%	North America	+6%	+30%
Q3 22	916	+30%	+40%	Japan	+21%	+22%
				Asia Pacific	+35%	+15%
				Rest of the World	+23%	+39%
				<b>Total Retail</b>	<b>+38%</b>	<b>+40%</b>



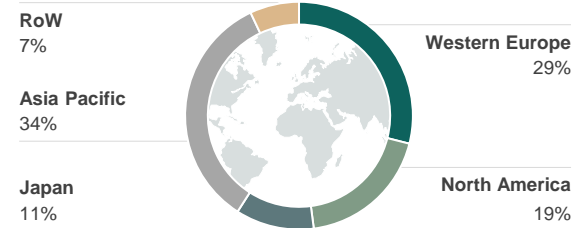
# BOTTEGA VENETA

## DIRECTLY OPERATED STORES

As of September 30, 22 (net change vs. June 30, 22)



## Q3 REVENUE BREAKDOWN BY REGION



## QUARTERLY PERFORMANCE

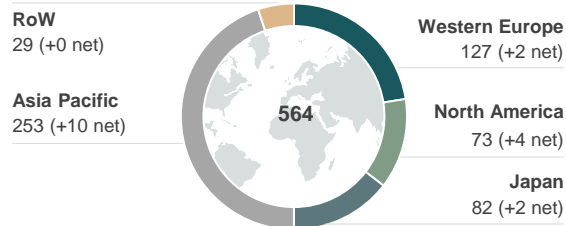
	€M	y-o-y change		RETAIL BY GEOGRAPHY	YoY Comparable Change	
		% comparable	% reported		Q3 22	9M 22
Q1 22	396	+16%	+21%	Western Europe	+69%	+76%
Q2 22	438	+10%	+15%	North America	(5%)	+13%
Q3 22	437	+14%	+20%	Japan	+35%	+38%
				Asia Pacific	+8%	+1%
				Rest of the World	+2%	+3%
				<b>Total Retail</b>	<b>+20%</b>	<b>+19%</b>



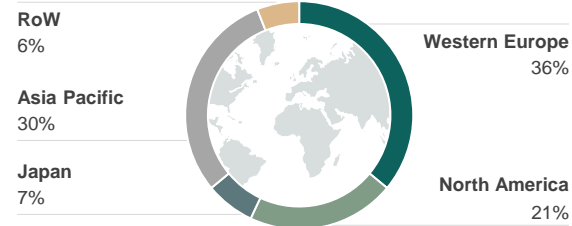
# OTHER HOUSES

## DIRECTLY OPERATED STORES

As of September 30, 22 (net change vs. June 30, 22)



## Q3 REVENUE BREAKDOWN BY REGION



## QUARTERLY PERFORMANCE

	€M	y-o-y change		RETAIL BY GEOGRAPHY	YoY Comparable Change	
		% comparable	% reported		Q3 22	9M 22
Q1 22	973	+35%	+35%	Western Europe	+76%	+80%
Q2 22	982	+24%	+28%	North America	+37%	+50%
Q3 22	995	+13%	+17%	Japan	+52%	+49%
				Asia Pacific	+28%	+17%
				Rest of the World	+22%	+39%
				<b>Total Retail</b>	<b>+43%</b>	<b>+40%</b>



K E R I N G



Gucci • Saint Laurent • Bottega Veneta • Balenciaga • Alexander McQueen • Brioni

Boucheron • Pomellato • Dodo • Qeelin

Kering Eyewear