



LVMH Moët Hennessy Louis Vuitton SA in Luxury Goods

January 2025

Scope

Executive summary

Top companies at a glance

LVMH's global footprint

LVMH records strong growth in most of its leading country markets in 2023

Tiffany & Co a major growth driver for LVMH over 2020-2023

Disappointing LVMH results highlight the currently difficult operating environment

Asia and Fashion & Leather Goods lead the way for LVMH as revenue generators

Uncertainty prevails across the industry due to economic, geopolitical and climate factors...

...so the small but mighty UHNWI segment will come into even greater focus

LVMH may need to look beyond the US and China for dynamic growth markets

Tesla likely to remain the most dynamic player among the leading luxury goods companies

LVMH's 2023-2026 objectives under its Life 360 action programme

LVMH teams up with RAIKU for plastic-free packaging

COMPETITIVE POSITIONING

Tesla the big winner over the 2020-2023 period

LVMH is number one in at least one category in all of its top 10 country markets

LVMH benefits from its wide range of brands

Mutually beneficial acquisition of Tiffany & Co by LVMH

Strong growth for LVMH in luxury eyewear

LVMH introduces Nona Source, its first online resale platform for materials

PERSONAL LUXURY GOODS

Asia Pacific is LVMH's biggest region for personal luxury sales

Luxury leather goods the biggest category in most of LVMH's top 10 countries

LVMH acquires Platinum Invest Group to boost Tiffany & Co capacity

Middle East and Africa the biggest experiential luxury region for LVMH

UK the major market for hotels, Hong Kong for foodservice

Belmond unveils the Britannic Explorer

FINE WINES/CHAMPAGNE AND SPIRITS

North America the leading region for LVMH sales of fine wines/champagne and spirits

LVMH makes investment in non-alcoholic wine

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APPENDIX

Projected company sales: FAQs

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