

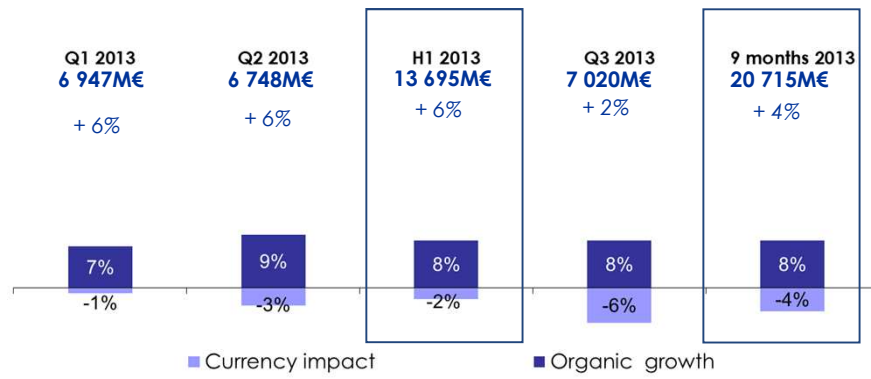
LVMH
Q3 2013 Revenue

October 16, 2013

9 months 2013 revenue highlights

- ◆ Continued good performance in Q3 in line with H1 trend
- ◆ Increased negative currency impact versus previous quarters
- ◆ Sustained momentum in the US and Asia and good resilience in Europe in a challenging economic environment
- ◆ Focus at Louis Vuitton on leather products and distribution excellence, and continued investment in the other fashion brands
- ◆ Solid performance of Wines and Spirits
- ◆ Improved trends in Watches and Jewelry
- ◆ Strong progress at DFS and Sephora

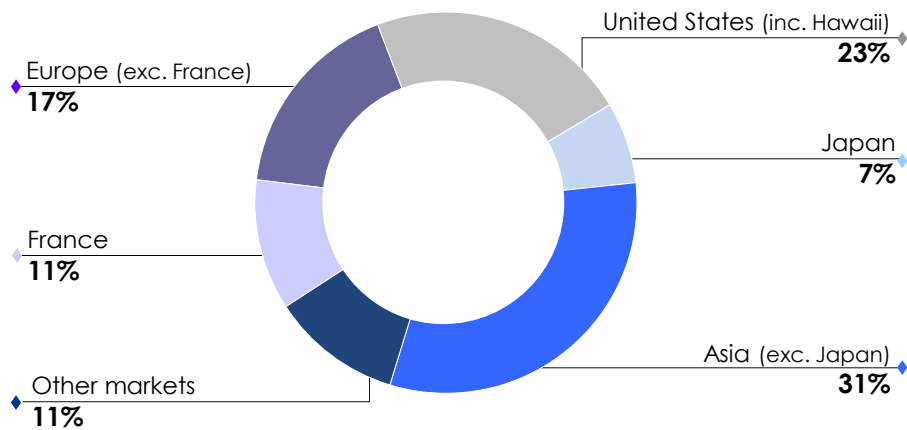
2013 quarterly evolution of revenue



The principles under which the effects of exchange rate fluctuations and changes in the scope of consolidation are determined are described on page 9 of 2013 Interim Financial Report.

9 months 2013 revenue by region

- In Euros



Revenue change by region

Organic revenue growth versus same period in 2012

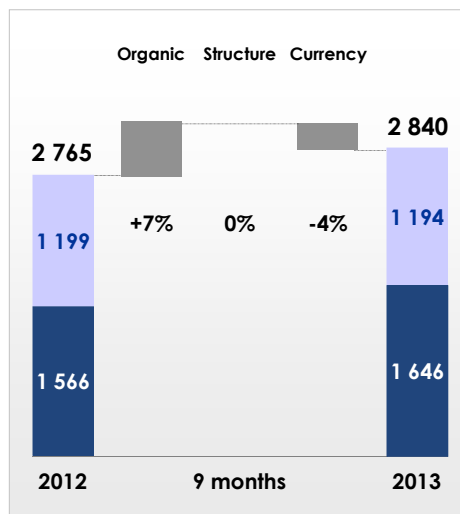
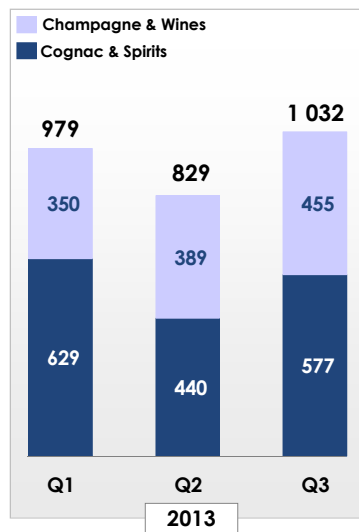
LVMH Group	First 9 months 2013
US*	+ 9 %
Japan	+ 10 %
Asia	+ 13 %
Europe	+ 2 %

* exc. Hawaii

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Wines & Spirits 9 months 2013 revenue - In millions of Euros



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Wines & Spirits 9 months 2013 highlights

Champagne and Wines

- ◆ Champagne volumes up 2%
- ◆ Resilience in Europe in a difficult economic environment
- ◆ Continued rapid progress in Asian countries
- ◆ Good performance of Estates & Wines sparkling wines

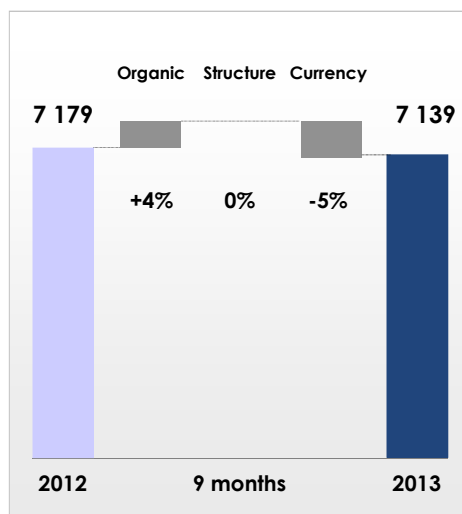
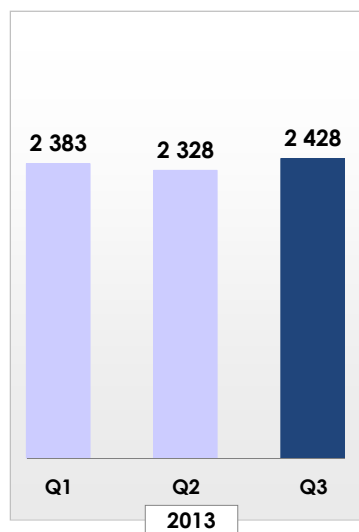
Cognac and Spirits

- ◆ Hennessy volumes up 4%
- ◆ Positive effect of price increases
- ◆ Continued solid performance in the US
- ◆ Pressure on consumer demand in China
- ◆ Strong volume growth at Glenmorangie, Belvedere and Wanjun

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Fashion & Leather Goods 9 months 2013 revenue - In millions of Euros



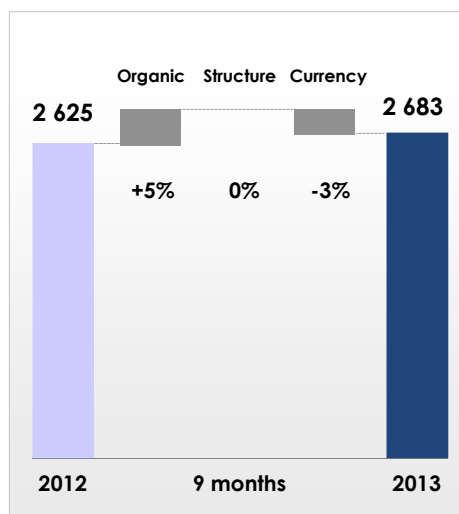
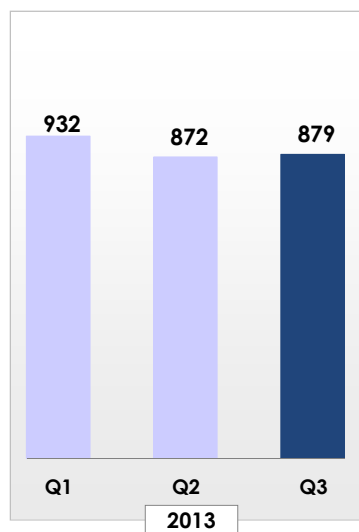
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Fashion & Leather Goods 9 months 2013 highlights

- ◆ Louis Vuitton: continued focus on product quality and distribution excellence
 - Excellent momentum of leather lines
 - Success of new *Capucines* and *W* bags
 - Good progress of ready-to-wear
 - Reopening of Matsuya Ginza store in Japan in mid September
 - Continued qualitative expansion of store network
- ◆ Céline: robust growth driven by leather goods and shoe collections
- ◆ Fendi: opened major boutiques in Paris and Milan in Q3
- ◆ New creative director Jonathan Anderson at Loewe
- ◆ Good momentum at Givenchy, Kenzo and Berluti
- ◆ Announced acquisition of Loro Piana and expect clearance by competition authorities in Q4 2013

Perfumes & Cosmetics 9 months 2013 revenue - In millions of Euros



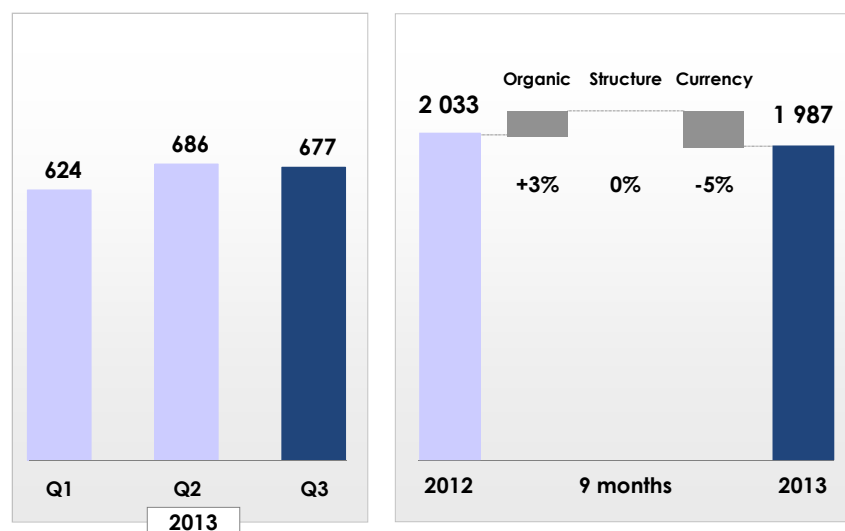
Perfumes & Cosmetics 9 months 2013 highlights

- ◆ Parfums Christian Dior
 - Further solid momentum of iconic fragrance *J'adore* with new *Voile de Parfum*
 - Strong performance of *Dior Homme* with new ambassador Robert Pattinson
 - Strong growth of iconic lipstick *Rouge Dior*
- ◆ Guerlain: successful re-launch of *Shalimar* perfume and first year anniversary of *La Petite Robe Noire*
- ◆ Kenzo: promising start of *Flower In The Air*
- ◆ Benefit: continued store expansion, including new *Glam Up And Away* beauty kiosks in major US airports
- ◆ Fresh: success of new skincare products like *Black Tea Instant Perfecting Mask*, particularly in Asia
- ◆ Opened new Research & Development center at Saint Jean de Braye in France

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Watches & Jewelry 9 months 2013 revenue - In millions of Euros



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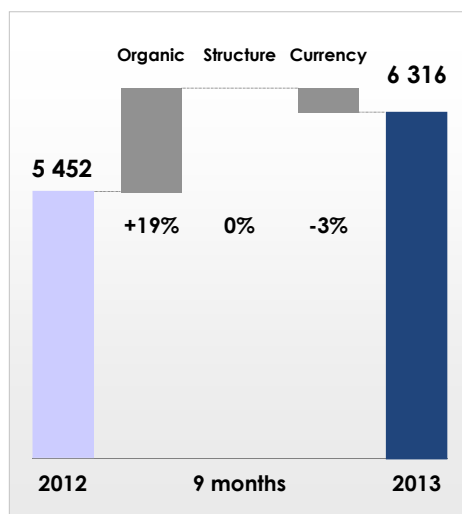
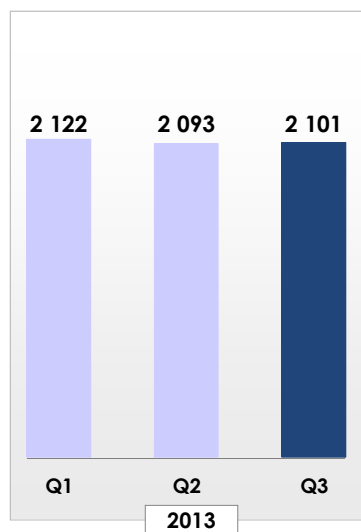
Watches & Jewelry 9 months 2013 highlights

- ◆ Sustained growth of retail, combined with gradual reduction in wholesale
- ◆ Successful launch of new Bulgari high-end jewelry *Diva* collection and continued enhancing quality of distribution network
- ◆ TAG Heuer extended own store network and started operations at new movement manufacturing facility in Chevenez
- ◆ Hublot: rapid progress, especially in Japan
- ◆ Chaumet: launch of high-end jewelry line *Hortensia*

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Selective Retailing 9 months 2013 revenue - In millions of Euros



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Selective Retailing 9 months 2013 highlights

DFS

- ◆ Strong momentum of Asian clientele
- ◆ Significant contribution to revenue from Hong Kong airport's new concessions
- ◆ Outstanding performance of Hong Kong and Macau Galleries
- ◆ New retail identity starting roll-out throughout the world

SEPHORA

- ◆ Growing market share in all key regions
- ◆ Strong growth in North America, Asia and the Middle East
- ◆ Exciting launch of Marc Jacobs' Makeup
- ◆ Strong progress with online sales
- ◆ 29 new store openings in quarter

9 months 2013 revenue summary

- ◆ Continued growth in Q3 shows good resilience of LVMH in a challenging economic environment
- ◆ All regions and business groups contributed to Q3 growth
- ◆ Focus on innovative, high-quality products, selective store network expansion, cost management

Objective in 2013: continue to increase LVMH's leadership in the worldwide luxury goods market