

## LVMH Q3 2007 Revenue

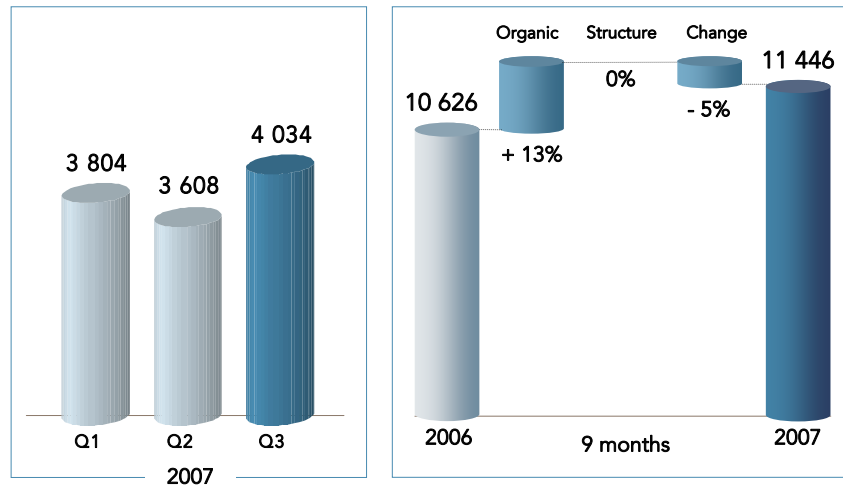
October 15, 2007

### Q3 2007 revenue highlights

- Double-digit organic revenue growth continued
- Acceleration of organic revenue growth in Q3 (+15%)
- All regions and businesses contributed
  - Continued growth in Europe
  - Improved trends in US, Asia and Japan
- Hennessy performed particularly well in the US, China and Russia
- Exceptional performance at Louis Vuitton with very strong increases in Europe, US and Asia
- Sustained growth at Sephora worldwide

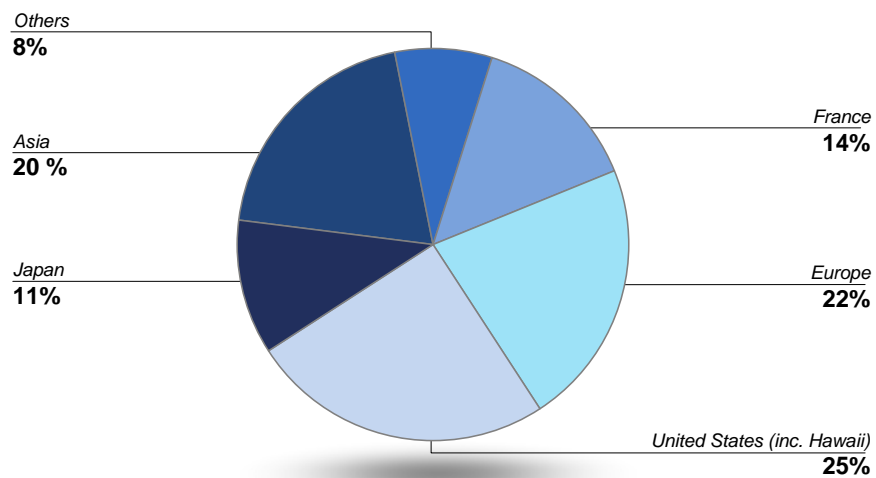
### Q3 and 9 months 2007 revenue

- In millions of Euros



3

### 9 months 2007 revenue by region - In Euros



4

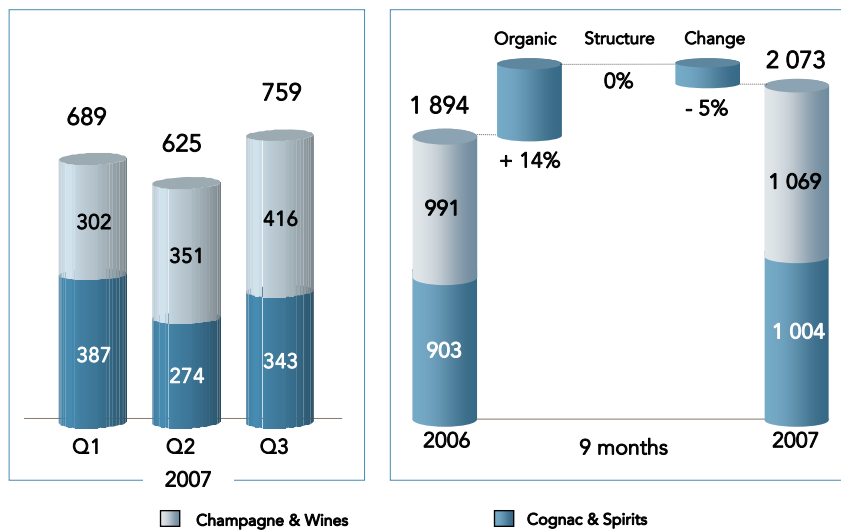
## 9 months 2007 revenue by region Evolution by business group

	% Change			
	US*	Japan	Asia	Europe
	\$	Yen	Euros	Euros
Wines & Spirits	+9%	+2%	+22%	+15%
Fashion & Leather Goods	+14%	+5%	+20%	+11%
Perfumes & Cosmetics	+5%	-1%	+9%	+13%
Watches & Jewelry	+23%	+11%	+19%	+20%
Selective retailing	+18%	0%	+3%	+12%
<b>Total</b>	<b>+13%</b>	<b>+4%</b>	<b>+14%</b>	<b>+12%</b>

\* exc. Hawaii

5

## Wines & Spirits 9 months 2007 revenue - In millions of Euros



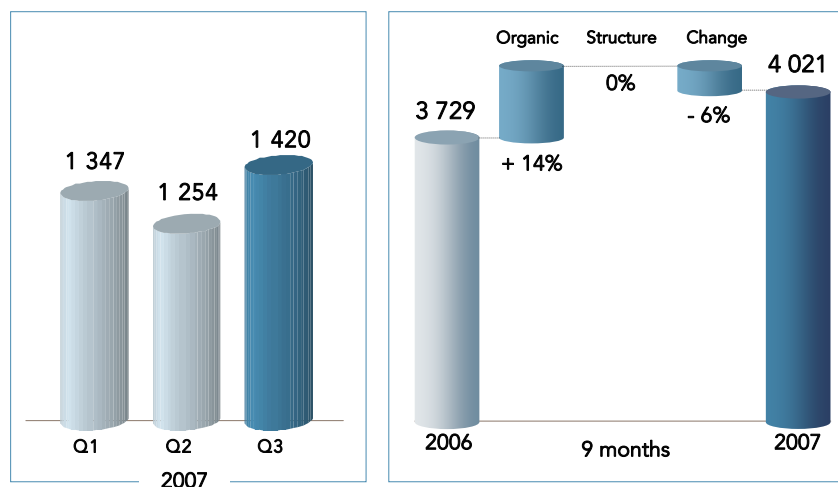
6

## Wines & Spirits 9 months 2007 highlights

- Champagne and Wines
  - Champagne volumes up 8 % over 9 months
  - Remarkable performance of Rosé champagnes
  - Veuve Clicquot performed particularly well in the US
  - Continued growth of Moët & Chandon in Japan and Europe
  - Strong momentum of Ruinart and Krug
- Cognac
  - Hennessy volumes up 11 % over 9 months
  - Good momentum in the US
  - Continued exceptional growth in China and Russia
  - Strong volume gains for XO and VSOP qualities
- Encouraging reception for new Glenmorangie packaging
- Belvedere vodka restocked in US trade after end of litigation

7

## Fashion & Leather Goods 9 months 2007 revenue - In millions of Euros



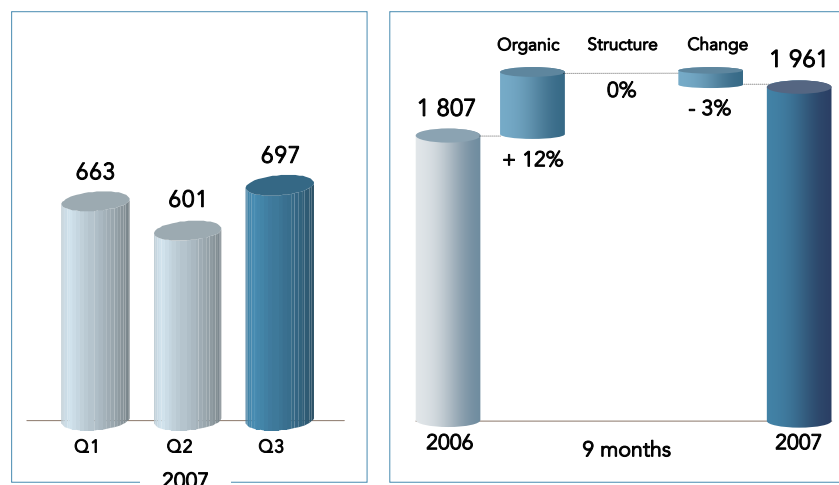
8

## Fashion & Leather Goods 9 months 2007 highlights

- Louis Vuitton: double-digit organic revenue growth for first 9 months
  - Excellent performance in Europe, US and Asia, especially China
  - Strong contribution from *Damier Azur* line
  - Success of new leather goods products: *Monogram Vernis Amarante* and *Denim Neo* line
  - Positive impact of new advertising campaign
  - Major store openings in Q3 : Ho Chi Minh (Vietnam), Panama, Istanbul (Turkey), Nanjing and Beijing (China)...
  - Construction of new shoe workshop in Fiesso, Italy
- Fendi: double-digit organic revenue growth
  - Good performance in Asia and Middle East, in particular
  - Strong growth of RTW and shoes
  - Continued store network expansion
- Good momentum at other brands
  - Marc Jacobs: double-digit comparable store revenue growth
  - Givenchy: acceleration in RTW and leather goods
  - Loewe: continued growth of *Napa Aire* and *Amazona* lines

9

## Perfumes & Cosmetics 9 months 2007 revenue - In millions of Euros



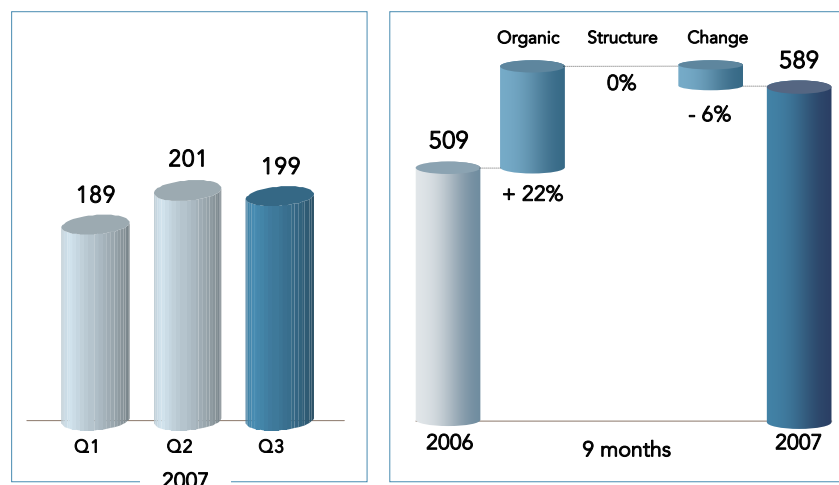
10

## Perfumes & Cosmetics 9 months 2007 highlights

- Parfums Christian Dior momentum continued
  - Good performance in Europe and Asia
  - Strong progress of perfumes driven by *J'Adore* and *Fahrenheit 32* as well as recently launched *Midnight Poison*
  - Success of skincare line, *L'Or de Vie*, notably in Asia and launch in France
- Robust growth at Guerlain
  - Strong progress in Europe
  - *L'Instant Magic* successfully launched
  - Growth in makeup driven by *Terracotta* and new *Compact Foundation*
  - Good momentum of skincare segment thanks to *Orchidée Impériale* and *SuperAqua*
- Positive impact of *Ange ou Démon* new advertising campaign at Parfums Givenchy
- Strong momentum at BeneFit, Make Up For Ever, Parfums Loewe and Acqua di Palma
- Launches of *TokyobyKenzo*, *Palazzo Fendi* and *Vivara* by Pucci

11

## Watches & Jewelry 9 months 2007 revenue - In millions of Euros



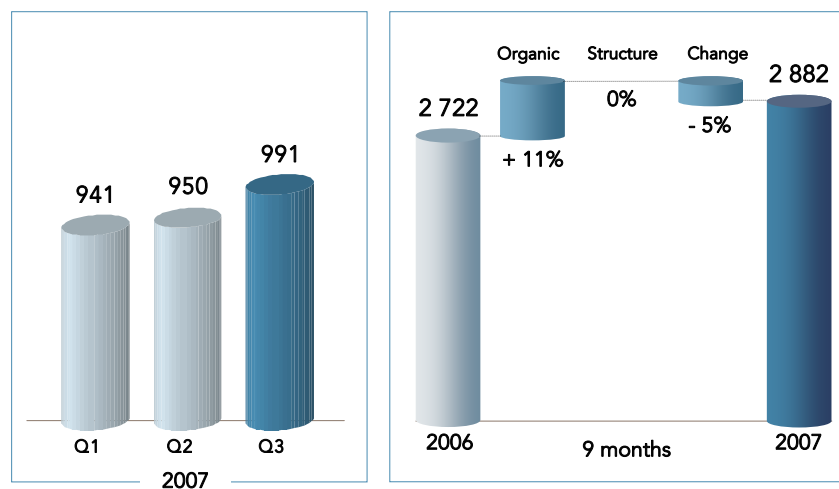
12

## Watches & Jewelry 9 months 2007 highlights

- Double-digit organic revenue growth at TAG Heuer, Zenith, Montres Dior, Chaumet and De Beers
- Excellent performance of *Carrera*, *Link*, *Aquaracer* iconic lines at TAG Heuer
- Zenith recorded strong progress in Middle East and Russia
- New rubber *Christal* model, a best-seller at Montres Dior
- Chaumet: good start at new London store (Bond St), new store opened in Moscow (Goum)
- Rapid growth of De Beers in Japan, US and Middle East

13

## Selective Retailing 9 months 2007 revenue - In millions of Euros



14

## Selective Retailing 9 months 2007 highlights

- **DFS**
  - Good momentum in Q3, especially in Hong Kong and Singapore
  - Continued expansion of Asian clientele whose spending increased
  - Modest improvement in spending of Japanese tourists in Taiwan, Hawaii and Midpac regions
- **Sephora**
  - Continued market share gains in Europe and US
  - Increasing pace of store openings in Q3 and expansion into new territories : Croatia, Turkey
  - Strong comparable sales performance in China (23 stores end Sept 2007)
  - Building momentum for US and French websites

15

## 9 months 2007 revenue conclusion

- Continued double-digit organic revenue growth in Q3
- US, Japan and Asia contributed to accelerated growth and Europe continued its momentum
- Focus on innovative and quality products, store network expansion - in a robust economic environment but unfavorable currency situation

Confirm objective of significant growth  
in 2007 results

16