LVMH
MOËT HENNESSY • LOUIS VUITTON

## DECEMBER 31, 2019

## FINANCIAL STATEMENTS

 CONSOLIDATED FINANCIAL STATEMENTS
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[^0]
## CONSOLIDATED INCOME STATEMENT

| (EUR millions, except for earnings per share) | Notes | 2019 | $2018{ }^{(a)}$ | $2017{ }^{\text {(a) }}$ |
| :---: | :---: | :---: | :---: | :---: |
| Revenue | 24-25 | 53,670 | 46,826 | 42,636 |
| Cost of sales |  | $(18,123)$ | $(15,625)$ | $(14,783)$ |
| Gross margin |  | 35,547 | 31,201 | 27,853 |
| Marketing and selling expenses |  | $(20,207)$ | $(17,755)$ | $(16,395)$ |
| General and administrative expenses |  | $(3,864)$ | $(3,466)$ | $(3,162)$ |
| Income/(loss) from joint ventures and associates | 8 | 28 | 23 | (3) |
| Profit from recurring operations | 24-25 | 11,504 | 10,003 | 8,293 |
| Other operating income and expenses | 26 | (231) | (126) | (180) |
| Operating profit |  | 11,273 | 9,877 | 8,113 |
| Cost of net financial debt |  | (107) | (117) | (137) |
| Interest on lease liabilities |  | (290) |  |  |
| Other financial income and expenses |  | (162) | (271) | 78 |
| Net financial income/(expense) | 27 | (559) | (388) | (59) |
| Income taxes | 28 | $(2,932)$ | $(2,499)$ | $(2,214)$ |
| Net profit before minority interests |  | 7,782 | 6,990 | 5,840 |
| Minority interests | 18 | (611) | (636) | (475) |
| Net profit, Group share |  | 7,171 | 6,354 | 5,365 |
| Basic Group share of net earnings per share (EUR) | 29 | 14.25 | 12.64 | 10.68 |
| Number of shares on which the calculation is based |  | 503,218,851 | 502,825,461 | 502,412,694 |
| Diluted Group share of net earnings per share (EUR) | 29 | 14.23 | 12.61 | 10.64 |
| Number of shares on which the calculation is based |  | 503,839,542 | 503,918,140 | 504,010,291 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE GAINS AND LOSSES

| (EUR millions) | Notes | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Net profit before minority interests |  | 7,782 | 6,990 | 5,840 |
| Translation adjustments |  | 299 | 274 | (958) |
| Amounts transferred to income statement |  | 1 | (1) | 18 |
| Tax impact |  | 11 | 15 | (49) |
|  | 16.5, 18 | 311 | 288 | (989) |
| Change in value of hedges of future foreign currency cash flows |  | (16) | 3 | 372 |
| Amounts transferred to income statement |  | 25 | (279) | (104) |
| Tax impact |  | (3) | 79 | (77) |
|  |  | 6 | (197) | 191 |
| Change in value of the ineffective portion of hedging instruments |  | (211) | (271) | (91) |
| Amounts transferred to income statement |  | 241 | 148 | 210 |
| Tax impact |  | (7) | 31 | (35) |
|  |  | 23 | (92) | 84 |
| Gains and losses recognized in equity, transferable to income statement |  | 340 | (1) | (714) |
| Change in value of vineyard land | 6 | 42 | 8 | (35) |
| Amounts transferred to consolidated reserves |  | - | - |  |
| Tax impact |  | (11) | (2) | 82 |
|  |  | 31 | 6 | 47 |
| Employee benefit obligations: change in value resulting from actuarial gains and losses |  | (167) | 28 | 57 |
| Tax impact |  | 39 | (5) | (24) |
|  |  | (128) | 23 | 33 |
| Gains and losses recognized in equity, not transferable to income statement |  | (97) | 29 | 80 |
| Comprehensive income |  | 8,025 | 7,018 | 5,206 |
| Minority interests |  | (628) | (681) | (341) |
| Comprehensive income, Group share |  | 7,397 | 6,337 | 4,865 |

## CONSOLIDATED BALANCE SHEET

| ASSETS (EUR millions) | Notes | 2019 | $2018{ }^{(a)}$ | $2017{ }^{\text {(a) }}$ |
| :---: | :---: | :---: | :---: | :---: |
| Brands and other intangible assets | 3 | 17,212 | 17,254 | 16,957 |
| Goodwill | 4 | 16,034 | 13,727 | 13,837 |
| Property, plant and equipment | 6 | 18,533 | 15,112 | 13,862 |
| Right-of-use assets | 7 | 12,409 | - |  |
| Investments in joint ventures and associates | 8 | 1,074 | 638 | 639 |
| Non-current available for sale financial assets | 9 | 915 | 1,100 | 789 |
| Other non-current assets | 10 | 1,546 | 986 | 869 |
| Deferred tax | 28 | 2,274 | 1,932 | 1,741 |
| Non-current assets |  | 69,997 | 50,749 | 48,694 |
| Inventories and work in progress | 11 | 13,717 | 12,485 | 10,888 |
| Trade accounts receivable | 12 | 3,450 | 3,222 | 2,736 |
| Income taxes |  | 406 | 366 | 780 |
| Other current assets | 13 | 3,264 | 2,868 | 2,919 |
| Cash and cash equivalents | 15 | 5,673 | 4,610 | 3,738 |
| Current assets |  | 26,510 | 23,551 | 21,061 |
| Total assets |  | 96,507 | 74,300 | 69,755 |


| LIABILITIES AND EQUITY (EUR millions) | Notes | 2019 | $2018{ }^{(a)}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Equity, Group share | 16 | 36,586 | 32,293 | 28,969 |
| Minority interests | 18 | 1,779 | 1,664 | 1,408 |
| Equity |  | 38,365 | 33,957 | 30,377 |
| Long-term borrowings | 19 | 5,101 | 6,005 | 7,046 |
| Non-current lease liabilities | 7 | 10,373 | - |  |
| Non-current provisions and other liabilities | 20 | 3,812 | 3,188 | 3,177 |
| Deferred tax | 28 | 5,498 | 5,036 | 4,989 |
| Purchase commitments for minority interests' shares | 21 | 10,735 | 9,281 | 9,177 |
| Non-current liabilities |  | 35,519 | 23,510 | 24,389 |
| Short-term borrowings | 19 | 7,610 | 5,027 | 4,530 |
| Current lease liabilities | 7 | 2,172 | - |  |
| Trade accounts payable | 22 | 5,814 | 5,314 | 4,539 |
| Income taxes |  | 722 | 538 | 763 |
| Current provisions and other liabilities | 22 | 6,305 | 5,954 | 5,157 |
| Current liabilities |  | 22,623 | 16,833 | 14,989 |
| Total liabilities and equity |  | 96,507 | 74,300 | 69,755 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| (EUR millions) | Number of shares | Share capital | Share premium account | Treasury shares | Cumulative translation adjustment | Revaluation reserves |  |  |  | Net profit and other reserves | Total equity |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Available for sale financial asset | Hedges of future foreign currency cash flows and cost of hedging | Vineyard land | Employee benefit commitments |  | Group share | Minority interests | Total |
| Notes |  | 16.1 | 16.1 | 16.3 | 16.5 |  |  |  |  |  |  | 18 |  |
| As of December 31, 2016 | 507,126,088 | 152 | 2,601 | (520) | 1,165 | - | (115) | 1,078 | (163) | 22,190 | 26,388 | 1,510 | 27,898 |
| Gains and losses recognized in equity |  |  |  |  | (811) |  | 245 | 36 | 30 | - | (500) | (134) | (634) |
| Net profit |  |  |  |  |  |  |  |  |  | 5,365 | 5,365 | 475 | 5,840 |
| Comprehensive income |  |  |  |  | (811) |  | 245 | 36 | 30 | 5,365 | 4,865 | 341 | 5,206 |
| Stock option plan-related expenses |  |  |  |  |  |  |  |  |  | 55 | 55 | 7 | 62 |
| (Acquisition)/disposal of treasury shares |  |  |  | (50) |  |  |  |  |  | (11) | (61) |  | (61) |
| Exercise of LVMH share subscription options | 708,485 |  | 53 |  |  |  |  |  |  |  | 53 |  | 53 |
| Retirement of LVMH shares | $(791,977)$ |  | (40) | 40 |  |  |  |  |  |  |  |  |  |
| Capital increase in subsidiaries |  |  |  |  |  |  |  |  |  |  |  | 44 | 44 |
| Interim and final dividends paid |  |  |  |  |  |  |  |  |  | $(2,110)$ | $(2,110)$ | (261) | $(2,371)$ |
| Changes in control of consolidated entities |  |  |  |  |  |  |  |  |  | (6) | (6) | 114 | 108 |
| Acquisition and disposal of minority interests' shares |  |  |  |  |  |  |  |  |  | (86) | (86) | (56) | (142) |
| Purchase commitments for minority interests' shares |  |  |  |  |  |  |  |  |  | (129) | (129) | (291) | (420) |
| As of December 31, 2017 | 507,042,596 | 152 | 2,614 | (530) | 354 | - | 130 | 1,114 | (133) | 25,268 | 28,969 | 1,408 | 30,377 |
| Gains and losses recognized in equity |  |  |  |  | 219 |  | (259) | 3 | 20 | - | (17) | 45 | 28 |
| Net profit |  |  |  |  |  |  |  |  |  | 6,354 | 6,354 | 636 | 6,990 |
| Comprehensive income |  | - | - | - | 219 |  | (259) | 3 | 20 | 6,354 | 6,337 | 681 | 7,018 |
| Stock option plan-related expenses |  |  |  |  |  |  |  |  |  | 78 | 78 | 4 | 82 |
| (Acquisition)/disposal of treasury shares |  |  |  | (256) |  |  |  |  |  | (26) | (282) |  | (282) |
| Exercise of LVMH share subscription options | 762,851 |  | 49 |  |  |  |  |  |  |  | 49 |  | 49 |
| Retirement of LVMH shares | $(2,775,952)$ |  | (365) | 365 |  |  |  |  |  |  |  |  |  |
| Capital increase in subsidiaries |  |  |  |  |  |  |  |  |  |  |  | 50 | 50 |
| Interim and final dividends paid |  |  |  |  |  |  |  |  |  | $(2,715)$ | $(2,715)$ | (345) | $(3,060)$ |
| Changes in control of consolidated entities |  |  |  |  |  |  |  |  |  | (9) | (9) | 41 | 32 |
| Acquisition and disposal of minority interests' shares |  |  |  |  |  |  |  |  |  | (22) | (22) | (19) | (41) |
| Purchase commitments for minority interests' shares |  |  |  |  |  |  |  |  |  | (112) | (112) | (156) | (268) |
| As of December 31, 2018 | 505,029,495 | 152 | 2,298 | (421) | 573 | - | (129) | 1,117 | (113) | 28,816 | 32,293 | 1,664 | 33,957 |
| Impact of changes in accounting standards ${ }^{(a)}$ |  |  |  |  |  |  |  |  |  | (29) | (29) | - | (29) |
| As of January 1, 2019 | 505,029,495 | 152 | 2,298 | (421) | 573 | - | (129) | 1,117 | (113) | 28,787 | 32,264 | 1,664 | 33,928 |
| Gains and losses recognized in equity |  |  |  |  | 289 |  | 22 | 22 | (107) |  | 226 | 17 | 242 |
| Net profit |  |  |  |  |  |  |  |  |  | 7,171 | 7,171 | 611 | 7,783 |
| Comprehensive income |  | - | - | - | 289 | - | 22 | 22 | (107) | 7,171 | 7,397 | 628 | 8,025 |
| Stock option plan-related expenses |  |  |  |  |  |  |  |  |  | 69 | 69 | 3 | 72 |
| (Acquisition)/disposal of treasury shares |  |  |  | 18 |  |  |  |  |  | (44) | (26) | - | (26) |
| Exercise of LVMH share subscription options | 403,946 | - | 21 | - |  |  |  |  |  |  | 21 | - | 21 |
| Retirement of LVMH shares | $(2,156)$ |  |  |  |  |  |  |  |  |  | - | - |  |
| Capital increase in subsidiaries |  |  |  |  |  |  |  |  |  |  | - | 95 | 95 |
| Interim and final dividends paid |  |  |  |  |  |  |  |  |  | $(3,119)$ | $(3,119)$ | (433) | $(3,552)$ |
| Changes in control of consolidated entities |  |  |  |  |  |  |  |  |  | 2 | 2 | 25 | 27 |
| Acquisition and disposal of minority interests' shares |  |  |  |  |  |  |  |  |  | (17) | (17) | - | (17) |
| Purchase commitments for minority interests' shares |  |  |  |  |  |  |  |  |  | (5) | (5) | (203) | (208) |
| As of December 31, 2019 | 505,431,285 | 152 | 2,319 | (403) | 862 | - | (107) | 1,139 | (220) | 32,844 | 36,586 | 1,779 | 38,365 |

[^1]
## CONSOLIDATED CASH FLOW STATEMENT

| (EUR millions) | Notes | 2019 | $2018{ }^{(a)}$ | $2017{ }^{\text {(a) }}$ |
| :---: | :---: | :---: | :---: | :---: |
| I. OPERATING ACTIVITIES |  |  |  |  |
| Operating profit |  | 11,273 | 9,877 | 8,113 |
| (Income)/loss and dividends received from joint ventures and associates | 8 | (10) | 5 | 25 |
| Net increase in depreciation, amortization and provisions |  | 2,700 | 2,302 | 2,376 |
| Depreciation of right-of-use assets | 7.1 | 2,408 |  |  |
| Other adjustments and computed expenses |  | (266) | (219) | (109) |
| Cash from operations before changes in working capital |  | 16,105 | 11,965 | 10,405 |
| Cost of net financial debt: interest paid |  | (124) | (113) | (129) |
| Lease liabilities: interest paid |  | (239) | - |  |
| Tax paid |  | $(2,940)$ | $(2,275)$ | $(2,790)$ |
| Change in working capital | 15.2 | $(1,154)$ | $(1,087)$ | (514) |
| Net cash from operating activities |  | 11,648 | 8,490 | 6,972 |
| II. INVESTING ACTIVITIES |  |  |  |  |
| Operating investments | 15.3 | $(3,294)$ | $(3,038)$ | $(2,276)$ |
| Purchase and proceeds from sale of consolidated investments | 2.4 | $(2,478)$ | (17) | $(6,306)$ |
| Dividends received |  | 8 | 18 | 13 |
| Tax paid related to non-current available for sale financial assets and consolidated investments |  | (1) | (2) |  |
| Purchase and proceeds from sale of non-current available for sale financial assets | 9 | (104) | (400) | (38) |
| Net cash from/(used in) investing activities |  | $(5,869)$ | $(3,439)$ | $(8,607)$ |
| III. FINANCING ACTIVITIES |  |  |  |  |
| Interim and final dividends paid | 15.4 | $(3,678)$ | $(3,090)$ | $(1,982)$ |
| Purchase and proceeds from sale of minority interests | 2.4 | (21) | (236) | (153) |
| Other equity-related transactions | 15.4 | 54 | (205) | 30 |
| Proceeds from borrowings | 19 | 2,837 | 1,529 | 5,931 |
| Repayment of borrowings | 19 | $(1,810)$ | $(2,174)$ | $(1,760)$ |
| Repayment of lease liabilities | 7.2 | $(2,187)$ | - |  |
| Purchase and proceeds from sale of current available for sale financial assets | 14 | 71 | (147) | 92 |
| Net cash from/(used in) financing activities |  | $(4,734)$ | $(4,323)$ | 2,158 |
| IV. EFFECT OF EXCHANGE RATE CHANGES |  | 39 | 67 | (242) |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS (I+II+III+IV) |  | 1,084 | 795 | 281 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | 15.1 | 4,413 | 3,618 | 3,337 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | 15.1 | 5,497 | 4,413 | 3,618 |
| TOTAL TAX PAID |  | $(3,070)$ | $(2,314)$ | $(2,402)$ |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

## Alternative performance measure

The following table presents the reconciliation between "Net cash from operating activities" and "Operating free cash flow" for the fiscal years presented:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: |
| Net cash from operating activities | 11,648 | 8,490 | 6,972 |
| Operating investments | $(3,294)$ | $(3,038)$ | $(2,276)$ |
| Repayment of lease liabilities | $(2,187)$ | - |  |
| Operating free cash flow ${ }^{(\mathrm{a})}$ | $\mathbf{6 , 1 6 7}$ | $\mathbf{5 , 4 5 2}$ | $\mathbf{4 , 6 9 6}$ |

[^2]
## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 1. ACCOUNTING POLICIES

### 1.1 General framework and environment

The consolidated financial statements for the fiscal year ended December 31, 2019 were established in accordance with the international accounting standards and interpretations (IAS/IFRS) adopted by the European Union and applicable on December 31, 2019. These standards and interpretations have been applied consistently to the fiscal years presented. The consolidated financial statements for fiscal year 2019 were approved by the Board of Directors on January 28, 2020.

### 1.2 Changes in the accounting framework applicable to LVMH

## Standards, amendments and interpretations applied as of January 1, 2019

The Group applies IFRS 16 Leases as of January 1, 2019.
When entering into a lease, this standard requires that a liability be recognized in the balance sheet, measured at the discounted present value of future payments of the fixed portion of lease payments and offset against a right-of-use asset depreciated over the lease term.

The Group applied what is known as the "modified retrospective" transition method, under which a liability is recognized at the transition date for an amount equal to the present value of the residual lease payments alone, offset against a right-of-use asset adjusted for the amount of prepaid lease payments or amounts recognized within accrued expenses; all the impacts of the transition were deducted from equity. The standard provided for various simplification measures during the transition phase: in particular, the Group opted to apply the measures allowing it to exclude leases with a residual term of less than twelve months and leases of low-value assets, to continue applying the same treatment to leases that qualified as finance leases under IAS 17, and not to capitalize costs directly related to signing leases.

The amount of the liability depends to a large degree on the assumptions used for the lease term and, to a lesser extent, the discount rate. The Group's extensive geographic coverage means it encounters a wide range of different legal conditions when entering into contracts. The lease term generally used to calculate the liability is the term of the initially negotiated lease, not taking into account any early termination or extension options, except in special circumstances.

The IFRS Interpretations Committee (IFRS IC) has issued an opinion on the procedure for determining the lease term to be used in accounting for lease liabilities when the underlying assets are capitalized when the obligation to make lease payments covers a period of less than 12 months; most often, this involves leases for retail locations that are automatically renewable on an annual basis. In these circumstances, LVMH recognizes a lease liability over a term consistent with the anticipated period of use of the invested assets.

The standard requires that the discount rate be determined for each lease using the incremental borrowing rate of the subsidiary entering into the lease. In practice, given the structure of the Group's financing - virtually all of which is held or guaranteed by LVMH SE - this incremental borrowing rate is generally the total of the risk-free rate for the lease currency, with respect to the duration, and the Group's credit risk for this same reference currency and term.

Leasehold rights, previously recognized within "Intangible assets", as well as "Property, plant and equipment" related to restoration obligations for leased facilities, are now presented within "Right-of-use assets" and subject to depreciation according to consistent principles.

The Group has implemented a dedicated IT solution to gather lease data and run the calculations required by the standard.

Most leases are related to the Group's retail premises (see Note 7 for details). Such leases are actively managed and directly linked to the conduct of Maisons' business and their distribution strategy.

The following table presents the impact of the application of IFRS 16 on the opening balance sheet:

| (EUR millions) | $\begin{array}{r} \text { As of Dec. 31, } \\ 2018 \end{array}$ | Impact of the transition to IFRS 16 | $\begin{array}{r} \text { As of Jan. 1, } \\ 2019 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Brands, goodwill and intangible assets | 30,981 | (379) | 30,602 |
| Property, plant and equipment | 15,112 | (355) | 14,757 |
| Right-of-use assets | - | 11,867 | 11,867 |
| Other non-current assets | 4,656 | (13) | 4,643 |
| Current assets | 23,551 | (53) | 23,498 |
| Total assets | 74,300 | 11,067 | 85,367 |
| Equity, Group share | 32,293 | (29) | 32,264 |
| Minority interests | 1,664 | - | 1,664 |
| Non-current lease liabilities | - | 9,679 | 9,679 |
| Provisions and other non-current liabilities | 23,510 | (343) | 23,167 |
| Current lease liabilities | - | 2,149 | 2,149 |
| Other current liabilities | 16,833 | (389) | 16,444 |
| Total liabilities and equity | 74,300 | 11,067 | 85,367 |

"Lease liabilities" totaled 11.8 billion euros as of January 1, 2019 and comprised:

- lease liabilities newly recognized in respect of operating leases in effect as of January 1, 2019 for 11.5 billion euros, including 9.4 billion euros for long-term leases;
- finance lease liabilities for 0.3 billion euros, recognized under "Borrowings" as of December 31, 2018

The average discount rate for lease liabilities at the transition date was $2.2 \%$.
"Right-of-use assets" totaled 11.9 billion euros as of January 1, 2019 and comprised:

- assets corresponding to newly recognized lease liabilities for 11.5 billion euros;
- the carrying amount of property, plant and equipment covered by finance leases for 0.3 billion euros, recognized within "Property, plant and equipment" as of December 31, 2018;
- the carrying amount of leasehold rights for 0.4 billion euros, recognized within "Intangible assets" as of December 31, 2018;
- various lease-related assets and liabilities recognized as of December 31, 2018 and reclassified within "Right-of-use assets" representing a net liability of -0.3 billion euros, in particular liabilities related to the recognition of leases on a straight-line basis.

The following table provides details on the difference between lease commitments presented in accordance with IAS 17 as of December 31, 2018, and lease liabilities measured according to IFRS 16 as of January 1, 2019:

|  | (EUR millions) |
| :--- | ---: |
| Commitments given for operating leases and concessions as of December 31, 2018 | 12,573 |
| Minimum payments on finance leases as of December 31,2018 | 830 |
| Impact of discounting | $(1,953)$ |
| Other | 378 |

$\begin{array}{lr}\text { Lease liabilities as of January 1, } 2019 \text { under IFRS } 16 & \text { 11,828 }\end{array}$
"Other" mainly comprises the recognition of optional periods that were not covered by the definition of off-balance sheet commitments presented in accordance with IAS 17.

Under the modified retrospective transition method, the standard prohibits the restatement of comparative fiscal years, which affects the comparability of fiscal year 2019 with fiscal years 2018 and 2017.

The application of IFRS 16 had the following impact on the Group's financial statements as of December 31, 2019:

## Income statement

- profit from recurring operations was boosted by the positive 155 million euro impact of the difference between the lease expense that would have been recognized under IAS 17 and the depreciation of right-of-use assets under IFRS 16. Depreciation of right-of-use assets is lower than lease expenses due to the discounting effect included in the valuation of right-of-use assets;
- net financial income/(expense) recorded a negative 290 million euro impact of interest on lease liabilities (including interests on finance leases, previously included in borrowing costs). This was higher than the favorable impact on profit from recurring operations as a result of its reducing balance over the lease term, comparable to the interest on a loan with fixed annuities;
- there was a positive 40 million euro tax impact on profit and on minority interests, yielding a negative 95 million euro impact on the Group share of net profit.


## Balance sheet

- the recognition of right-of-use assets increased non-current assets by 12.0 billion euros;
- the recognition of lease liabilities increased total liabilities by 12.0 billion euros, including 10.0 billion euros in non-current lease liabilities and 2.0 billion euros in current lease liabilities.

The liability for capitalized leases is excluded from the definition of net financial debt.

## Cash flow statement

- there was a favorable 2,169 million euro impact on net cash from operating activities, including the positive 2,408 million euro impact of the depreciation of right-of-use assets (with no impact on cash) and the negative 239 million euro impact of interest on lease liabilities;
- net cash from/(used in) financing activities was negatively affected by the repayment of lease liabilities for 2,187 million euros.

Since the application of IFRS 16 had a significant impact on the cash flow statement given the importance of fixed lease payments to the Group's activities, specific indicators are used for internal performance monitoring requirements and financial communication purposes in order to present consistent performance indicators, independently of the fixed or variable nature of lease payments. One such alternative performance measure is "Operating free cash flow", which is calculated by deducting capitalized fixed lease payments in their entirety from cash flow. The reconciliation between "Net cash from operating activities" and "Operating free cash flow" as of the 2019, 2018 and 2017 fiscal year-ends is presented in the cash flow statement.

The Group applies IFRIC 23 Uncertainty over Income Tax Treatments as of January 1, 2019. It did not have any significant impact on the Group's financial statements.
The Group has opted for early application of the amendment to IFRS 9, IAS 39 and IFRS 7 on financial instruments published by the IASB in September 2019 as part of the reform of benchmark interest rates. This amendment provides relief from the uncertainty surrounding future benchmark rates, and allows companies to maintain interest rate risk hedging relationships until this uncertainty is removed. Interest rate risk hedging derivatives are presented in Note 23. An analysis of the impact of the upcoming change to benchmark indices is underway.

As a result of the application of new standards that took effect on January 1, 2019 - IFRS 16 in particular - the presentation of the balance sheet and cash flow statement was modified and simplified in order to make these statements easier to understand. This included separating "Purchase commitments for minority interests' shares" from other balance sheet liabilities, while other items were grouped together, with detailed breakdowns inserted in additional notes.

### 1.3 First- time adoption of IFRS

The first accounts prepared by the Group in accordance with IFRS were the financial statements for the year ended December 31, 2005, with a transition date of January 1, 2004. IFRS 1 allowed for exceptions to the retrospective application of IFRS at the transition date. The procedures implemented by the Group with respect to these exceptions include the following:

- business combinations: the exemption from retrospective application was not applied. The recognition of the merger of Moët Hennessy and Louis Vuitton in 1987 and all subsequent acquisitions were restated in accordance with IFRS 3; IAS 36 Impairment of Assets and IAS 38 Intangible Assets were applied retrospectively as of that date;
- foreign currency translation of the financial statements of subsidiaries outside the eurozone: translation reserves relating to the consolidation of subsidiaries that prepare their accounts in foreign currency were reset to zero as of January 1, 2004 and offset against "Other reserves".


### 1.4 Presentation of the financial statements

## Definitions of "Profit from recurring operations" and "Other operating income and expenses"

The Group's main business is the management and development of its brands and trade names. "Profit from recurring operations" is derived from these activities, whether they are recurring or non-recurring, core or incidental transactions.
"Other operating income and expenses" comprises income statement items, which - due to their nature, amount or frequency may not be considered inherent to the Group's recurring operations or its profit from recurring operations. This caption reflects in particular the impact of changes in the scope of consolidation, the impairment of goodwill and the impairment and amortization of brands and trade names, as well as any significant amount relating to the impact of certain unusual transactions, such as gains or losses arising on the disposal of fixed assets, restructuring costs, costs in respect of disputes, or any other non-recurring income or expense which may otherwise distort the comparability of profit from recurring operations from one period to the next.

## Cash flow statement

Net cash from operating activities is determined on the basis of operating profit, adjusted for non- cash transactions. In addition:

- dividends received are presented according to the nature of the underlying investments; thus, dividends from joint ventures and associates are presented in "Net cash from operating activities", while dividends from other unconsolidated entities are presented in "Net cash from financial investments";
- tax paid is presented according to the nature of the transaction from which it arises: in "Net cash from operating activities" for the portion attributable to operating transactions; in "Net cash from financial investments" for the portion attributable to transactions in available for sale financial assets, notably tax paid on gains from their sale; in "Net cash from transactions relating to equity" for the portion attributable to transactions in equity, notably distribution taxes arising on the payment of dividends.


### 1.5 Use of estimates

For the purpose of preparing the consolidated financial statements, the measurement of certain balance sheet and income statement items requires the use of hypotheses, estimates or other forms of judgment. This is particularly true of the valuation of intangible assets (see Note 5), the measurement of leases (see Note 7) and purchase commitments for minority interests' shares (see Notes 1.12 and 21), and the determination of the amount of provisions for contingencies and losses, and uncertain tax positions (see Note 20) or for impairment of inventories (see Notes 1.17 and 11) and, if applicable, deferred tax assets (see Note 28). Such hypotheses, estimates or other forms of judgment made on the basis of the information available or the situation prevailing at the date at which the financial statements are prepared may subsequently prove different from actual events.

### 1.6 Methods of consolidation

The subsidiaries in which the Group holds a direct or indirect de facto or de jure controlling interest are fully consolidated.

Jointly controlled companies and companies where the Group has significant influence but no controlling interest are accounted for using the equity method. Although jointly controlled, those entities are fully integrated within the Group's operating activities. LVMH discloses their net profit, as well as that of entities using the equity method (see Note 8), on a separate line, which forms part of profit from recurring operations.

When an investment in a joint venture or associate accounted for using the equity method involves a payment tied to meeting specific performance targets, known as an earn-out payment, the estimated amount of this payment is included in the initial
purchase price recorded in the balance sheet, with an offsetting entry under financial liabilities. Any difference between the initial estimate and the actual payment made is recorded as part of the value of investments in joint ventures and associates, without any impact on the income statement.

The assets, liabilities, income and expenses of the Wines and Spirits distribution subsidiaries held jointly with the Diageo group are consolidated only in proportion to the LVMH group's share of operations (see Note 1.26).

The consolidation on an individual or collective basis of companies that are not consolidated (see "Companies not included in the scope of consolidation") would not have a significant impact on the Group's main aggregates.

### 1.7 Foreign currency translation of the financial statements of entities outside the eurozone

The consolidated financial statements are presented in euros; the financial statements of entities presented in a different functional currency are translated into euros:

- at the period-end exchange rates for balance sheet items;
- at the average rates for the period for income statement items.

Translation adjustments arising from the application of these rates are recorded in equity under "Cumulative translation adjustment".

### 1.8 Foreign currency transactions and hedging of exchange rate risks

Transactions of consolidated companies denominated in a currency other than their functional currencies are translated to their functional currencies at the exchange rates prevailing at the transaction dates.

Accounts receivable, accounts payable and debts denominated in currencies other than the entities' functional currencies are translated at the applicable exchange rates at the fiscal year-end. Gains and losses resulting from this translation are recognized:

- within cost of sales in the case of commercial transactions;
- within net financial income/expense in the case of financial transactions.

Foreign exchange gains and losses arising from the translation or elimination of intra-Group transactions or receivables and payables denominated in currencies other than the entity's functional currency are recorded in the income statement unless they relate to long-term intra-Group financing transactions, which can be considered as transactions relating to equity. In the latter case, translation adjustments are recorded in equity under "Cumulative translation adjustment".

Derivatives used to hedge commercial, financial or investment transactions are recognized in the balance sheet at their market value (see Note 1.9) at the balance sheet date. Changes in the value of the effective portions of these derivatives are recognized as follows:

- for hedges that are commercial in nature:
- within cost of sales for hedges of receivables and payables recognized in the balance sheet at the end of the period,
- within equity under "Revaluation reserves" for hedges of future cash flows; this amount is transferred to cost of sales upon recognition of the hedged assets and liabilities;
- for hedges that are tied to the Group's investment portfolio (hedging the net worth of subsidiaries whose functional currency is not the euro), within equity under "Cumulative translation adjustment"; this amount is transferred to the income statement upon the sale or liquidation (whether partial or total) of the subsidiary whose net worth is hedged;
- for hedges that are financial in nature, within "Net financial income/(expense)", under "Other financial income and expenses".

Changes in the value of these derivatives related to forward points associated with forward contracts, as well as in the time value component of options, are recognized as follows:

- for hedges that are commercial in nature, within equity under "Revaluation reserves". The cost of the forward contracts (forward points) and of the options (premiums) is transferred to "Other financial income and expenses" upon realization of the hedged transaction;
- for hedges that are tied to the Group's investment portfolio or financial in nature, expenses and income arising from discounts or premiums are recognized in "Borrowing costs" on a pro rata basis over the term of the hedging instruments. The difference between the amounts recognized in "Net financial income/(expense)" and the change in the value of forward points is recognized in equity under "Revaluation reserves".

Market value changes of derivatives not designated as hedges are recorded within "Net financial income/(expense)".
See also Note 1.21 for the definition of the concepts of effective and ineffective portions.

### 1.9 Fair value measurement

Fair value (or market value) is the price that would be obtained from the sale of an asset or paid to transfer a liability in an orderly transaction between market participants.

The assets and liabilities measured at fair value in the balance sheet are as follows:

|  | Approaches to determining fair value | Amounts recorded at balance sheet date |
| :---: | :---: | :---: |
| Vineyard land | Based on recent transactions in similar assets. See Note 1.13. | Note 6 |
| Grape harvests | Based on purchase prices for equivalent grapes. See Note 1.17. | Note 11 |
| Derivatives | Based on market data and according to commonly used valuation models. See Note 1.22. | Note 23 |
| Borrowings hedged against changes in value due to interest rate fluctuations | Based on market data and according to commonly used valuation models. See Note 1.21. | Note 19 |
| Liabilities in respect of purchase commitments for minority interests' shares priced according to fair value | Generally based on the market multiples of comparable companies. See Note 1.12. | Note 21 |
| Available for sale financial assets | Quoted investments: price quotations at the close of trading on the balance sheet date. <br> Unquoted investments: estimated net realizable value, either according to formulas based on market data or based on private quotations. <br> See Note 1.16. | Note 9, Note 14 |
| Cash and cash equivalents (SICAV and FCP funds) | Based on the liquidation value at the balance sheet date. See Note 1.19. | Note 15 |

No other assets or liabilities have been remeasured at market value at the balance sheet date.

### 1.10 Brands and other intangible assets

Only acquired brands and trade names that are well known and individually identifiable are recorded as assets based on their market values at their dates of acquisition.

Brands and trade names are chiefly valued using the forecast discounted cash flow method, or based on comparable transactions (i.e. using the revenue and net profit coefficients employed for recent transactions involving similar brands) or stock market multiples observed for related businesses. Other complementary methods may also be employed: the relief from royalty method, involving equating a brand's value with the present value of the royalties required to be paid for its use; the margin differential method, applicable when a measurable difference can be identified in the amount of revenue generated by a branded product in comparison with a similar unbranded product; and finally the equivalent brand reconstitution method involving, in particular, estimation of the amount of advertising and promotion expenses required to generate a similar brand.
Costs incurred in creating a new brand or developing an existing brand are expensed.

Brands, trade names and other intangible assets with finite useful lives are amortized over their estimated useful lives. The classification of a brand or trade name as an asset of definite or indefinite useful life is generally based on the following criteria:

- the brand or trade name's overall positioning in its market expressed in terms of volume of activity, international presence and reputation;
- its expected long-term profitability;
- its degree of exposure to changes in the economic environment;
- any major event within its business segment liable to compromise its future development;
- its age.

Amortizable lives of brands and trade names with definite useful lives range from 5 to 20 years, depending on their estimated period of use.
Impairment tests are carried out for brands, trade names and other intangible assets using the methodology described in Note 1.15.

Research expenditure is not capitalized. New product development expenditure is not capitalized unless the final decision has been made to launch the product.

Intangible assets other than brands and trade names are amortized over the following periods:

- rights attached to sponsorship agreements and media partnerships: over the life of the agreements, depending on how the rights are used;
- development expenditure: three years at most;
- software, websites: one to five years.


### 1.11 Changes in ownership interests in consolidated entities

When the Group takes de jure or de facto control of a business, its assets, liabilities and contingent liabilities are estimated at their market value as of the date when control is obtained; the difference between the cost of taking control and the Group's share of the market value of those assets, liabilities and contingent liabilities is recognized as goodwill.

The cost of taking control is the price paid by the Group in the context of an acquisition, or an estimate of this price if the transaction is carried out without any payment of cash, excluding acquisition costs, which are disclosed under "Other operating income and expenses".
The difference between the carrying amount of minority interests purchased after control is obtained and the price paid for their acquisition is deducted from equity.

Goodwill is accounted for in the functional currency of the acquired entity.
Goodwill is not amortized but is subject to annual impairment testing using the methodology described in Note 1.15. Any impairment expense recognized is included within "Other operating income and expenses".

### 1.12 Purchase commitments for minority interests' shares

The Group has granted put options to minority shareholders of certain fully consolidated subsidiaries.
Pending specific guidance from IFRSs regarding this issue, the Group recognizes these commitments as follows:

- the value of the commitment at the balance sheet date appears in "Purchase commitments for minority interests' shares", as a liability on its balance sheet;
- the corresponding minority interests are cancelled;
- for commitments granted prior to January 1, 2010, the difference between the amount of the commitments and cancelled minority interests is maintained as an asset on the balance sheet under goodwill, as are subsequent changes in this difference. For commitments granted as from January 1, 2010, the difference between the amount of the commitments and minority interests is recorded in equity, under "Other reserves".
This recognition method has no effect on the presentation of minority interests within the income statement.


### 1.13 Property, plant and equipment

With the exception of vineyard land, the gross value of property, plant and equipment is stated at acquisition cost. Any borrowing costs incurred prior to the placed-in-service date or during the construction period of assets are capitalized.
Vineyard land is recognized at the market value at the balance sheet date. This valuation is based on official published data for recent transactions in the same region. Any difference compared to historical cost is recognized within equity in "Revaluation reserves". If the market value falls below the acquisition cost, the resulting impairment is charged to the income statement.

Buildings mostly occupied by third parties are reported as investment property, at acquisition cost. Investment property is thus not remeasured at market value.

The depreciable amount of property, plant and equipment comprises the acquisition cost of their components less residual value, which corresponds to the estimated disposal price of the asset at the end of its useful life.

Property, plant and equipment are depreciated on a straight-line basis over their estimated useful lives; the following useful lives are applied:

- buildings including investment property 20 to 100 years;
- machinery and equipment
- leasehold improvements 3 to 25 years;
- producing vineyards

3 to 10 years;
18 to 25 years.
Expenses for maintenance and repairs are charged to the income statement as incurred.

### 1.14 Leases

See Note 1.2 relating to the terms of the initial application, since January 1, 2019, of IFRS 16 Leases.

### 1.15 Impairment testing of fixed assets

Intangible and tangible fixed assets are subject to impairment testing whenever there is any indication that an asset may be impaired (particularly following major changes in the asset's operating conditions), and in any event at least annually in the case of intangible assets with indefinite useful lives (mainly brands, trade names and goodwill). When the carrying amount of assets with indefinite useful lives is greater than the higher of their value in use or market value, the resulting impairment loss is recognized within "Other operating income and expenses", allocated on a priority basis to any existing goodwill.

Value in use is based on the present value of the cash flows expected to be generated by these assets. Market value is estimated by comparison with recent similar transactions or on the basis of valuations performed by independent experts for the purposes of a disposal transaction.

Cash flows are forecast for each business segment, defined as one or several brands or trade names under the responsibility of a dedicated management team. Smaller-scale cash-generating units, such as a group of stores, may be distinguished within a particular business segment.
The forecast data required for the cash flow method is based on annual budgets and multi-year business plans prepared by the management of the business segments concerned. Detailed forecasts cover a five-year period, which may be extended for brands undergoing strategic repositioning or whose production cycle exceeds five years. An estimated terminal value is added to the value resulting from discounted forecast cash flows, which corresponds to the capitalization in perpetuity of cash flows most often arising from the last year of the plan. Discount rates are set for each business group with reference to companies engaged in comparable businesses. Forecast cash flows are discounted on the basis of the rate of return to be expected by an investor in the applicable business and an assessment of the risk premium associated with that business. When several forecast scenarios are developed, the probability of occurrence of each scenario is assessed.

### 1.16 Available for sale financial assets

Available for sale financial assets are classified as current or non-current based on their type.

Non-current available for sale financial assets comprise strategic and non-strategic investments whose estimated period and form of ownership justify such classification.

Current available for sale financial assets (presented in "Other current assets"; see Note 13) include temporary investments in shares, shares of SICAVs, FCPs and other mutual funds, excluding investments made as part of the daily cash management, which are accounted for as "Cash and cash equivalents" (see Note 1.19).

Available for sale financial assets are measured at their listed value at the fiscal year-end date in the case of quoted investments, and in the case of unquoted investments at their estimated net realizable value, assessed either according to formulas based on market data or based on private quotations at the fiscal year-end date.

Positive or negative changes in value are recognized under "Net financial income/(expense)" (within "Other financial income and expenses") for all shares held in the portfolio during the reported periods.

### 1.17 Inventories and work in progress

Inventories other than wine produced by the Group are recorded at the lower of cost (excluding interest expense) and net realizable value; cost comprises manufacturing cost (finished goods) or purchase price, plus incidental costs (raw materials, merchandise).
Wine produced by the Group, including champagne, is measured on the basis of the applicable harvest market value, which is determined by reference to the average purchase price of equivalent grapes, as if the grapes harvested had been purchased from third parties. Until the date of the harvest, the value of grapes is calculated on a pro rata basis, in line with the estimated yield and market value.

Inventories are valued using either the weighted average cost or the FIFO method, depending on the type of business.

Due to the length of the aging process required for champagne and spirits (cognac, whisky), the holding period for these inventories generally exceeds one year. However, in accordance with industry practices, these inventories are classified as current assets.

Provisions for impairment of inventories are chiefly recognized for businesses other than Wines and Spirits. They are generally required because of product obsolescence (end of season or collection, expiration date approaching, etc.) or lack of sales prospects.

### 1.18 Trade accounts receivable, loans and other receivables

Trade accounts receivable, loans and other receivables are recorded at amortized cost, which corresponds to their face value. Impairment is recognized for the portion of loans and receivables not covered by credit insurance when such receivables are recorded, in the amount of the losses expected upon maturity. This reflects the probability of counterparty default and the expected loss rate, measured using historical statistical data, information provided by credit bureaus, or ratings by credit rating agencies, depending on the specific case.
The amount of long-term loans and receivables (i.e. those falling due in more than one year) is subject to discounting, the effects of which are recognized under net financial income/(expense), using the effective interest rate method.

### 1.19 Cash and cash equivalents

Cash and cash equivalents comprise cash and highly liquid money-market investments subject to an insignificant risk of changes in value over time.

Money-market investments are measured at their market value, based on price quotations at the close of trading and on the exchange rate prevailing at the fiscal year-end date, with any changes in value recognized as part of "Net financial income/ (expense)".

### 1.20 Provisions

A provision is recognized whenever an obligation exists towards a third party resulting in a probable disbursement for the Group, the amount of which may be reliably estimated. See also Notes 1.24 and 20.

When execution of its obligation is expected to occur in more than one year, the provision amount is discounted, the effects of which are recognized in "Net financial income/(expense)" using the effective interest rate method.

### 1.21 Borrowings

Borrowings are measured at amortized cost, i.e. nominal value net of premium and issue expenses, which are charged progressively to net financial income/(expense) using the effective interest method.

In the case of hedging against fluctuations in the value of borrowings resulting from changes in interest rates, both the hedged amount of borrowings and the related hedging instruments are measured at their market value at the balance sheet date, with any changes in those values recognized within net financial income/(expense), under "Fair value adjustment of borrowings and interest rate hedges". See Note 1.9 regarding the measurement of hedged borrowings at market value. Interest income and expenses related to hedging instruments are recognized within net financial income/(expense), under "Borrowing costs".
In the case of hedging against fluctuations in future interest payments, the related borrowings remain measured at their amortized cost while any changes in value of the effective hedge portions are taken to equity as part of "Revaluation reserves".

Changes in value of non-hedging derivatives, and of the ineffective portions of hedges, are recognized within net financial income/(expense).

Net financial debt comprises short- and long-term borrowings, the market value at the balance sheet date of interest rate derivatives, less the amount at the balance sheet date of noncurrent available for sale financial assets used to hedge financial debt, current available for sale financial assets, cash and cash equivalents, in addition to the market value at that date of foreign exchange derivatives related to any of the aforementioned items.

### 1.22 Derivatives

The Group enters into derivative transactions as part of its strategy for hedging foreign exchange, interest rate and gold price risks.

To hedge against commercial, financial and investment foreign exchange risk, the Group uses options, forward contracts, foreign exchange swaps and cross-currency swaps. The time value of options, the forward point component of forward contracts and foreign exchange swaps, as well as the foreign currency basis spread component of cross-currency swaps are systematically excluded from the hedge relation. Consequently, only the intrinsic value of the instruments is considered a hedging instrument. Regarding hedged items (future foreign currency cash flows, commercial or financial liabilities and accounts receivable in foreign currencies, subsidiaries' equity denominated in a functional currency other than the euro), only their change in value in respect of foreign exchange risk is considered a hedged item. As such, aligning the hedging instruments' main features (nominal values, currencies, maturities) with those of the hedged items makes it possible to perfectly offset changes in value.

Derivatives are recognized in the balance sheet at their market value at the balance sheet date. Changes in their value are accounted for as described in Note 1.8 in the case of foreign exchange hedges, and as described in Note 1.21 in the case of interest rate hedges.

Market value is based on market data and commonly used valuation models.

Derivatives with maturities in excess of twelve months are disclosed as non-current assets and liabilities.

### 1.23 Treasury shares

LVMH shares held by the Group are measured at their acquisition cost and recognized as a deduction from consolidated equity, irrespective of the purpose for which they are held.

In the event of disposal, the cost of the shares disposed of is determined by allocation category (see Note 16.3) using the FIFO method, with the exception of shares held under stock option plans, for which the calculation is performed for each plan using the weighted average cost method. Gains and losses on disposal, net of income taxes, are taken directly to equity.

### 1.24 Pensions, contribution to medical costs and other employee benefit commitments

When plans related to retirement bonuses, pensions, contribution to medical costs and other commitments entail the payment by the Group of contributions to third-party organizations
that assume sole responsibility for subsequently paying such retirement benefits, pensions or contributions to medical costs, these contributions are expensed in the fiscal year in which they fall due, with no liability recorded on the balance sheet.

When the payment of retirement bonuses, pensions, contributions to medical costs and other commitments is to be borne by the Group, a provision is recorded in the balance sheet in the amount of the corresponding actuarial commitment. Changes in this provision are recognized as follows:

- the portion related to the cost of services rendered by employees and net interest for the fiscal year is recognized in profit from recurring operations for the fiscal year;
- the portion related to changes in actuarial assumptions and to differences between projected and actual data (experience adjustments) is recognized in gains and losses taken to equity.
If this commitment is partially or fully funded by payments made by the Group to external financial organizations, these dedicated funds are deducted from the actuarial commitment recorded in the balance sheet.

The actuarial commitment is calculated based on assessments that are specifically designed for the country and the Group company concerned. In particular, these assessments include assumptions regarding discount rates, salary increases, inflation, life expectancy and staff turnover.

### 1.25 Current and deferred tax

The tax expense comprises current tax payable by consolidated companies and deferred tax resulting from temporary differences as well as the change in uncertain tax positions.

Deferred tax is recognized in respect of temporary differences arising between the value of assets and liabilities for purposes of consolidation and the value resulting from the application of tax regulations.

Deferred tax is measured on the basis of the income tax rates enacted at the balance sheet date; the effect of changes in rates is recognized during the periods in which changes are enacted.
Future tax savings from tax losses carried forward are recorded as deferred tax assets on the balance sheet, which are impaired if they are deemed not recoverable; only amounts for which future use is deemed probable are recognized.
Deferred tax assets and liabilities are not discounted.
Taxes payable in respect of the distribution of retained earnings of subsidiaries give rise to provisions if distribution is deemed probable.

### 1.26 Revenue recognition

## Definition of revenue

Revenue mainly comprises retail sale within the Group's store network (including e-commerce websites) and sales through agents and distributors. Sales made in stores owned by third parties are treated as retail transactions if the risks and rewards of ownership of the inventories are retained by the Group.

Direct sales to customers are made through retail stores in Fashion and Leather Goods and Selective Retailing, as well as certain Watches and Jewelry, and Perfumes and Cosmetics brands. These sales are recognized at the time of purchase by retail customers.

Wholesale sales mainly concern the Wines and Spirits businesses, as well as certain Perfumes and Cosmetics and Watches and Jewelry brands. The Group recognizes revenue when title transfers to third-party customers.
Revenue includes shipment and transportation costs re-billed to customers only when these costs are included in products' selling prices as a lump sum.

Sales of services, mainly involved in the Group's Other activities segment, are recognized as the services are provided.
Revenue is presented net of all forms of discount. In particular, payments made in order to have products referenced or, in accordance with agreements, to participate in advertising campaigns with the distributors, are deducted from related revenue.

## Provisions for product returns

Perfumes and Cosmetics and, to a lesser extent, Fashion and Leather Goods and Watches and Jewelry companies may accept the return of unsold or outdated products from their customers and distributors.

Where this practice is applied, revenue is reduced by the estimated amount of such returns, and a provision is recognized within "Other current liabilities" (see Note 22.2), along with a corresponding entry made to inventories. The estimated rate of returns is based on historical statistical data.

## Businesses undertaken in partnership with Diageo

A significant proportion of revenue for the Group's Wines and Spirits businesses is generated within the framework of distribution agreements with Diageo, generally taking the form of shared entities which sell and deliver both groups' products to customers; the income statement and balance sheet of these entities is apportioned between LVMH and Diageo based on distribution agreements. According to those agreements, the assets, liabilities, income, and expenses of such entities are consolidated only in proportion to the Group's share of operations.

### 1.27 Advertising and promotion expenses

Advertising and promotion expenses include the costs of producing advertising media, purchasing media space, manufacturing samples and publishing catalogs, and in general, the cost of all activities designed to promote the Group's brands and products.
Advertising and promotion expenses are recorded within marketing and selling expenses upon receipt or production of goods or upon completion of services rendered.

### 1.28 Bonus shares and similar plans

Share purchase and subscription option plans give rise to the recognition of an expense based on the amortization of the expected gain for the recipients calculated according to the Black \& Scholes method on the basis of the closing share price on the day before the board meeting at which the plan is instituted.

For bonus share plans, the expected gain is calculated on the basis of the closing share price on the day before the board meeting at which the plan is instituted, less the amount of dividends expected to accrue during the vesting period. A discount may be applied to the value of the bonus shares thus calculated to account for a period of non-transferability, where applicable.
For all plans, the amortization expense is apportioned on a straight-line basis in the income statement over the vesting period, with a corresponding impact on reserves in the balance sheet.

For cash-settled compensation plans index-linked to the change in the LVMH share price, the gain over the vesting period is estimated at each balance sheet date based on the LVMH share price at that date, and is charged to the income statement on a pro rata basis over the vesting period, with a corresponding balance sheet impact on provisions. Between that date and the settlement date, the change in the expected gain resulting from the change in the LVMH share price is recorded in the income statement.

### 1.29 Earnings per share

Earnings per share are calculated based on the weighted average number of shares outstanding during the fiscal year, excluding treasury shares.
Diluted earnings per share are calculated based on the weighted average number of shares before dilution and adding the weighted average number of shares that would result from the exercise of existing subscription options during the period or any other diluting instrument. It is assumed for the purposes of this calculation that the funds received from the exercise of options, plus the amount not yet expensed for stock option and similar plans (see Note 1.28), would be employed to repurchase LVMH shares at a price corresponding to their average trading price over the fiscal year.

## 2. CHANGES IN OWNERSHIP INTERESTS IN CONSOLIDATED ENTITIES

### 2.1 Fiscal year 2019

## Belmond

On April 17, 2019, pursuant to the transaction agreement announced on December 14, 2018 and approved by Belmond's shareholders on February 14, 2019, LVMH acquired, for cash, all the Class A shares of Belmond Ltd at a unit price of 25 US dollars, for a total of 2.2 billion US dollars. After taking into account the shares acquired on the market in December 2018, the carrying amount
of Belmond shares held came to 2.3 billion euros. Following this acquisition, Belmond's Class A shares were no longer listed on the New York Stock Exchange.

Belmond, which has locations in 24 countries, owns and operates an exceptional portfolio of very high-end hotels and travel experiences in the world's most desirable, prestigious destinations.

The following table details the provisional allocation of the purchase price paid by LVMH on April 17, 2019, the date of acquisition of the controlling interest:

| (EUR millions) | Provisional allocation as of June 30, 2019 | Change | Provisional allocation as of December 31, 2019 |
| :---: | :---: | :---: | :---: |
| Brand and other intangible assets | 6 | 141 | 147 |
| Property, plant and equipment | 1,119 | 1,193 | 2,312 |
| Other current and non-current assets | 202 | 109 | 311 |
| Net financial debt | (586) | (18) | (604) |
| Deferred tax | (80) | (354) | (434) |
| Current and non-current liabilities | (335) | (31) | (366) |
| Minority interests | (1) | - | (1) |
| Net assets acquired | 325 | 1,040 | 1,365 |
| Provisional goodwill | 1,928 | $(1,040)$ | 888 |
| Carrying amount of shares held as of April 17, 2019 | 2,253 | - | 2,253 |

The amounts presented in the table above are taken from Belmond's unaudited financial statements at the date of acquisition of the controlling interest. A provisional allocation of the purchase price has been made. The main revaluations concern real estate assets, for 1,193 million euros, and the Belmond brand, for 140 million euros.

The carrying amount of shares held as of the date of acquisition of the controlling interest includes shares acquired in 2018 for 274 million euros.

During the fiscal year, the acquisition of Belmond shares and the payment of costs related to the acquisition generated an outflow of 2,006 million euros, net of cash acquired in the amount of 101 million euros. Following the acquisition of the controlling interest, Belmond's long-term bank borrowings were repaid in the amount of 560 million euros.

Belmond's revenue and profit from recurring operations consolidated since the date of acquisition of the controlling interest totaled 466 million euros and 94 million euros, respectively. For 2018 as a whole, Belmond had consolidated revenue of 577 million US dollars, and an operating profit of 12 million US dollars.

## Stella McCartney

Under the agreement announced in July 2019 to speed up the Stella McCartney brand's expansion plans, LVMH acquired a $49 \%$ stake in this fashion house in November 2019, which is accounted for using the equity method (see Note 8).

## Château du Galoupet

In June 2019, the Group acquired the entire share capital of Château du Galoupet, a Côtes de Provence estate awarded Cru Classé status in 1955. This property, located in La Londe-lesMaures (France), extends over 68 contiguous hectares and mainly produces rosé wines.

## Château d'Esclans

In late November 2019, the Group acquired $55 \%$ of the share capital of Château d'Esclans. This property is located in La Motte (France) and mainly produces world-renowned rosé wines, in particular the Garrus and Whispering Angel cuvées.

### 2.2 Fiscal year 2018

In the second half of 2018, LVMH acquired the $20 \%$ stake in the share capital of Fresh that it did not own; the price paid generated the recognition of a final goodwill, previously recorded

### 2.3 Fiscal year 2017

## Christian Dior Couture

On July 3, 2017, as part of the project aimed at simplifying the structures of the Christian Dior - LVMH group and in accordance with the terms of the memorandum of understanding concluded with Christian Dior on April 24, 2017, LVMH acquired $100 \%$ of Christian Dior Couture from Christian Dior for 6.0 billion euros. As of that date, Christian Dior directly and indirectly held 41.0\% of the share capital and $56.8 \%$ of the voting rights of LVMH.

The scope acquired includes Grandville (wholly owned by Christian Dior) and its subsidiary, Christian Dior Couture. The price paid was determined on the basis of an enterprise value of 6.5 billion euros, representing 15.6 times the adjusted EBITDA for the 12-month period ended March 2017.

The acquisition of Christian Dior Couture allowed one of the world's most iconic brands to join LVMH, alongside Parfums Christian Dior, which was already part of the LVMH group. On the strength of its history and its favorable prospects, Christian Dior Couture is a source of growth for LVMH. Christian Dior Couture's expansion in the coming years will be supported in particular by its creative momentum and by the significant investments already made, especially in the Americas, China and Japan.
The following table details the final allocation of the purchase price paid by LVMH on July 3, 2017, the date of acquisition of the controlling interest:

| (EUR millions) | Final purchase <br> price allocation |
| :--- | ---: |
| Brand and other intangible assets | 3,604 |
| Property, plant and equipment | 1,613 |
| Other non-current assets | 59 |
| Non-current provisions | $(42)$ |
| Current assets | 627 |
| Current liabilities | $(519)$ |
| Net financial debt | $(385)$ |
| Deferred tax | $(1,127)$ |
| Net assets acquired | 3,830 |
| Indirect minority interests | 3,821 |
| Net assets, Group share | 2,179 |
| Goodwill | 6,000 |
| Carrying amount of shares held as of July 3, 2017 |  |

under "Goodwill arising on purchase commitments for minority interests' shares".
of 2,179 million euros, represents the internationally renowned expertise and creativity of Christian Dior Couture in the fields of fashion, leather goods and jewelry, as well as its capacity to draw on a highly quality-driven network of directly-operated stores in prime locations.

The balance sheet and income statement as of December 31, 2017, including the notes to the financial statements, were restated to reflect the final allocation of the purchase price of Christian Dior Couture. Aside from the impact on the balance sheet presented in the table above, restated net profit for the 2017 fiscal year includes 124 million euros in deferred tax income arising from the impact on long-term deferred tax of the decrease in the corporate income tax rate in France, as stipulated in the 2018 Budget Act, related to the Christian Dior brand and to the revaluation of property, plant and equipment.
In 2017, the Christian Dior Couture acquisition generated an outflow of 5,782 million euros, net of cash acquired in the amount of 218 million euros. The transaction was funded through a number of bond issues, in a total amount of 5 billion euros, together with commercial paper for the remainder (see Note 18 to the 2017 consolidated financial statements).

The acquisition costs for Christian Dior Couture were recognized in "Other operating income and expenses" and totaled 6 million euros as of December 31, 2017 (see Note 26).

For the second half of fiscal year 2017, Christian Dior Couture had consolidated revenue of 1,183 million euros and its profit from recurring operations totaled 236 million euros. For 2017 as a whole, Christian Dior Couture had consolidated revenue of 2,230 million euros, for profit from recurring operations of 353 million euros.
Christian Dior Couture has been consolidated as part of the Fashion and Leather Goods business group since July 2017. If the acquisition date for Christian Dior Couture had been January 1, 2017, the Group would have had consolidated revenue of 43,683 million euros in 2017 and profit from recurring operations for the year would have been 8,410 million euros, with net profit of 5,189 million euros.

## Rimowa

On January 23, 2017, pursuant to the transaction agreement announced on October 4, 2016, LVMH acquired an $80 \%$ stake in Rimowa - the luggage and leather goods maker founded in Cologne in 1898 and known for its innovative, high-quality luggage - with effect from January 2, 2017 and for consideration of 640 million euros. The $20 \%$ of the share capital that has not been acquired is covered by a put option granted by LVMH, exercisable from 2020. The 71 million euro difference in value between the purchase commitment (recorded in "Purchase
commitments for minority interests' shares"; see Note 21) and minority interests was deducted from consolidated reserves. Rimowa has been fully consolidated within the Fashion and Leather Goods business group since January 2017.

The following table details the final allocation of the purchase price paid by LVMH:

| (EUR millions) | Final purchase <br> price allocation |
| :--- | ---: |
| Brand | 475 |
| Intangible assets and property, plant and equipment | 145 |
| Other non-current assets | 5 |
| Non-current provisions | $(31)$ |
| Current assets | 119 |
| Current liabilities | $(62)$ |
| Net financial debt | $(57)$ |
| Deferred tax | $(150)$ |
| Net assets acquired | 444 |
| Minority interests (20\%) | $(89)$ |
| Net assets, Group share (80\%) | 355 |
| Goodwill | 285 |
| Carrying amount of shares held as of January 2, 2017 | 640 |

In 2017, Rimowa had consolidated revenue of 417 million euros and profit from recurring operations of 9 million euros.
The Rimowa brand, amounting to 475 million euros, was valued using the relief from royalty method. Goodwill, recognized in the amount of 285 million euros, is representative of Rimowa's expertise and capacity to innovate, for which it is internationally renowned in the sector of high-quality luggage.

The acquisition costs for Rimowa were recognized in "Other operating income and expenses"; in 2017, these totaled 1 million euros, in addition to acquisition costs totaling 3 million euros recognized in 2016 (see Note 26).

In 2017, the Rimowa acquisition generated an outflow of 615 million euros, net of cash acquired in the amount of 25 million euros.

## Loro Piana

In February 2017, following the partial exercise of the put option held by the Loro Piana family for Loro Piana shares, LVMH acquired an additional $5 \%$ stake in the company, bringing its ownership interest to $85 \%$. The difference between the acquisition price and minority interests was deducted from equity.

### 2.4 Impact on net cash and cash equivalents of changes in ownership interests in consolidated entities

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Purchase price of consolidated investments and of minority interests' shares | $(2,604)$ | (258) | $(6,971)$ |
| Positive cash balance/(net overdraft) of companies acquired | 107 | 5 | 251 |
| Proceeds from sale of consolidated investments |  | - | 80 |
| (Positive cash balance)/net overdraft of companies sold | (2) |  | 181 |
| Impact of changes in ownership interests in consolidated entities on net cash and cash equivalents | $(2,499)$ | (253) | $(6,459)$ |
| Of which: Purchase and proceeds from sale of consolidated investments | $(2,478)$ | (17) | $(6,306)$ |
| Purchase and proceeds from sale of minority interests | (21) | (236) | (153) |

In 2019, the impact on net cash and cash equivalents of changes in ownership interests in consolidated entities mainly arose from the acquisition of Belmond and of a $49 \%$ stake in Stella McCartney and a $55 \%$ stake in Château d'Esclans.
In 2018, the impact on net cash and cash equivalents of changes in ownership interests in consolidated entities mainly arose from the acquisition of minority interests in Fresh and in various distribution subsidiaries, particularly in the Middle East.

In 2017, the impact on net cash and cash equivalents of changes in ownership interests in consolidated entities mainly arose from the acquisition of Christian Dior Couture ( 5,782 million euro impact) and of Rimowa ( 615 million euro impact).

## 3. BRANDS, TRADE NAMES AND OTHER INTANGIBLE ASSETS

| (EUR millions) | 2019 |  |  | $2018{ }^{(a)}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Amortization and impairment | Net | Net | Net |
| Brands | 14,511 | (775) | 13,736 | 13,596 | 13,515 |
| Trade names | 3,920 | $(1,617)$ | 2,303 | 2,265 | 2,176 |
| License rights | 129 | $(84)$ | 45 | 13 | 14 |
| Software, websites | 2,258 | $(1,608)$ | 650 | 544 | 459 |
| Other | 1,048 | (569) | 479 | 836 | 793 |
| Total | 21,865 | $(4,653)$ | 17,212 | 17,254 | 16,957 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

### 3.1 Changes during the fiscal year

As of December 31, 2017 and 2018, "Other intangible assets" included leasehold rights. As from January 1, 2019, in accordance with IFRS 16, leasehold rights are now presented within "Right-of-use assets" (see Note 7).

The net amounts of brands, trade names and other intangible assets changed as follows during the fiscal year:

| Gross value (EUR millions) | Brands | Trade names | Software, websites | Other intangible assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2018 | 14,292 | 3,851 | 1,903 | 1,964 | 22,010 |
| Impact of changes in accounting standards ${ }^{(a)}$ | - | - | - | (770) | (770) |
| As of January 1, 2019, after restatement | 14,292 | 3,851 | 1,903 | 1,194 | 21,240 |
| Acquisitions | - | - | 225 | 303 | 528 |
| Disposals and retirements |  | - | (31) | (210) | (241) |
| Changes in the scope of consolidation | 140 | - | 1 | 54 | 195 |
| Translation adjustment | 78 | 69 | 14 | 13 | 174 |
| Reclassifications | - | - | 146 | (177) | (31) |
| As of December 31, 2019 | 14,511 | 3,920 | 2,258 | 1,177 | 21,865 |


| Amortization and impairment (EUR millions) | Brands | Trade names | Software, websites | Other intangible assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2018 | (696) | $(1,586)$ | $(1,359)$ | $(1,115)$ | $(4,756)$ |
| Impact of changes in accounting standards ${ }^{()^{(a)}}$ | - | - | - | 391 | 391 |
| As of January 1, 2019, after restatement | (696) | $(1,586)$ | $(1,359)$ | (724) | $(4,365)$ |
| Amortization expense | (17) | (1) | (267) | (138) | (422) |
| Impairment expense | (54) | - | - | 4 | (50) |
| Disposals and retirements | - |  | 29 | 210 | 239 |
| Changes in the scope of consolidation | - | - |  | (10) | (10) |
| Translation adjustment | (8) | (30) | (9) | (7) | (55) |
| Reclassifications | - |  | (2) | 12 | 10 |
| As of December 31, 2019 | (775) | $(1,617)$ | $(1,608)$ | (653) | $(4,653)$ |
| Carrying amount as of December 31, 2019 | 13,736 | 2,303 | 650 | 524 | 17,212 |

(a) The impact of changes in accounting standards arose from the application of IFRS 16 Leases as of January 1, 2019. See Note 1.2.

Changes in the scope of consolidation related to the acquisition of Belmond. See Note 2.

Notes to the consolidated financial statements

### 3.2 Changes during prior fiscal years

| Carrying amount (EUR millions) | Brands | Trade names | Software, websites | Leasehold rights | Other intangible assets | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2016 | 9,773 | 2,440 | 362 | 338 | 422 | 13,335 |
| Acquisitions | - | - | 180 | 31 | 245 | 456 |
| Disposals and retirements | - | - | (1) | (3) | - | (4) |
| Changes in the scope |  |  |  |  |  |  |
| of consolidation | 3,981 | - | 13 | 85 | 13 | 4,092 |
| Amortization expense | (26) | (1) | (177) | (47) | (149) | (400) |
| Impairment expense | (50) | - | (2) | - | (1) | (53) |
| Translation adjustment | (163) | (263) | (23) | (7) | (20) | (476) |
| Reclassifications | - | - | 107 | 1 | (101) | 7 |
| As of December 31, 2017 | 13,515 | 2,176 | 459 | 398 | 409 | 16,957 |
| Acquisitions | - | - | 177 | 88 | 272 | 537 |
| Disposals and retirements | - | - | (2) | - | - | (2) |
| Changes in the scope of consolidation | 40 | - | - | 1 | - | 41 |
| Amortization expense | (18) | (1) | (221) | (60) | (148) | (448) |
| Impairment expense | - | - | - | (2) | (7) | (9) |
| Translation adjustment | 59 | 90 | 8 | 2 | 8 | 167 |
| Reclassifications | - | - | 123 | 16 | (128) | 11 |
| As of December 31, 2018 | 13,596 | 2,265 | 544 | 443 | 406 | 17,254 |

### 3.3 Brands and trade names

The breakdown of brands and trade names by business group is as follows:

| (EUR millions) | 2019 |  |  | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Amortization and impairment | Net | Net | Net |
| Wines and Spirits | 874 | (142) | 732 | 717 | 715 |
| Fashion and Leather Goods | 8,845 | (371) | 8,474 | 8,480 | 8,439 |
| Perfumes and Cosmetics | 686 | (63) | 622 | 629 | 642 |
| Watches and Jewelry | 3,691 | (91) | 3,599 | 3,560 | 3,507 |
| Selective Retailing | 3,872 | $(1,570)$ | 2,303 | 2,265 | 2,176 |
| Other activities | 462 | (155) | 308 | 210 | 212 |
| Total | 18,430 | $(2,392)$ | 16,038 | 15,861 | 15,691 |

The brands and trade names recognized are those that the Group has acquired. As of December 31, 2019, the principal acquired brands and trade names were:

- Wines and Spirits: Veuve Clicquot, Krug, Château d'Yquem, Belvedere, Glenmorangie, Newton Vineyards and Numanthia Termes;
- Fashion and Leather Goods: Louis Vuitton, Fendi, Celine, Loewe, Givenchy, Kenzo, Pink Shirtmaker, Berluti, Pucci, Loro Piana, Rimowa and Christian Dior Couture;
- Perfumes and Cosmetics: Parfums Christian Dior, Guerlain, Parfums Givenchy, Make Up For Ever, Benefit Cosmetics, Fresh, Acqua di Parma, KVD Beauty, Fenty, Ole Henriksen and Maison Francis Kurkdjian;
- Watches and Jewelry: Bvlgari, TAG Heuer, Zenith, Hublot, Chaumet and Fred;
- Selective Retailing: DFS Galleria, Sephora, Le Bon Marché and Ile de Beauté;
- Other activities: the publications of the media group Les Échos-Investir, the daily newspaper Le Parisien-Aujourd'hui en France, the Royal Van Lent-Feadship brand, La Samaritaine, the hotel group Belmond and the Cova pastry shop brand.

These brands and trade names are recognized in the balance sheet at their value determined as of the date of their acquisition by the Group, which may be much less than their value in use or their market value as of the closing date for the Group's consolidated financial statements. This is notably the case for the brands Louis Vuitton, Veuve Clicquot and Parfums Christian Dior, and the trade name Sephora, with the understanding that this list must not be considered exhaustive.

See also Note 5 for the impairment testing of brands, trade names and other intangible assets with indefinite useful lives.

## 4. GOODWILL

| (EUR millions) |  |  | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Impairment | Net | Net | Net |
| Goodwill arising on consolidated investments Goodwill arising on purchase commitments for minority interests' shares | 11,495 | $(1,773)$ | 9,722 | 8,654 | 8,538 |
|  | 6,312 | - | 6,312 | 5,073 | 5,299 |
| Total | 17,807 | $(1,773)$ | 16,034 | 13,727 | 13,837 |

Changes in net goodwill during the fiscal years presented break down as follows:

| (EUR millions) |  |  | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Impairment | Net | Net | Net |
| As of January 1 | 15,462 | $(1,735)$ | 13,727 | 13,837 | 10,401 |
| Changes in the scope of consolidation | 1,033 | (1) | 1,033 | 45 | 2,605 |
| Changes in purchase commitments |  |  |  |  |  |
| Changes in impairment |  | (22) | (22) | (100) | (51) |
| Translation adjustment | 65 | (15) | 50 | 71 | (126) |
| As of December 31 | 17,807 | $(1,773)$ | 16,034 | 13,727 | 13,837 |

Changes in the scope of consolidation mainly resulted from the acquisition of Belmond. See Note 2.
See also Note 21 for goodwill arising on purchase commitments for minority interests' shares.
The impact of changes in the scope of consolidation in 2017 mainly arose from the acquisition of Christian Dior Couture and Rimowa.

## 5. IMPAIRMENT TESTING OF INTANGIBLE ASSETS WITH INDEFINITE USEFUL LIVES

Brands, trade names, and other intangible assets with indefinite useful lives as well as the goodwill arising on acquisition are tested for impairment at least once a year. No significant impairment expense was recognized in respect of these items during the course of fiscal year 2019. As described in Note 1.15, these assets
are generally valued on the basis of the present value of forecast cash flows determined in the context of multi-year business plans drawn up each fiscal year. The main assumptions used to determine these forecast cash flows are as follows:

| (as\%) | 2019 |  |  |  | 2018 |  |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Discount rate |  | Annual growth rate for revenue during the plan period | Growth rate for the period after the plan | Discount rate Post-tax | Annual growth rate for revenue during the plan period | Growth rate for the period after the plan | Discount rate Post-tax | Annual growth rate for revenue during the plan period | Growth rate for the period after the plan |
|  | Post-tax | Pre-tax |  |  |  |  |  |  |  |  |
| Wines and Spirits | 6.0 to 10.8 | 8.1 to 14.6 | 5.8 | 2.0 | 6.5 to 11.0 | 5.7 | 2.0 | 6.5 to 11.0 | 5.9 | 2.0 |
| Fashion and Leather Goods | 7.1 to 9.6 | 9.6 to 13.0 | 10.4 | 2.0 | 8.0 to 10.5 | 9.7 | 2.0 | 8.0 to 10.5 | 6.6 | 2.0 |
| Perfumes and Cosmetics | 6.5 to 9.2 | 8.8 to 12.4 | 9.1 | 2.0 | 7.4 to 10.1 | 8.9 | 2.0 | 7.4 to 10.1 | 9.3 | 2.0 |
| Watches and Jewelry | 7.5 to 8.9 | 10.1 to 12.0 | 9.2 | 2.0 | 9.0 to 10.4 | 8.3 | 2.0 | 9.0 to 10.4 | 6.9 | 2.0 |
| Selective Retailing | 7.0 to 8.8 | 9.5 to 11.9 | 8.2 | 2.0 | 7.3 to 9.4 | 9.8 | 2.0 | 7.3 to 8.3 | 8.2 | 2.0 |
| Other | 6.0 to 7.5 | 8.1 to 10.1 | 2.3 | 2.0 | 6.5 to 9.3 | 4.5 | 2.0 | 6.5 to 7.3 | 8.4 | 2.0 |

Plans generally cover a five-year period, but may be prolonged up to ten years in the case of brands for which the production cycle exceeds five years or brands undergoing strategic repositioning. The annual growth rate for revenue and the improvement in profit margins over plan periods are comparable to the growth achieved in the previous four fiscal years, except for brands undergoing strategic repositioning, for which the improvements projected are greater than historical performance due to the expected effects of the repositioning measures implemented.

Annual growth rates applied for the period not covered by the plans are based on market estimates for the business groups concerned.

The decrease in discount rates in 2019 was due to the drop in interest rates.

As of December 31, 2019, the intangible assets with indefinite useful lives that are the most significant in terms of their carrying amounts and the criteria used for impairment testing are as follows:

| (EUR millions) | Brands and <br> trade names | Goodwill | Total | Post-tax <br> discount rate <br> (as $\%$ ) | Growth rate for <br> the period after <br> the plan <br> (as $\%$ ) | Period covered <br> by the forecast <br> cash flows |
| :--- | :---: | :---: | :---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |
| Christian Dior | 3,500 | 2,179 | 5,679 | 8.4 | 2.0 | 5 years |
| Louis Vuitton | 2,059 | 487 | 2,546 | 7.1 | 2.0 | 5 years |
| Loro Piana ${ }^{(a)}$ | 1,300 | 1,048 | 2,348 | n.a. | n.a. | n.a. |
| Fendi | 713 | 405 | 1,118 | 8.4 | 2.0 | 5 years |
| Bvlgari | 2,100 | 1,547 | 3,647 | 7.5 | 2.0 | 5 years |
| TAG Heuer | 1,143 | 217 | 1,360 | 7.5 | 2.0 | 5 years |
| DFS Galleria | 2,037 | - | 2,037 | 8.8 | 2.0 | 5 years |

(a) For impairment testing purposes, the fair value of Loro Piana was determined by applying the share price multiples of comparable companies to Loro Piana's consolidated operating results. The change in multiples resulting from a $10 \%$ decrease in the market capitalization of comparable companies or the operating profit of Loro Piana would not generate an impairment risk for Loro Piana's intangible assets.
n.a.: Not applicable.

As of December 31, 2019, for the business segments listed above (with the exception of Lora Piana, see note (a) above), a change of 0.5 points in the post-tax discount rate or in the growth rate for the period after the plan, compared to rates used as of December 31, 2019, or a reduction of 2 points in the annual growth rate for revenue over the period covered by the plans would not result in the recognition of any impairment losses for these intangible assets. The Group considers that changes in excess of the limits mentioned above would entail assumptions at a level not deemed relevant in view of the current economic environment and medium- to long-term growth prospects for the business segments concerned.

With respect to the other business segments, three have disclosed intangible assets with a carrying amount close to their recoverable amount. Impairment tests relating to intangible assets with indefinite useful lives in these business segments have been carried out based on value in use. The amount of these intangible assets as of December 31, 2019 and the impairment loss that would result from a change of 0.5 points in the post-tax discount rate or in the growth rate for the period not covered by the plans, or from a reduction of 2 points in the compound annual growth rate for revenue compared to rates used as of December 31, 2019, break down as follows:

| (EUR millions) | Amount of |  | Amount of impairment if: |
| :--- | ---: | ---: | ---: | ---: |

As of December 31, 2019, the gross and net values of brands, trade names and goodwill giving rise to amortization and/or impairment charges in 2019 were 325 million euros and 37 million euros,
respectively ( 644 million and 467 million euros as of December 31, 2018). See Note 26 regarding the amortization and impairment expense recorded during the fiscal year.

## 6. PROPERTY, PLANT AND EQUIPMENT

| (EUR millions) | 2019 |  |  | $2018{ }^{(a)}$ | $2017{ }^{\text {(a) }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Depreciation and impairment | Net | Net | Net |
| Land | 4,429 | (18) | 4,411 | 2,838 | 2,374 |
| Vineyard land and producing vineyards ${ }^{(b)}$ | 2,655 | (118) | 2,537 | 2,473 | 2,432 |
| Buildings | 5,346 | $(2,128)$ | 3,218 | 2,292 | 2,052 |
| Investment property | 357 | (37) | 319 | 602 | 763 |
| Leasehold improvements, machinery and equipment | 14,243 | $(9,526)$ | 4,717 | 4,078 | 3,971 |
| Assets in progress | 1,652 | (2) | 1,650 | 1,237 | 785 |
| Other property, plant and equipment | 2,205 | (524) | 1,682 | 1,592 | 1,485 |
| Total | 30,887 | $(12,354)$ | 18,533 | 15,112 | 13,862 |
| Of which: historical cost of vineyard land | 587 |  | 587 | 576 | 543 |

[^3]Notes to the consolidated financial statements

### 6.1 Changes during the fiscal year

Changes in property, plant and equipment during the fiscal year broke down as follows:

| Gross value (EUR millions) | Vineyard land and producing vineyards | Land and buildings | Investment property | Leasehold improvements, machinery and equipment |  |  | Assets in progress | Other property, plant and equipment | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Stores and hotels | Production, logistics | Other |  |  |  |
| As of December 31, 2018 | 2,584 | 7,051 | 637 | 8,632 | 2,756 | 1,351 | 1,238 | 2,074 | 26,323 |
| Impact of changes in |  |  |  |  |  |  |  |  |  |
| As of January 1, after restatement | 2,584 | 6,656 | 637 | 8,483 | 2,706 | 1,319 | 1,235 | 2,073 | 25,693 |
| Acquisitions | 11 | 225 | 12 | 806 | 165 | 143 | 1,375 | 124 | 2,860 |
| Change in the market value of vineyard land | 42 | - | - | - | - | - | - | - | 42 |
| Disposals and retirements | (1) | (84) | (23) | (604) | (55) | (77) | (23) | (21) | (890) |
| Changes in the scope of consolidation | 17 | 2,339 | - | 454 | 12 | - | 22 | 10 | 2,854 |
| Translation adjustment | 2 | 91 | 8 | 153 | 15 | 15 | 8 | 10 | 301 |
| Other movements, including transfers | 1 | 549 | (277) | 509 | 121 | 79 | (964) | 9 | 27 |
| As of December 31, 2019 | 2,655 | 9,775 | 357 | 9,801 | 2,964 | 1,478 | 1,652 | 2,205 | 30,887 |
| Depreciation and impairment (EUR millions) | Vineyard land and producing vineyards | Land and buildings | Investment property | Leasehold improvements, machinery and equipment |  |  | Assets in progress | Other property, plant and equipment | Total |
|  |  |  |  | Stores and hotels | Production, logistics | Other |  |  |  |
| As of December 31, 2018 Impact of changes in accounting standards ${ }^{(a)}$ | (111) | $(1,921)$ | (35) | $(5,907)$ | $(1,810)$ | (944) | (1) | (482) | $(11,211)$ |
|  | - | 135 | - | 88 | 28 | 23 | (1) | 2 | 275 |
| As of January 1, after restatement | (111) | $(1,786)$ | (35) | $(5,819)$ | $(1,782)$ | (921) | (2) | (480) | $(10,936)$ |
| Depreciation expense | (6) | (213) | (4) | $(1,030)$ | (189) | (144) | - | (68) | $(1,655)$ |
| Impairment expense | - | 62 | (1) | (5) | (2) | - | (16) | - | 38 |
| Disposals and retirements | 1 | 77 | 1 | 603 | 54 | 75 | 16 | 29 | 855 |
| Changes in the scope of consolidation | (2) | (222) | - | (236) | (4) | - | - | (2) | (466) |
| Translation adjustment | - | (22) | - | (100) | (10) | (11) | - | (6) | (150) |
| Other movements, including transfers | - | (43) | 3 | 3 | (15) | 9 | - | 4 | (40) |
| As of December 31, 2019 | (118) | $(2,146)$ | (37) | $(6,586)$ | $(1,949)$ | (991) | (2) | (524) | $(12,354)$ |
| Carrying amount as of December 31, 2019 | 2,537 | 7,628 | 319 | 3,216 | 1,015 | 486 | 1,650 | 1,682 | 18,533 |

(a) The impact of changes in accounting standards arose from the application of IFRS 16 Leases as of January 1,2019. See Note 1.2 regarding the impact of the application of IFRS 16.
"Other property, plant and equipment" includes in particular the works of art owned by the Group.

Purchases of property, plant and equipment mainly include investments by the Group's brands - notably Louis Vuitton, Sephora, DFS, Christian Dior Couture and Celine - in their retail networks. They also included investments related to the La Samaritaine project as well as investments by the champagne houses, Hennessy, Parfums Christian Dior and Louis Vuitton in their production equipment.
Changes in the scope of consolidation mainly resulted from the acquisition of Belmond. See Note 2.

The impact of marking vineyard land to market was 1,836 million euros as of December 31, 2019 ( 1,793 million euros as of December 31, 2018; 1,785 million euros as of December 31, 2017). See Notes 1.9 and 1.13 on the measurement method for vineyard land.

The market value of investment property, according to appraisals by independent third parties, was at least 0.6 billion euros as of December 31, 2019. The valuation methods used are based on market data.

### 6.2 Changes during prior fiscal years

| Carrying amount <br> (EUR millions) | Vineyard land ad producing vineyards | Land and buildings | Investment property | Leasehold improvements, machinery and equipment |  |  | Assets in progress | Other property, plant and equipment | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Stores | Production, logistics | Other |  |  |  |
| As of December 31, 2016 | 2,474 | 3,040 | 855 | 2,396 | 681 | 340 | 950 | 1,403 | 12,139 |
| Acquisitions | 9 | 150 | - | 556 | 157 | 85 | 800 | 132 | 1,889 |
| Disposals and retirements | - | (3) | - | (3) | (3) | (2) | (11) | 6 | (16) |
| Depreciation expense | (7) | (172) | (5) | (858) | (179) | (135) |  | (66) | $(1,422)$ |
| Impairment expense | 1 | (1) | - | (4) | - | - | (1) | - | (5) |
| Change in the market value of vineyard land | (35) | - | - | - | - | - | - | - | (35) |
| Changes in the scope of consolidation | - | 1,283 | - | 307 | 56 | 37 | 66 | 21 | 1,770 |
| Translation adjustment | (16) | (132) | (57) | (179) | (17) | (17) | (34) | (22) | (474) |
| Other movements, including transfers | 6 | 262 | (30) | 467 | 188 | 98 | (986) | 11 | 16 |
| As of December 31, 2017 | 2,432 | 4,427 | 763 | 2,682 | 883 | 406 | 784 | 1,485 | 13,862 |
| Acquisitions | 25 | 473 | 70 | 604 | 162 | 82 | 1,074 | 114 | 2,604 |
| Disposals and retirements | - | - | - | (3) | (3) | (1) | (1) | 3 | (5) |
| Depreciation expense | (6) | (192) | (2) | (946) | (172) | (127) | - | (67) | $(1,512)$ |
| Impairment expense | - | (2) | - | 2 | (1) | - | - | (2) | (3) |
| Change in the market value of vineyard land | 8 | - | - | - | - | - | - | - | 8 |
| Changes in the scope of consolidation | - | - | - | 2 | 1 | 3 | - | - | 6 |
| Translation adjustment | (1) | 67 | 14 | 45 | 1 | 5 | 4 | 2 | 137 |
| Other movements, including transfers | 15 | 357 | (243) | 339 | 75 | 39 | (624) | 57 | 15 |
| As of December 31, 2018 | 2,473 | 5,130 | 602 | 2,725 | 946 | 407 | 1,237 | 1,592 | 15,112 |

Purchases of property, plant and equipment in fiscal years 2018 and 2017 mainly included investments by the Group's brands in their retail networks and investments by the champagne houses, Hennessy, Louis Vuitton and Parfums Christian Dior in
their production equipment. They also included investments related to the La Samaritaine project as well as, in 2018, investments related to the Jardin d'Acclimatation, along with various real estate investments.

## 7. LEASES

### 7.1 Right-of-use assets

Right-of-use assets break down as follows, by type of underlying asset:

| (EUR millions) |  |  | 2019 | January 1, 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Gross | Depreciation <br> and impairment | Net | Net |
| Stores | 11,817 | $(1,956)$ | 9,861 | 9,472 |
| Offices | 1,724 | $(288)$ | 1,436 | 1,332 |
| Other | 860 | $(111)$ | 749 | 718 |
| Capitalized fixed lease payments | 14,402 | $(2,355)$ | 12,047 | $\mathbf{1 1 , 5 2 2}$ |
| Leasehold rights | 738 | $(376)$ | 362 | 345 |
| Total | 15,140 | $(2,731)$ | $\mathbf{1 2 , 4 0 9}$ | $\mathbf{1 1 , 8 6 7}$ |

Notes to the consolidated financial statements

The net amounts of right-of-use assets changed as follows during the fiscal year:

| Gross value (EUR millions) | Capitalized fixed lease payments |  |  |  | Leasehold rights | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Stores | Offices | Other | Total |  |  |
| As of January 1, 2019 | 9,531 | 1,365 | 728 | 11,624 | 673 | 12,297 |
| New leases entered into | 1,862 | 386 | 94 | 2,342 | 64 | 2,406 |
| Changes in assumptions | 411 | 13 | 2 | 426 | - | 426 |
| Leases ended or canceled | (240) | (21) | (18) | (279) | (44) | (323) |
| Changes in scope of consolidation | 24 | 5 | 38 | 67 | 2 | 69 |
| Translation adjustment | 200 | 17 | 12 | 229 | 6 | 235 |
| Other movements, including transfers | 30 | (39) | 3 | (6) | 38 | 32 |
| As of December 31, 2019 | 11,817 | 1,724 | 860 | 14,402 | 738 | 15,140 |
| Depreciation and impairment (EUR millions) |  | Capitalized fixed lease payments |  |  | Leasehold rights | Total |
|  | Stores | Offices | Other | Total |  |  |
| As of January 1, 2019 | (59) | (33) | (10) | (102) | (328) | (430) |
| Depreciation and amortization expense | $(1,970)$ | (274) | (108) | $(2,352)$ | (53) | $(2,405)$ |
| Impairment expense | - | (7) | - | (7) | 5 | (2) |
| Leases ended or canceled | 102 | 15 | 9 | 125 | 33 | 158 |
| Changes in the scope of consolidation | (2) |  | (2) | (3) | (5) | (8) |
| Translation adjustment | (6) | (1) | - | (7) | (2) | (9) |
| Other movements, including transfers | (21) | 13 | (1) | (9) | (24) | (33) |
| As of December 31, 2019 | $(1,956)$ | (288) | (111) | $(2,355)$ | (376) | $(2,731)$ |
| Carrying amount as of December 31, 2019 | 9,861 | 1,436 | 749 | 12,047 | 362 | 12,409 |

"New leases entered into" mainly concern store leases, in particular for Sephora, Christian Dior Couture, Bvlgari, Louis Vuitton and DFS. They also include leases of office space, mainly for Parfums Christian Dior.

### 7.2 Lease liabilities

Lease liabilities break down as follows:

| (EUR millions) | 2019 | January 1,2019 |
| :--- | ---: | ---: | ---: |
| Non-current lease liabilities | 10,373 |  |
| Current lease liabilities | 9,679 |  |
| Total | 2,172 | 12,149 |

The change in lease liabilities during the fiscal year breaks down as follows:

| (EUR millions) | Stores | Offices | Other | Total |
| :---: | :---: | :---: | :---: | :---: |
| As of January 1, 2019 | 9,692 | 1,420 | 716 | 11,828 |
| New leases entered into | 1,834 | 373 | 94 | 2,302 |
| Principal repayments | $(1,828)$ | (238) | (101) | $(2,166)$ |
| Change in accrued interest | 40 | 5 | 5 | 50 |
| Leases ended or canceled | (138) | (6) | (8) | (152) |
| Changes in assumptions | 403 | 11 | 2 | 415 |
| Changes in the scope of consolidation | 26 | - | 30 | 56 |
| Translation adjustment | 198 | 17 | 12 | 228 |
| Other movements, including transfers | 36 | (50) | - | (13) |
| As of December 31, 2019 | 10,264 | 1,532 | 749 | 12,545 |

The following table presents the contractual schedule of disbursements for lease liabilities as of December 31, 2019:

| (EUR millions) | As of December 31, 2019 <br> Total minimum future payments |
| :--- | ---: |
| Maturity: | 2020 |
| 2021 | 2,487 |
| 2022 | 2,188 |
| 2023 | 1,875 |
| 2024 | 1,555 |
| Between 2025 and 2029 | 1,317 |
| Between 2030 and 2034 | 3,396 |
| Thereafter | 671 |
| Total minimum future payments | 1,107 |
| Impact of discounting | $\mathbf{1 4 , 5 9 6}$ |
| Total lease liability | $(2,051)$ |

### 7.3 Breakdown of lease expense

The lease expense for the fiscal year breaks down as follows:

| (EUR millions) | 2019 |
| :--- | ---: |
| Depreciation and impairment of right-of-use assets | 2,407 |
| Interest on lease liabilities | 290 |
| Capitalized fixed lease expense | 2,697 |
| Variable leases | 1,595 |
| Short-term leases and/or low-value leases | 376 |
| Other lease expenses | $\mathbf{1 , 9 7 1}$ |
| Total | $\mathbf{4 , 6 6 8}$ |

In certain countries, leases for stores entail the payment of both minimum amounts and variable amounts, especially for stores with lease payments indexed to revenue. As required by IFRS 16, only the minimum fixed lease payments are capitalized.

For leases not required to be capitalized, there is little difference between the expense recognized and the payments made.

### 7.4 Off-balance sheet commitments

Off-balance sheet commitments relating to leases with fixed lease payments break down as follows:

| (EUR millions) | $\mathbf{2 0 1 9}$ |
| :--- | ---: |
| Contracts commencing after the balance sheet date | 1,592 |
| Low-value leases and short-term leases | 195 |
| Total undiscounted future payments | $\mathbf{1 , 7 8 7}$ |

As part of the active management of its retail network, the Group negotiates and enters into leases with commencement dates after the balance sheet date. Obligations to make payments under these leases are reported as off-balance sheet commitments rather than being recognized as lease liabilities.

In addition, the Group may enter into leases or concession contracts that have variable guaranteed amounts, which are not relected in the commitments above.

### 7.5 Discount rate table

The average discount rate for lease liabilities as of January 1, 2019 was $2.2 \%$. The average discount rate for new lease liabilities in fiscal year 2019 was $2.0 \%$. These discount rates are equivalent to
the average interest rates weighted by the amount of the corresponding lease liabilities.

### 7.6 Termination and renewal options

Lease liabilities result from the discounting of the fixed portion of contractually defined future lease payments. Lease liabilities are measured on the basis of the initially negotiated contractual lease term, not taking into account any early termination or extension options included in contracts, except in special circumstances.

As of December 31, 2019, 60\% of lease liabilities arose from leases with contracts that did not include any early termination
or renewal options. Lease liabilities arising from leases with contractually defined renewal options came to around 1 billion euros. The impact of early termination options not taken into consideration would represent a reduction in lease liabilities of approximately 1 billion euros; conversely, the impact of renewal options not taken into account would represent an increase in lease liabilities of approximately 2 billion euros.

## 8. INVESTMENTS IN JOINT VENTURES AND ASSOCIATES

| (EUR millions) | 2019 |  |  |  | 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Impairment |  | Of which joint ngements | Net | Of which joint ngements | Net | Of which joint ngements |
| Share of net assets of joint ventures and associates |  |  |  |  |  |  |  |  |
| as of January 1 | 638 | - | 638 | 278 | 639 | 273 | 770 | 362 |
| Share of net profit (loss) for the period | 28 | - | 28 | 11 | 23 | 12 | (3) | 2 |
| Dividends paid | (20) | - | (20) | (9) | (28) | (9) | (22) | (8) |
| Changes in the scope of consolidation | 415 |  | 415 | 163 | (10) | 2 | (82) | (84) |
| Capital increases subscribed | 5 | - | 5 | 2 | 3 | 1 | 5 | 3 |
| Translation adjustment | 5 | - | 5 | - | 7 | - | (33) | (7) |
| Other, including transfers | 3 | - | 3 | 3 | 4 | (1) | 4 | 5 |
| Share of net assets of joint ventures and associates as of December 31 | 1,074 | - | 1,074 | 448 | 638 | 278 | 639 | 273 |

As of December 31, 2019, investments in joint ventures and associates consisted primarily of:

- For joint arrangements:
- a $50 \%$ stake in the Château Cheval Blanc wine estate (Gironde, France), which produces the eponymous Saint-Émilion Grand Cru Classé A;
- a $50 \%$ stake in hotel and rail transport activities operated by Belmond in Peru.
- For other companies:
- a $40 \%$ stake in Mongoual SA, the real estate company that owns the office building in Paris (France) that serves as the headquarters of LVMH Moët Hennessy - Louis Vuitton;
- a 45\% stake in PT. Sona Topas Tourism Industry Tbk (STTI), an Indonesian retail company, which notably holds duty-free sales licenses in airports;
- a 46\% stake in JW Anderson, a London-based ready-to-wear brand;
- a $40 \%$ stake in L Catterton Management, an investment fund management company created in December 2015 in partnership with Catterton;
- a $49 \%$ stake in Stella McCartney, a London-based ready-towear brand.
Changes in the scope of consolidation in 2019 were mainly related to the acquisition of the stake in Stella McCartney and to the acquisition of Belmond. See Note 2.

Repossi - an Italian jewelry brand in which the Group had taken a $41.7 \%$ stake, which was acquired in November 2015 and accounted for using the equity method until December 31, 2017 has been fully consolidated since 2018, following the acquisition of an additional stake in the company, raising the Group's ownership interest from $41.7 \%$ to $68.9 \%$.
Changes in the scope of consolidation in 2017 were mainly related to the disposal of the stake in De Beers Diamond Jewellers and to the change in the consolidation method for Les Ateliers Horlogers Dior SA, which is now fully consolidated, due to the acquisition of Christian Dior Couture. See Note 2.

## 9. NON-CURRENT AVAILABLE FOR SALE FINANCIALASSETS

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| As of January 1 | 1,100 | 789 | 744 |
| Acquisitions | 146 | 450 | 125 |
| Disposals at net realized value | (45) | (45) | (85) |
| Changes in market value ${ }^{(a)}$ | (16) | (101) | 101 |
| Changes in the scope of consolidation |  |  | 5 |
| Translation adjustment | 7 | 16 | (43) |
| Reclassifications | (276) | (9) | (58) |
| As of December 31 | 915 | 1,100 | 789 |

(a) Recognized within "Net financial income/(expense)".

Reclassifications resulted from the acquisition of a controlling interest in Belmond; the shares acquired in 2018 for 274 million euros are now included in the carrying amount of the investment held in Belmond. See Note 2.

Acquisitions in fiscal year 2019 included, for 110 million euros, the impact of subscription of securities in investment funds.
Acquisitions in fiscal year 2018 included in particular, for 274 million euros, the impact of the acquisition of Belmond shares (see Note 19), as well as, for 87 million euros, the impact
of subscription of securities in investment funds and acquisitions of minority interests.
Acquisitions in fiscal year 2017 included, for 64 million euros, the impact of subscription of securities in investment funds.

The market value of non-current available for sale financial assets is determined using the methods described in Note 1.9; see also Note 23.2 for the breakdown of these assets according to the measurement methods used.

## 10. OTHER NON-CURRENT ASSETS

| (EUR millions) | 2019 | $2018{ }^{\text {(a) }}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| Warranty deposits | 429 | 379 | 320 |
| Derivatives ${ }^{(b)}$ | 782 | 257 | 246 |
| Loans and receivables | 291 | 303 | 264 |
| Other | 45 | 47 | 39 |
| Total | 1,546 | 986 | 869 |

[^4]Notes to the consolidated financial statements

## 11. INVENTORIES AND WORK IN PROGRESS

| (EUR millions) |  |  | 2019 | 2018 | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | Gross | Impairment | Net | Net |

See Note 1.17.
The change in net inventories for the fiscal years presented breaks down as follows:

| (EUR millions) |  |  | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Impairment | Net | Net | Net |
| As of January 1 | 14,069 | $(1,584)$ | 12,485 | 10,888 | 10,546 |
| Change in gross inventories | 1,604 | - | 1,604 | 1,722 | 1,006 |
| Impact of provision for returns ${ }^{(a)}$ | 2 | - | 2 | 7 | 11 |
| Impact of marking harvests to market | (6) | - | (6) | 16 | (21) |
| Changes in provision for impairment | - | (559) | (559) | (285) | (339) |
| Changes in the scope of consolidation | 36 | - | 36 | 25 | 237 |
| Translation adjustment | 189 | (36) | 153 | 109 | (550) |
| Other, including reclassifications | (358) | 359 | - | 3 | (2) |
| As of December 31 | 15,537 | $(1,820)$ | 13,717 | 12,485 | 10,888 |

(a) See Note 1.26.

The impact of marking harvests to market on Wines and Spirits' cost of sales and value of inventory is as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Impact of marking the period's harvest to market | 14 | 41 | 5 |
| Impact of inventory sold during the period | (20) | (25) | (26) |
| Net impact on cost of sales for the period | (6) | 16 | (21) |
| Net impact on the value of inventory as of December 31 | 120 | 126 | 110 |

See Notes 1.9 and 1.17 on the method of marking harvests to market.

## 12. TRADE ACCOUNTS RECEIVABLE

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | 2017 |
| :--- | ---: | ---: | ---: |
| Trade accounts receivable, nominal amount | 3,539 | 3,302 | 3,079 |
| Provision for impairment | $(89)$ | $(78)$ | $(78)$ |
| Provision for product returns ${ }^{(a)}$ | - | $(2)$ | $(265)$ |
| Net amount | 3,450 | $\mathbf{3 , 2 2 2}$ | $\mathbf{2 , 7 3 6}$ |

(a) See Note 1.26.

The change in trade accounts receivable for the fiscal years presented breaks down as follows:

| (EUR millions) | 2019 |  |  | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross | Impairment | Net | Net | Net |
| As of January 1 | 3,300 | (78) | 3,222 | 2,736 | 2,685 |
| Changes in gross receivables | 121 | - | 121 | 179 | 134 |
| Changes in provision for impairment |  | (10) | (10) | (1) | (11) |
| Changes in provision for product returns ${ }^{(a)}$ | - |  |  | 7 | (43) |
| Changes in the scope of consolidation | 51 | (1) | 50 | 5 | 141 |
| Translation adjustment | 73 | (1) | 72 | 24 | (154) |
| Reclassifications | (5) | - | (5) | 272 | (16) |
| As of December 31, 2019 | 3,539 | (89) | 3,450 | 3,222 | 2,736 |

[^5]The trade accounts receivable balance is comprised essentially of receivables from wholesalers or agents, who are limited in number and with whom the Group maintains long-term relationships.

As of December 31, 2019, the breakdown of the nominal amount of trade receivables and of provisions for impairment by age was as follows:

| (EUR millions) |  | Nominal amount <br> of receivables | Impairment | Net amount <br> of receivables |
| :--- | :--- | ---: | ---: | ---: |
| Not due: | - less than 3 months | 3,008 | $(21)$ | 2,987 |
|  | - more than 3 months | 125 | $(8)$ | 117 |
|  |  | 3,133 | $(29)$ | 3,104 |
| Overdue: | - less than 3 months | 263 | $(10)$ | 253 |
|  | - more than 3 months | 143 | $(50)$ | 93 |
|  |  | 406 | $(60)$ | 346 |
| Total |  | 3,539 | $(89)$ | 3,450 |

For each of the fiscal years presented, no single customer accounted for more than $10 \%$ of the Group's consolidated revenue.
The present value of trade accounts receivable is identical to their carrying amount.

## 13. OTHER CURRENT ASSETS

| (EUR millions) | 2019 | $2018{ }^{\text {(a) }}$ | $2017{ }^{\text {(a) }}$ |
| :---: | :---: | :---: | :---: |
| Current available for sale financial assets ${ }^{(b)}$ | 733 | 666 | 515 |
| Derivatives ${ }^{\text {(c) }}$ | 180 | 123 | 496 |
| Tax accounts receivable, excluding income taxes | 1,055 | 895 | 747 |
| Advances and payments on account to vendors | 254 | 216 | 203 |
| Prepaid expenses | 454 | 430 | 396 |
| Other receivables | 589 | 538 | 562 |
| Total | 3,264 | 2,868 | 2,919 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
(b) See Note 14.
(c) See Note 23.

## 14. CURRENT AVAILABLE FOR SALE FINANCIAL ASSETS

The net value of current available for sale financial assets changed as follows during the fiscal years presented:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| As of January 1 | 666 | 515 | 374 |
| Acquisitions | 50 | 311 | 112 |
| Disposals at net realized value | (121) | (164) | (181) |
| Changes in market value ${ }^{(a)}$ | 138 | 3 | 156 |
| Changes in the scope of consolidation | - | - | - |
| Translation adjustment | - | 1 | (4) |
| Reclassifications | - | - | 58 |
| As of December 31 | 733 | 666 | 515 |
| Of which: Historical cost of current available for sale financial assets | 538 | 576 | 344 |

(a) Recognized within "Net financial income/(expense)".

The market value of current available for sale financial assets is determined using the methods described in Note 1.9. See Note 23.2 for the breakdown of current available for sale financial assets according to the measurement methods used.

## 15. CASH AND CHANGE IN CASH

### 15.1 Cash and cash equivalents

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Term deposits (less than 3 months) | 879 | 654 | 708 |
| SICAV and FCP funds | 147 | 192 | 194 |
| Ordinary bank accounts | 4,647 | 3,764 | 2,836 |
| Cash and cash equivalents per balance sheet | 5,673 | 4,610 | 3,738 |

The reconciliation between cash and cash equivalents as shown in the balance sheet and net cash and cash equivalents appearing in the cash flow statement is as follows:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | 2017 |
| :--- | ---: | ---: | ---: |
| Cash and cash equivalents | 5,673 | 4,610 | 3,738 |
| Bank overdrafts | $(176)$ | $(197)$ | $(120)$ |
| Net cash and cash equivalents per cash flow statement | 5,497 | $\mathbf{4 , 4 1 3}$ | $\mathbf{3 , 6 1 8}$ |

### 15.2 Change in working capital

The change in working capital breaks down as follows for the fiscal years presented:

| (EUR millions) | Notes | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: | ---: |
| Change in inventories and work in progress | 11 | $(1,604)$ | $(1,722)$ | $(1,006)$ |
| Change in trade accounts receivable | 12 | $(121)$ | $(179)$ | $(134)$ |
| Change in balance of amounts owed to customers |  | 9 | 8 | 2 |
| Change in trade accounts payable | 22 | 463 | 715 | 257 |
| Change in other receivables and payables |  | 98 | 91 | 367 |
| Change in working capital ${ }^{(\text {a })}$ |  | $(1,154)$ | $(1,087)$ | $(514)$ |

(a) Increase/(Decrease) in cash and cash equivalents.

### 15.3 Operating investments

Operating investments comprise the following elements for the fiscal years presented:

| (EUR millions) | Notes | 2019 | $2018{ }^{\text {(a) }}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Purchase of intangible assets | 3 | (528) | (537) | (456) |
| Purchase of property, plant and equipment | 6 | $(2,860)$ | $(2,590)$ | $(1,883)$ |
| Change in accounts payable related to fixed asset purchases |  | 163 | 137 | 40 |
| Initial direct costs |  | (62) | - | - |
| Net cash used in purchases of fixed assets |  | $(3,287)$ | $(2,990)$ | $(2,299)$ |
| Net cash from fixed asset disposals |  | 29 | 10 | 26 |
| Guarantee deposits paid and other cash flows related to operating investments |  | (36) | (58) | (3) |
| Operating investments ${ }^{(b)}$ |  | $(3,294)$ | $(3,038)$ | $(2,276)$ |

(a) The 2017 and 2018 financial statements have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16 .
(b) Increase/(Decrease) in cash and cash equivalents.

### 15.4 Interim and final dividends paid and other transactions related to equity

Interim and final dividends paid comprise the following elements for the fiscal years presented:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | 2017 |
| :--- | ---: | ---: | ---: |
| Interim and final dividends paid by LVMH SE | $(3,119)$ | $(2,715)$ | $(2,110)$ |
| Interim and final dividends paid to minority interests in consolidated subsidiaries | $(429)$ | $(339)$ | $(260)$ |
| Tax paid related to interim and final dividends paid | $(130)$ | $(36)$ | 388 |
| Interim and final dividends paid | $(3,678)$ | $(3,090)$ | $(1,982)$ |

Notes to the consolidated financial statements

Other transactions related to equity comprise the following elements for the periods presented:

| (EUR millions) | Notes | 2019 | $\mathbf{2 0 1 8}$ | 2017 |
| :--- | ---: | ---: | ---: | ---: |
| Capital increases of LVMH SE | 16 | 21 | 49 | 53 |
| Capital increases of subsidiaries subscribed by minority interests |  | 82 | 41 | 44 |
| Acquisition and disposals of LVMH treasury shares | 16 | $(49)$ | $\mathbf{( 2 9 5 )}$ | $\mathbf{( 6 7 )}$ |
| Other equity-related transactions |  | $\mathbf{5 4}$ | $\mathbf{( 2 0 5 )}$ | $\mathbf{3 0}$ |

## 16. EQUITY

### 16.1 Equity

| (EUR millions) | Notes | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}{ }^{(a)}$ | $\mathbf{2 0 1 7}{ }^{(a)}$ |
| :--- | ---: | ---: | ---: | ---: |
| Share capital | 16.2 | 152 | 152 | $\mathbf{1 5 2}$ |
| Share premium account | 16.2 | 2,319 | 2,298 | 2,614 |
| LVMH shares | 16.3 | $(403)$ | $(421)$ | $(530)$ |
| Cumulative translation adjustment | 16.5 | 862 | 354 |  |
| Revaluation reserves |  | 813 | 875 | 1,111 |
| Other reserves |  | 25,672 | 22,462 | 19,903 |
| Net profit, Group share | 7,171 | 6,354 | 5,365 |  |
| Equity, Group share | $\mathbf{3 6 , 5 8 6}$ | $\mathbf{3 2 , 2 9 3}$ | $\mathbf{2 8 , 9 6 9}$ |  |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

### 16.2 Share capital and share premium account

As of December 31, 2019, the share capital consisted of $505,431,285$ fully paid-up shares ( $505,029,495$ as of December 31, 2018 and $507,042,596$ as of December 31, 2017), with a par value of 0.30 euros per share, including $232,293,232$ shares with
double voting rights (231,834,011 as of December 31, 2018 and $229,656,385$ as of December 31, 2017). Double voting rights are attached to registered shares held for more than three years.

Changes in the share capital and share premium account, in value and in terms of number of shares, break down as follows:

| (EUR millions) |  |  |  | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Amount |  |  | Amount | Amount |
|  |  | Share capital | Share premium account | Total |  |  |
| As of January 1 | 505,029,495 | 152 | 2,298 | 2,450 | 2,766 | 2,753 |
| Exercise of share subscription options | 403,946 | - | 21 | 21 | 49 | 53 |
| Retirement of LVMH shares | $(2,156)$ | - | - | - | (365) | (40) |
| As of December 31 | 505,431,285 | 152 | 2,319 | 2,470 | 2,450 | 2,766 |

### 16.3 LVMH shares

The portfolio of LVMH shares is allocated as follows:

| (EUR millions) |  | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Number | Amount | Amount | Amount

(a) See Note 17 regarding stock option and similar plans.

The market value of LVMH shares held under the liquidity contract as December 31, 2019 amounted to 16 million euros.
The portfolio movements of LVMH shares during the fiscal year were as follows:

| (Number of shares or EUR millions) | Number | Amount | Impact on cash |
| :---: | :---: | :---: | :---: |
| As of December 31, 2018 | 2,135,404 | 421 |  |
| Share purchases ${ }^{(a)}$ | 614,711 | 213 | (213) |
| Vested bonus shares | $(477,837)$ | (77) | - |
| Retirement of LVMH shares | $(2,156)$ | - | - |
| Disposals at net realized value ${ }^{(a)}$ | $(491,211)$ | (165) | 165 |
| Gain/(loss) on disposal | - | 10 | - |
| As of December 31, 2019 | 1,778,911 | 403 | (48) |

(a) Purchases and sales of LVMH shares mainly related to the management of the liquidity contract.

### 16.4 Dividends paid by the parent company LVMH SE

In accordance with French regulations, dividends are taken from the profit for the fiscal year and the distributable reserves of the parent company, after deducting applicable withholding tax and the value attributable to treasury shares.

As of December 31, 2019, the distributable amount was 15,918 million euros; after taking into account the proposed dividend distribution in respect of the 2019 fiscal year, it was 13,593 million euros.

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Interim dividend for the current fiscal year |  |  |  |
| (2019: 2.20 euros; 2018: 2.00 euros; 2017: 1.60 euros) | 1,112 | 1,010 | 811 |
| Impact of treasury shares | (4) | (4) | (7) |
| Gross amount disbursed for the fiscal year | 1,108 | 1,006 | 804 |
| Final dividend for the previous fiscal year |  |  |  |
| (2018: 4.00 euros; 2017: 3.40 euros; 2016: 2.60 euros) | 2,020 | 1,717 | 1,319 |
| Impact of treasury shares | (8) | (8) | (13) |
| Gross amount disbursed for the previous fiscal year | 2,012 | 1,709 | 1,306 |
| Total gross amount disbursed during the period ${ }^{(a)}$ | 3,119 | 2,715 | 2,110 |

(a) Excluding the impact of tax regulations applicable to the recipient.

The final dividend for fiscal year 2019, as proposed at the Shareholders' Meeting of April 16, 2020, is 4.60 euros per share, representing a total of 2,325 million euros before deduction
of the amount attributable to treasury shares held at the ex-dividend date.

Notes to the consolidated financial statements

### 16.5 Cumulative translation adjustment

The change in "Cumulative translation adjustment" recognized within "Equity, Group share", net of hedging effects of net assets denominated in foreign currency, breaks down as follows by currency:

| (EUR millions) | 2019 | Change | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: |
| US dollar | 364 | 71 | 293 | 139 |
| Swiss franc | 761 | 129 | 632 | 528 |
| Japanese yen | 125 | 16 | 109 | 69 |
| Hong Kong dollar | 388 | 34 | 354 | 316 |
| Pound sterling | (75) | 40 | (115) | (107) |
| Other currencies | (230) | 20 | (250) | (170) |
| Foreign currency net investment hedges ${ }^{(a)}$ | (471) | (21) | (450) | (421) |
| Total, Group share | 862 | 289 | 573 | 354 |

(a) Including: -146 million euros with respect to the US dollar (-141 million euros as of December 31, 2018 and -130 million euros as of December 31, 2017), -117 million euros with respect to the Hong Kong dollar ( -117 million euros as of December 31, 2018 and 2017) and - -208 million euros with respect to the Swiss franc ( -193 million euros as of December 31, 2018 and -180 million euros as of December 31, 2017). These amounts include the tax impact.

### 16.6 Strategy relating to the Group's financial structure

The Group believes that the management of its financial structure, together with the development of the companies it owns and the management of its brand portfolio, helps create value for its shareholders. Maintaining a suitable-quality credit rating is a core objective for the Group, ensuring good access to markets under favorable conditions, allowing it to seize opportunities and procure the resources it needs to develop its business.

To this end, the Group monitors a certain number of financial ratios and aggregate measures of financial risk, including:

- net financial debt (see Note 19) to equity;
- cash from operations before changes in working capital to net financial debt;
- net cash from operating activities;
- operating free cash flow (see Consolidated cash flow statement);
- long-term resources to fixed assets;
- proportion of long-term debt in net financial debt.

Long-term resources are understood to correspond to the sum of equity and non-current liabilities.

Where applicable, these indicators are adjusted to reflect the Group's off-balance sheet financial commitments.

The Group also promotes financial flexibility by maintaining numerous and varied banking relationships, through frequent recourse to several negotiable debt markets (both short- and long-term), by holding a large amount of cash and cash equivalents, and through the existence of sizable amounts of undrawn confirmed credit lines, intended to largely exceed the outstanding portion of its commercial paper program, while continuing to represent a reasonable cost for the Group.

## 17. BONUS SHARE AND SIMILAR PLANS

### 17.1 General characteristics of plans

## Share purchase and subscription option plans

At the Shareholders' Meeting of April 18, 2019, the shareholders renewed the authorization given to the Board of Directors, for a period of twenty-six months expiring in June 2021, to grant share subscription or purchase options to Group company employees or directors, on one or more occasions, in an amount not to exceed $1 \%$ of the Company's share capital.

As of December 31, 2019, this authorization had not been used by the Board of Directors.

No share subscription option or purchase plans have been set up since 2010.

No share subscription option plan remains in effect as of December 31, 2019.

## Bonus share plans

At the Shareholders' Meeting of April 12, 2018, the shareholders renewed the authorization given to the Board of Directors, for a period of twenty-six months expiring in June 2020, to grant existing or newly issued shares as bonus shares to Group company employees or senior executives, on one or more occasions, in an amount not to exceed $1 \%$ of the Company's share capital on the date of this authorization.

For the plans set up in 2015, bonus shares and (if performance conditions are met) bonus performance shares (i) vest to recipients who are French residents for tax purposes after a three-year period, which is followed by a two-year holding period during which recipients may not sell their shares and (ii) vest to recipients who are not French residents for tax purposes and become freely transferable after a period of four years.

For the plans set up since 2016, bonus shares and (if performance conditions are met) bonus performance shares vest to all recipients after a three-year period and are freely transferable once they have vested. However, as an exception, the vesting period applicable to shares granted on April 13, 2017 is one year (which is followed by a two-year holding period during which
recipients may not sell their shares) and those applicable to certain performance shares granted on July 26, 2017; October 25, 2017; January 25, 2018; and April 12, 2018 are between three and seven years.

## Performance conditions

In addition to the condition under which recipients must still be with the Group, the vesting of bonus shares under certain plans is subject to conditions related to LVMH's financial performance, which must be met in order for recipients to be entitled to them. Shares only vest if LVMH's consolidated financial statements for one or more fiscal years (specified for each plan) show a positive change compared to a reference fiscal year (set for each plan) with respect to one or more of the following indicators: the Group's profit from recurring operations, net cash from operating activities and operating investments, and current operating margin. The performance condition is assessed on a like-for-like basis to exclude the impact of acquisitions made during the two calendar years following the reference fiscal year and to neutralize the impact of disposals that took place during this same period. Only significant transactions (for more than 150 million euros) are restated in the accounts.

This concerns the following plans and fiscal years:

| Plan commencement date | Type of plan | Shares awarded if there is a positive change in one of the indicators between fiscal years |
| :---: | :---: | :---: |
| April 16, 2015 | Bonus shares | 2014 and 2015 |
| October 22, 2015 | " | 2015 and 2016; 2015 and 2017 |
| October 20, 2016 |  | 2016 and 2017; 2016 and 2018 |
| April 13, 2017 |  | 2016 and 2017 |
| October 25, 2017 |  | 2017 and 2018; 2017 and 2019 |
| April 12, 2018 |  | 2018 and 2019; 2018 and 2020 |
| October 25, 2018 |  | 2018 and 2019; 2018 and 2020 |
| October 24, 2019 |  | 2019 and 2020; 2019 and 2021 |

The bonus shares granted on July 26, 2017, as well as certain bonus shares granted on October 25, 2017; January 25, 2018; and April 12, 2018 are subject to conditions specifically related to the performance of a subsidiary, which are based partly on the subsidiary's consolidated revenue and consolidated profit from recurring operations, and partly (for some subsidiaries) on qualitative criteria.

## Impact of the distribution of Hermès shares on stock option and similar plans

In order to protect the holders of share subscription options and bonus shares, at the Shareholders' Meeting of November 25, 2014 the shareholders authorized the Board of Directors to adjust the number and exercise price of the share subscription options that had not been exercised before December 17, 2014, as well as the number of bonus shares that had not yet vested as of that date. Consequently, the number of share subscription options and bonus shares concerned was increased by $11.1 \%$, while the exercise price of these options was reduced by $9.98 \%$. Since the sole aim of these adjustments was to maintain the gain obtained by the recipients at the level attained prior to the distribution, they had no effect on the consolidated financial statements.

Notes to the consolidated financial statements

### 17.2 Share subscription option plans

The following table presents the main characteristics of the share subscription option plans and any changes that occurred during the fiscal year:

| Plan commencement date | Number of options granted ${ }^{(a)}$ | Exercise price ${ }^{(a)}$ (EUR) | Vesting period of rights | Number of options exercised in 2019 | Number of options expired in 2019 | Number of options outstanding as of Dec. 31 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| May 14, 2009 ${ }^{\text {b }}$ | 1,333,097 | 50.861 | 3 years | $(386,921)$ | $(7,142)$ |  |
| " | 37,106 | 50.879 | " | $(17,025)$ | - |  |
| Total | 1,370,203 |  |  | $(403,946)$ | $(7,142)$ | - |

(a) After adjusting for the number of options outstanding as of December 17, 2014 in connection with the distribution in kind of Hermès shares. See Note 17.1.
(b) Plan subject to performance conditions; see Note 17.1 "General characteristics of plans".

The number of unexercised share subscription options and the weighted average exercise price changed as follows during the fiscal years presented:

|  | 2019 |  | 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Weighted average exercise price (EUR) | Number | Weighted average exercise price (EUR) | Number | Weighted average exercise price (EUR) |
| Share subscription options outstanding as of January 1 | 411,088 | 50.86 | 1,180,692 | 59.56 | 1,903,010 | 65.17 |
| Options expired | $(7,142)$ | 50.86 | $(6,753)$ | 63.98 | $(13,833)$ | 74.67 |
| Options exercised | $(403,946)$ | 50.86 | $(762,851)$ | 64.21 | $(708,485)$ | 74.33 |
| Share subscription options outstanding as of December 31 | - | - | 411,088 | 50.86 | 1,180,692 | 59.56 |

### 17.3 Bonus share plans

The following table presents the main characteristics of the bonus share plans and any changes that occurred during the fiscal year:

| Plan commencement date | Number of shares awarded initially ${ }^{(a)}$ | Of which: performance shares ${ }^{(\text {al) }}$ (b) | Conditions satisfied? | Vesting period of rights | Shares expired in 2019 | Shares vested in 2019 | Non-vested shares as of Dec. 31, 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| April 16, 2015 | 73,262 | 73,262 | yes | $3^{(c)}$ or $4^{(d)}$ years |  | $(17,322)$ |  |
| October 22, 2015 | 315,532 | 315,532 | yes | $3^{(c)}$ or $4^{(d)}$ years | $(4,894)$ | $(126,928)$ |  |
| October 20, 2016 | 360,519 | 310,509 | yes | 3 years | $(6,880)$ | $(333,587)$ |  |
| July 26, 2017 | 21,700 | 21,700 | yes | 3 years | - |  | 21,700 |
| July 26, 2017 | 21,700 | 21,700 | yes | 4 years | - | - | 21,700 |
| October 25, 2017 | 288,827 | 270,325 | yes | 3 years | $(5,535)$ | - | 274,986 |
| October 25, 2017 | 76,165 | 76,165 | yes | 7 years ${ }^{(t)}$ | - | - | 76,165 |
| January 25, 2018 | 72,804 | 72,804 | - | 3 years |  |  | 72,804 |
| January 25, 2018 | 47,884 | 47,884 | (e) | 6 years ${ }^{(t)}$ |  | - | 47,884 |
| April 12, 2018 | 238,695 | 238,695 | (e) | 3 years | $(4,066)$ | - | 234,629 |
| April 12, 2018 | 93,421 | 93,421 | ${ }^{(e)}$ | 5 years ${ }^{(9)}$ | - | - | 93,421 |
| October 25, 2018 | 9,477 | 9,477 | ${ }^{(e)}$ | 3 years | (125) | - | 9,352 |
| October 24, 2019 | 200,077 | 200,077 | (e) | 3 years | - | - | 200,077 |
| Total | 2,229,505 | 2,093,229 |  |  | $(21,500)$ | $(477,837)$ | 1,052,718 |

(a) After adjusting for the distribution in kind of Hermès shares. See Note 17.1.
(b) See Note 17.1 "General characteristics of plans".
(c) Recipients with tax residence in France.
(d) Recipients with tax residence outside France.
(e) The performance conditions were considered to have been met for the purpose of determining the expense for fiscal year 2019, on the basis of budget data.
(f) Shares vest on June 30, 2024; early vesting on June 30, 2023 under certain conditions.
(g) Shares vest on June 30, 2023; vesting postponed to June 30, 2024 under certain conditions for a reduced number of shares.

The number of non-vested shares awarded changed as follows during the fiscal years presented:

| (number of shares) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Provisional allocations as of January 1 | $\mathbf{1 , 3 5 1 , 9 7 8}$ | $\mathbf{1 , 3 9 5 , 3 5 1}$ | $\mathbf{1 , 3 1 2 , 5 8 7}$ |
| Provisional allocations for the period | 200,077 | 462,281 | 455,252 |
| Shares vested during the period | $(477,837)$ | $(459,741)$ | $(335,567)$ |
| Shares expired during the period | $(21,500)$ | $(45,913)$ | $(36,921)$ |
| Provisional allocations as of December 31 | $\mathbf{1 , 0 5 2 , 7 1 8}$ | $\mathbf{1 , 3 5 1 , 9 7 8}$ | $\mathbf{1 , 3 9 5 , 3 5 1}$ |

### 17.4 Expense for the period

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Expense for the period for share subscription option and bonus share plans | 72 | 82 |  |

The LVMH closing share price the day before the grant date of the plan was 375.00 euros for the plan dated October 24, 2019.
The average unit value of non-vested bonus shares awarded under this plan during the 2019 fiscal year was 353.68 euros.

## 18. MINORITY INTERESTS

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| As of January 1 | 1,664 | 1,408 | 1,510 |
| Minority interests' share of net profit | 611 | 636 | 475 |
| Dividends paid to minority interests | (433) | (345) | (261) |
| Impact of changes in control of consolidated entities | 25 | 41 | 114 |
| Of which: Rimowa |  | - | 89 |
| Other | 25 | 41 | 25 |
| Impact of acquisition and disposal of minority interests' shares | - | (19) | (56) |
| Of which: Loro Piana |  | - | (58) |
| Other |  | (19) | 2 |
| Total impact of changes in the ownership interests in consolidated entities | 25 | 22 | 58 |
| Capital increases subscribed by minority interests | 95 | 50 | 44 |
| Minority interests' share in gains and losses recognized in equity | 17 | 45 | (134) |
| Minority interests' share in stock option plan expenses | 3 | 4 | 7 |
| Impact of changes in minority interests with purchase commitments | (203) | (156) | (291) |
| As of December 31 | 1,779 | 1,664 | 1,408 |

Notes to the consolidated financial statements

The change in minority interests' share in gains and losses recognized in equity breaks down as follows:

| (EUR millions) | Cumulative translation adjustment | Hedges of future foreign currency cash flows and cost of hedging | Vineyard land | $\begin{array}{r} \text { Employee } \\ \text { benefit } \\ \text { commitments } \end{array}$ | Minority interests' share in cumulative translation adjustment and revaluation reserves |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2016 | 224 | (14) | 246 | (39) | 417 |
| Changes during the fiscal year | (178) | 30 | 11 | 3 | (134) |
| As of December 31, 2017 | 46 | 16 | 257 | (36) | 283 |
| Changes during the fiscal year | 69 | (30) | 3 | 3 | 45 |
| As of December 31, 2018 | 115 | (14) | 260 | (33) | 328 |
| Changes during the fiscal year | 23 | 4 | 6 | (17) | 17 |
| As of December 31, 2019 | 138 | (10) | 266 | (50) | 345 |

Minority interests are composed primarily of Diageo's $34 \%$ stake in Moët Hennessy SAS and Moët Hennessy International SAS ("Moët Hennessy") and the 39\% stake held by Mari-Cha Group Ltd in DFS. Since the $34 \%$ stake held by Diageo in Moët Hennessy is subject to a purchase commitment, it is reclassified at the
period-end within "Purchase commitments for minority interests' shares" under "Other non-current liabilities" and is therefore excluded from the total amount of minority interests at the period-end. See Notes 1.12 and 21.

Dividends paid to Diageo during fiscal year 2019 amounted to 177 million euros. Net profit attributable to Diageo for fiscal year 2019 was 366 million euros, and its share in minority interests (before recognition of the purchase commitment granted to Diageo) came to 3,414 million euros as of December 31, 2019. As of that date, the consolidated balance sheet of Moët Hennessy was as follows:

| (EUR billions) | 2019 |
| :--- | ---: |
| Property, plant and equipment |  |
| and intangible assets | 4.6 |
| Other non-current assets | 0.4 |
| Non-current assets | 5.0 |
| Inventories and work in progress | 5.8 |
| Other current assets | 1.4 |
| Cash and cash equivalents | 2.4 |
| Current assets | $\mathbf{9 . 5}$ |
| Total assets | $\mathbf{1 4 . 5}$ |


| (EUR billions) | 2019 |
| :--- | ---: |
| Equity | 10.0 |
| Non-current liabilities | 1.4 |
| Equity and non-current liabilities | $\mathbf{1 1 . 4}$ |
| Short-term borrowings | 1.5 |
| Other current liabilities | 1.7 |
| Current liabilities | $\mathbf{3 . 2}$ |
| Total liabilities and equity | $\mathbf{1 4 . 5}$ |

With regard to DFS, dividends paid to Mari-Cha Group Ltd during fiscal year 2019 amounted to 98 million euros. Net profit attributable to Mari-Cha Group Ltd for fiscal year 2019 was 132 million euros, and its share in accumulated minority interests as of December 31, 2019 came to 1,477 million euros.

## 19. BORROWINGS

### 19.1 Net financial debt

| (EUR millions) | 2019 | $2018{ }^{(a)}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| Long-term borrowings | 5,101 | 6,005 | 7,046 |
| Short-term borrowings | 7,610 | 5,027 | 4,530 |
| Gross borrowings | 12,711 | 11,032 | 11,576 |
| Interest rate risk derivatives | (16) | (16) | (28) |
| Foreign exchange risk derivatives | 47 | 146 | (25) |
| Gross borrowings after derivatives | 12,742 | 11,162 | 11,523 |
| Current available for sale financial assets ${ }^{(b)}$ | (733) | (666) | (515) |
| Non-current available for sale financial assets used to hedge financial debt ${ }^{(c)}$ | (130) | (125) | (117) |
| Cash and cash equivalents ${ }^{(d)}$ | $(5,673)$ | $(4,610)$ | $(3,738)$ |
| Net financial debt | 6,206 | 5,761 | 7,153 |
| Belmond shares (presented within "Non-current available for sale financial assets") | - | (274) |  |
| Adjusted net financial debt, excluding the acquisition of Belmond shares | 6,206 | 5,487 | 7,153 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
(b) See Note 14
(c) See Note 9.
(d) See Note 15.1.

The change in gross borrowings after derivatives during the fiscal year breaks down as follows:

| (EUR millions) | $\begin{array}{r} \text { Dec. 31, } \\ 2018 \end{array}$ | Impact of changes in accounting standards ${ }^{(a)}$ | As of Jan. 1, 2019, after restatement | Impact on cash ${ }^{(b)}$ | Translation adjustment | Impact of market value changes | Changes in the scope of consolidation | Reclassifications and Other | $\begin{array}{r} \text { As of } \\ \text { Dec. 31, } \\ 2019 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term borrowings | 6,005 | (315) | 5,690 | 496 | 42 | 2 | 733 | $(1,862)$ | 5,101 |
| Short-term borrowings | 5,027 | (26) | 5,001 | 656 | 37 | 10 | 32 | 1,873 | 7,610 |
| Gross borrowings | 11,032 | (341) | 10,691 | 1,152 | 79 | 12 | 764 | 12 | 12,711 |
| Derivatives | 130 | - | 130 | 2 | - | (102) | 1 | - | 31 |
| Gross borrowings |  |  |  |  |  |  |  |  |  |
| after derivatives | 11,162 | (341) | 10,821 | 1,154 | 79 | (89) | 766 | 12 | 12,742 |

(a) The impact of changes in accounting standards arose from the application of IFRS 16 Leases as of January 1,2019. See Note 1.2 regarding the impact of the application of IFRS 16.
(b) Including a positive impact of 2,837 million euros in respect of proceeds from borrowings and a negative impact of 1,810 million euros in respect of repayment of borrowings.

Changes in the scope of consolidation were related to the acquisition of Belmond. The bank borrowings on Belmond's balance sheet at the acquisition date were repaid in the amount of 560 million euros. See Note 2.

In February 2019, LVMH completed two fixed-rate bond issues totaling 1.0 billion euros, comprised of 300 million euros in bonds maturing in 2021 and 700 million euros in bonds maturing in 2023.

During the year, LVMH repaid the 300 million euro bond issued in 2014, the 600 million euro bond issued in 2013 and the 150 million Australian dollar bond issued in 2014.

During the 2018 fiscal year, LVMH repaid the 500 million euro bond issued in 2011 and the 1,250 million euro bond issued in 2017.

In May 2017, LVMH carried out a bond issue divided into four tranches totaling 4.5 billion euros, comprised of 3.25 billion euros in fixed-rate bonds and 1.25 billion euros in floating-rate bonds. In addition, in June 2017, LVMH issued 400 million pounds sterling in fixed-rate bonds maturing in June 2022. At the time these bonds were issued, swaps were entered into that converted them into euro-denominated borrowings. These transactions occurred in connection with the acquisition of

Christian Dior Couture (see Note 2), completed in July 2017. During the 2017 fiscal year, LVMH repaid the 850 million US dollar bond issued in 2012, the 150 million euro bond issued in 2009, and the 350 million pound bond issued in 2014.

Net financial debt does not include purchase commitments for minority interests (see Note 21) or lease liabilities (see Note 7). The finance lease liability was reclassified to lease liabilities.

### 19.2 Breakdown of gross borrowings

| (EUR millions) | 2019 | $2018{ }^{\text {a }}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| Bonds and Euro Medium-Term Notes (EMTNs) | 4,791 | 5,593 | 6,557 |
| Finance leases | - | 315 | 296 |
| Bank borrowings | 310 | 97 | 193 |
| Long-term borrowings | 5,101 | 6,005 | 7,046 |
| Bonds and Euro Medium-Term Notes (EMTNs) | 1,854 | 996 | 1,753 |
| Bank borrowings | 262 | 220 | 340 |
| Commercial paper | 4,868 | 3,174 | 1,855 |
| Other borrowings and credit facilities | 430 | 421 | 429 |
| Bank overdrafts | 176 | 197 | 120 |
| Accrued interest | 21 | 19 | 33 |
| Short-term borrowings | 7,610 | 5,027 | 4,530 |
| Gross borrowings | 12,711 | 11,032 | 11,576 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

The market value of gross borrowings, based on market data and commonly used valuation models, was 12,770 million euros as of December 31, 2019 ( 11,076 million euros as of December 31, 2018 and 11,651 million euros as of December 31, 2017), including 7,618 million euros in short-term borrowings ( 5,032 million euros as of December 31, 2018 and 4,533 million euros as of

December 31, 2017) and 5,151 million euros in long-term borrowings (6,044 million euros as of December 31, 2018 and 7,118 million euros as of December 31, 2017).

As of December 31, 2019, 2018 and 2017, no financial debt was recognized using the fair value option. See Note 1.21.

### 19.3 Bonds and EMTNs

| Nominal amount (in currency) | Year issued | Maturity | Initial effective interest rate ${ }^{(\mathrm{a})}$ (\%) | $2019$ <br> (EUR millions) | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EUR 1,200,000,000 | 2017 | 2024 | 0.82 | 1,203 | 1,197 | 1,192 |
| EUR 800,000,000 | 2017 | 2022 | 0.46 | 800 | 799 | 796 |
| GBP 400,000,000 | 2017 | 2022 | 1.09 | 469 | 439 | 445 |
| EUR 1,250,000,000 | 2017 | 2020 | 0.13 | 1,249 | 1,248 | 1,246 |
| EUR 1,250,000,000 | 2017 | 2018 | floating | - | - | 1,253 |
| USD 750,000,000 ${ }^{(b)}$ | 2016 | 2021 | 1.92 | 660 | 639 | 603 |
| EUR 650,000,000 | 2014 | 2021 | 1.12 | 662 | 664 | 663 |
| AUD 150,000,000 | 2014 | 2019 | 3.68 | - | 94 | 100 |
| EUR 300,000,000 | 2014 | 2019 | floating | - | 300 | 300 |
| EUR 600,000,000 | 2013 | 2020 | 1.89 | 605 | 606 | 606 |
| EUR 600,000,000 ${ }^{\text {c] }}$ | 2013 | 2019 | 1.25 | - | 603 | 605 |
| EUR 500,000,000 | 2011 | 2018 | 4.08 | - | - | 501 |
| EUR 300,000,000 | 2019 | 2021 | 0.03 | 300 | - |  |
| EUR 700,000,000 | 2019 | 2023 | 0.26 | 697 | - |  |
| Total bonds and EM |  |  |  | 6,645 | 6,589 | 8,310 |

(a) Before the impact of interest-rate hedges implemented when or after the bonds were issued.
(b) Cumulative amounts and weighted average initial effective interest rate based on a 600 million US dollar bond issued in February 2016 at an initial effective interest rate of $1.96 \%$ and a 150 million US dollar tap issue carried out in April 2016 at an effective interest rate of $1.74 \%$. These yields were determined excluding the option component.
(c) Cumulative amounts and weighted average initial effective interest rate based on a 500 million euro bond issued in 2013 at an initial effective interest rate of $1.38 \%$ and a 100 million euro tap issue carried out in 2014 at an effective interest rate of $0.62 \%$.
19.4 Analysis of gross borrowings by payment date and by type of interest rate

| (EUR millions) |  | Gross borrowings |  |  | Impact of derivatives |  |  | Gross borrowings after derivatives |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fixed rate | Floating rate | Total | Fixed rate | Floating rate | Total | Fixed rate | Floating rate | Total |
| Maturity: | December 31, 2020 | 7,099 | 511 | 7,610 | (333) | 404 | 71 | 6,766 | 915 | 7,681 |
|  | December 31, 2021 | 1,694 | 152 | 1,846 | (676) | 636 | (40) | 1,018 | 788 | 1,806 |
|  | December 31, 2022 | 1,306 | - | 1,306 | (668) | 658 | (10) | 638 | 658 | 1,296 |
|  | December 31, 2023 | 712 | - | 712 | 18 | - | 18 | 730 | - | 730 |
|  | December 31, 2024 | 1,217 | 4 | 1,221 | (301) | 293 | (8) | 916 | 297 | 1,213 |
|  | December 31, 2025 | 11 | - | 11 | - | - | - | 11 | - | 11 |
|  | Thereafter | 5 | - | 5 | - | - | - | 5 | - | 5 |
| Total |  | 12,044 | 667 | 12,711 | $(1,960)$ | 1,991 | 31 | 10,084 | 2,658 | 12,742 |

See Note 23.4 for the market value of interest rate risk derivatives.
The breakdown by quarter of gross borrowings falling due in 2019 is as follows:

| (EUR millions) | Falling due in 2020 |
| :--- | ---: |
| First quarter | 4,758 |
| Second quarter | 2,740 |
| Third quarter | 11 |
| Fourth quarter | 101 |
| Total | 7,610 |

### 19.5 Analysis of gross borrowings by currency after derivatives

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Euro | 7,849 | 6,445 | 6,665 |
| US dollar | 3,457 | 3,277 | $\mathbf{3 , 0 4 5}$ |
| Swiss franc | - | 144 |  |
| Japanese yen | 622 | 722 |  |
| Other currencies | 814 | 662 | 778 |
| Total | $\mathbf{1 2 , 7 4 2}$ | $\mathbf{1 1 , 1 6 2}$ | $\mathbf{1 1 , 5 2 3}$ |

The purpose of foreign currency borrowings is to finance the development of the Group's activities outside the eurozone, as well as the Group's assets denominated in foreign currency.

### 19.6 Sensitivity

On the basis of debt as of December 31, 2019:

- an instantaneous increase of 1 point in the yield curves of the Group's debt currencies would raise the cost of net financial debt by 30 million euros after hedging, and would lower the market value of gross fixed-rate borrowings by 95 million euros after hedging;
- an instantaneous decline of 1 point in these same yield curves would lower the cost of net financial debt by 30 million euros after hedging, and would raise the market value of gross fixed-rate borrowings by 95 million euros after hedging;
- an instantaneous 1-point increase in these same yield curves would raise equity by around 10 million euros, as a result of the change in the market value of instruments used to hedge future interest payments;
- an instantaneous 1-point decrease in these same yield curves would reduce equity by around 10 million euros, as a result of the change in the market value of instruments used to hedge future interest payments.


### 19.7 Covenants

In connection with certain credit lines, the Group may undertake to maintain certain financial ratios. As of December 31, 2019, no significant credit lines were concerned by these provisions.

### 19.8 Undrawn confirmed credit lines

As of December 31, 2019, undrawn confirmed credit lines totaled 21.1 billion euros, including 15.2 billion euros in credit lines set up to secure financing for the acquisition of Tiffany.

### 19.9 Guarantees and collateral

As of December 31, 2019, borrowings secured by collateral were less than 350 million euros.

## 20. PROVISIONS AND OTHER NON-CURRENT LIABILITIES

Non-current provisions and other liabilities comprise the following:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}^{\left({ }^{(a)}\right.}$ | $\mathbf{2 0 1 7}^{\text {(a) }}$ |
| :--- | ---: | ---: | ---: |
| Non-current provisions | 1,457 | $\mathbf{1 , 2 4 5}$ | $\mathbf{1 , 2 7 2}$ |
| Uncertain tax positions | 1,172 | 1,185 | 1,212 |
| Derivatives | $\mathbf{7 1 2}$ | 283 | 229 |
| Employee profit sharing | 96 | 89 | 94 |
| Other liabilities | 375 | 386 | $\mathbf{3 7 0}$ |
| Non-current provisions and other liabilities | $\mathbf{3 , 8 1 2}$ | $\mathbf{3 , 1 8 8}$ | $\mathbf{3 , 1 7 7}$ |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
(b) See Note 23.

Provisions concern the following types of contingencies and losses:

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Provisions for pensions, medical costs and similar commitments | 812 | 605 | 625 |
| Provisions for contingencies and losses | 646 | 640 | $\mathbf{6 4 7}$ |
| Non-current provisions | 1,457 | 1,245 | 4 |
| Provisions for pensions, medical costs and similar commitments | 8 | 7 | 4 |
| Provisions for contingencies and losses | 406 | 362 | 404 |
| Current provisions | 414 | 369 | 1,676 |
| Total | 1,872 | 1,614 | 4 |

Provisions changed as follows during the fiscal year:

| (EUR millions) | $\begin{array}{r} \text { Dec. 31, } \\ 2018 \end{array}$ | Increases | Amounts used | Amounts released | Changes in the scope of consolidation | Other ${ }^{(a)}$ | $\begin{array}{r} \text { Dec. 31, } \\ 2019 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Provisions for pensions, medical |  |  |  |  |  |  |  |
| costs and similar commitments | 612 | 159 | (124) | (1) | - | 173 | 820 |
| Provisions for contingencies and losses | 1,002 | 373 | (208) | (130) | 13 | - | 1,052 |
| Total | 1,614 | 533 | (332) | (130) | 13 | 173 | 1,872 |

(a) Including the impact of translation adjustment and change in revaluation reserves.

Provisions for contingencies and losses correspond to the estimate of the impact on assets and liabilities of risks, disputes (see Note 32), or actual or probable litigation arising from the Group's activities; such activities are carried out worldwide, within what is often an imprecise regulatory framework that is different for each country, changes over time and applies to areas ranging from product composition and packaging to relations with the Group's partners (distributors, suppliers, shareholders in subsidiaries, etc.).

Non-current liabilities related to uncertain tax positions included an estimate of the risks, disputes and actual or probable litigation related to the income tax computation. The Group's entities in France and abroad may be subject to tax inspections and, in certain cases, to rectification claims from local administrations. A liability is recognized for these rectification claims, together with any uncertain tax positions that have been identified but not yet officially notified, the amount of which is regularly reviewed in accordance with the criteria of the application of IFRIC 23 Uncertainty over Income Tax Treatment.

## 21. PURCHASE COMMITMENTS FOR MINORITY INTERESTS' SHARES

As of December 31, 2019, purchase commitments for minority interests' shares mainly include the put option granted by LVMH to Diageo plc for its $34 \%$ share in Moët Hennessy for $80 \%$ of the fair value of Moët Hennessy at the exercise date of the option. This option may be exercised at any time subject to a six-month notice period. The fair value of this commitment was calculated by applying the share price multiples of comparable firms to Moët Hennessy's consolidated operating results.

Moët Hennessy SAS and Moët Hennessy International SAS ("Moët Hennessy") hold the LVMH group's investments in the Wines and Spirits businesses, with the exception of the equity investments in Château d'Yquem, Château Cheval Blanc, Clos des Lambrays and Colgin Cellars, and excluding certain champagne vineyards.

Purchase commitments for minority interests' shares also include commitments relating to minority shareholders in Loro Piana ( $15 \%$ ), Rimowa ( $20 \%$ ), and distribution subsidiaries in various countries, mainly in the Middle East.

## 22. TRADE ACCOUNTS PAYABLE AND OTHER CURRENT LIABILITIES

### 22.1 Trade accounts payable

The change in trade accounts payable for the fiscal years presented breaks down as follows:

| (EUR millions) | 2019 | $2018{ }^{(a)}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| As of December 31 | 5,314 | 4,539 | 4,184 |
| Impact of changes in accounting standards | (108) |  |  |
| As of January 1, after restatement | 5,206 | 4,539 | 4,184 |
| Change in trade accounts payable | 335 | 715 | 257 |
| Changes in amounts owed to customers | 9 | 8 | 2 |
| Changes in the scope of consolidation | 216 | 7 | 315 |
| Translation adjustment | 56 | 49 | (198) |
| Reclassifications | (8) | (4) | (21) |
| As of December 31 | 5,814 | 5,314 | 4,539 |

(a) The 2017 and 2018 financial statements have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16 .

### 22.2 Current provisions and other liabilities

| (EUR millions) | 2019 | $2018{ }^{\text {(a) }}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| Current provisions ${ }^{(b)}$ | 414 | 369 | 404 |
| Derivatives ${ }^{(c)}$ | 138 | 166 | 45 |
| Employees and social institutions | 1,786 | 1,668 | 1,530 |
| Employee profit sharing | 123 | 105 | 101 |
| Taxes other than income taxes | 752 | 685 | 634 |
| Advances and payments on account from customers | 559 | 398 | 354 |
| Provision for product returns ${ }^{(d)}$ | 399 | 356 | - |
| Deferred payment for non-current assets | 769 | 646 | 548 |
| Deferred income | 273 | 273 | 255 |
| Other liabilities | 1,093 | 1,288 | 1,286 |
| Total | 6,305 | 5,954 | 5,157 |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
(b) See Note 20.
(c) See Note 23.
(d) See Note 1.26

## 23. FINANCIAL INSTRUMENTS AND MARKET RISK MANAGEMENT

### 23.1 Organization of foreign exchange, interest rate and equity market risk management

Financial instruments are mainly used by the Group to hedge risks arising from Group activity and protect its assets.
The management of foreign exchange and interest rate risk, in addition to transactions involving shares and financial instruments, is centralized.
The Group has implemented a stringent policy and rigorous management guidelines to manage, measure, and monitor these market risks.

These activities are organized based on a segregation of duties between risk measurement, hedging (front office), administration (back office) and financial control.

The backbone of this organization is an integrated information system which allows hedging transactions to be monitored quickly.

The Group's hedging strategy is presented to the Audit Committee. Hedging decisions are made according to an established process that includes regular presentations to the Group's Executive Committee and detailed documentation.

Counterparties are selected based on their rating and in accordance with the Group's risk diversification strategy.

### 23.2 Financial assets and liabilities recognized at fair value by measurement method

|  |  |  | 2019 |  |  | 2018 |  |  | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Available for sale financial assets | Derivatives | Cash and cash equivalents (SICAV and FCP money market funds) | Available for sale financial assets | Derivatives | Cash and cash equivalents (SICAV and FCP money market funds) | Available for sale financial assets | Derivatives | Cash and cash equivalents (SICAV and FCP money market funds) |
| Valuation based on: ${ }^{(a)}$ |  |  |  |  |  |  |  |  |  |
| Published price quotations | 945 | - | 5673 | 1171 | - | 4610 | 772 | - | 3738 |
| Valuation model based on market data | 381 | 962 | - | 307 | 380 | - | 331 | 742 | - |
| Private quotations | 322 | - | - | 288 | - | - | 201 | - | - |
| Assets | 1648 | 962 | 5673 | 1766 | 380 | 4610 | 1304 | 742 | 3738 |
| Valuation based on: ${ }^{(a)}$ |  |  |  |  |  |  |  |  |  |
| Published price quotations | - | - | - | - | - | - | - | - | - |
| Valuation model based on market data | - | 850 | - | - | 449 | - | - | 274 | - |
| Private quotations | - | - | - | - | - | - | - | - | - |
| Liabilities | - | 850 | - | - | 449 | - | - | 274 | - |

(a) See Note 1.9 on the valuation approaches used.

Derivatives used by the Group are measured at fair value according to commonly used valuation models and based on market data. The counterparty risk associated with these derivatives (i.e. the credit valuation adjustment) is assessed on the basis of credit spreads from observable market data, as well as on the basis of the
derivatives' market value adjusted by flat-rate add-ons depending on the type of underlying and the maturity of the derivative. It was not significant as of December 31, 2019, December 31, 2018 and December 31, 2017.

The amount of financial assets valued on the basis of private quotations changed as follows in 2019:

| (EUR millions) | 2019 |
| :--- | ---: |
| As of January 1 | 288 |
| Acquisitions | 66 |
| Disposals (at net realized value) | $(3)$ |
| Gains and losses recognized in income statement | $(27)$ |
| Gains and losses recognized in equity | (1) |
| Reclassifications | $(1)$ |
| As of December 31 | 322 |

### 23.3 Summary of derivatives

Derivatives are recorded in the balance sheet for the amounts and in the captions detailed as follows:

| (EUR millions) |  |  | Notes | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest rate risk | Assets: | non-current |  | 20 | 23 | 33 |
|  |  | current |  | 12 | 12 | 9 |
|  | Liabilities: | non-current |  | (3) | (7) | (8) |
|  |  | current |  | (14) | (12) | (6) |
|  |  |  | 23.4 | 16 | 16 | 28 |
| Foreign exchange risk | Assets: | non-current |  | 68 | 18 | 34 |
|  |  | current |  | 165 | 108 | 485 |
|  | Liabilities: | non-current |  | (15) | (60) | (42) |
|  |  | current |  | (124) | (154) | (39) |
|  |  |  | 23.5 | 93 | (88) | 438 |
| Other risks | Assets: | non-current |  | 694 | 216 | 179 |
|  |  | current |  | 3 | 3 | 2 |
|  | Liabilities: | non-current |  | (694) | (216) | (179) |
|  |  | current |  | - | - | - |
|  |  |  | 23.6 | 2 | 3 | 2 |
| Total | Assets: | non-current | 10 | 782 | 257 | 246 |
|  |  | current | 13 | 180 | 123 | 496 |
|  | Liabilities: | non-current | 20 | (712) | (283) | (229) |
|  |  | current | 22 | (138) | (166) | (45) |
|  |  |  |  | 112 | (69) | 468 |

The impact of financial instruments on the consolidated statement of comprehensive gains and losses for the fiscal year breaks down as follows:

| (EUR millions) | Foreign exchange risk ${ }^{()^{(2)}}$ |  |  |  |  |  | Interest rate risk ${ }^{\text {b }}$ ( |  |  | Total ${ }^{\text {c }}$ ( |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Revaluation of effective portions, of which: |  |  |  | Revaluation of cost of hedging | Total | Revaluation of effective portions | Ineffective portion | Total |  |
|  | Hedges of future foreign currency cash flows | Fair value hedges | Foreign currency net investment hedges | Total |  |  |  |  |  |  |
| Changes in the income statement | - | (76) | - | (76) | - | (76) | 3 | (1) | 2 | (74) |
| Changes in consolidated gains and losses | 14 | - | (32) | (18) | 29 | 11 | (1) | 2 | 1 | 12 |

(a) See Notes 1.8 and 1.22 on the principles of fair value adjustments to foreign exchange risk hedging instruments.
(b) See Notes 1.21 and 1.22 on the principles of fair value adjustments to interest rate risk derivatives.
(c) Gain/(Loss).

Since fair value adjustments to hedged items recognized in the balance sheet offset the effective portions of fair value hedging instruments (see Note 1.21), no ineffective portions of exchange rate hedges were recognized during the fiscal year.

### 23.4 Derivatives used to manage interest rate risk

The aim of the Group's debt management policy is to adapt the debt maturity profile to the characteristics of the assets held, to contain borrowing costs, and to protect net profit from the impact of significant changes in interest rates.

For these purposes, the Group uses interest rate swaps and options.
Derivatives used to manage interest rate risk outstanding as of December 31, 2019 break down as follows:

| (EUR millions) | Nominal amounts by maturity |  |  |  |  |  | Market value ${ }^{(a)(b)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 1 year | From 1 to 5 years | More than 5 years | Total | Future cash flow hedges | Fair value hedges | Not allocated | Total |
| Interest rate swaps, |  |  |  |  |  |  |  |  |
| floating-rate payer | 400 | 1620 | - | 2020 | - | 27 | - | 27 |
| Interest rate swaps, fixed-rate payer | - | 902 | - | 902 | (4) | - | (4) | (8) |
| Foreign currency swaps, euro-rate payer | - | 470 | - | 470 | - | 1 | - | 1 |
| Foreign currency swaps, euro-rate receiver | 57 | 133 | - | 190 | - | (4) | - | (4) |
| Total |  |  |  |  | (4) | 24 | (4) | 16 |

(a) Gain/(Loss).
(b) See Note 1.9 regarding the methodology used for market value measurement.

Notes to the consolidated financial statements

### 23.5 Derivatives used to manage foreign exchange risk

A significant portion of Group companies' sales to customers and to their own retail subsidiaries as well as certain purchases are denominated in currencies other than their functional currency; the majority of these foreign currency-denominated cash flows are intra-Group cash flows. Hedging instruments are used to reduce the risks arising from the fluctuations of currencies against the exporting and importing companies' functional currencies, and are allocated to either accounts receivable or accounts payable (fair value hedges) for the fiscal year, or to transactions anticipated for future periods (cash flow hedges).

Future foreign currency-denominated cash flows are broken down as part of the budget preparation process and are hedged progressively over a period not exceeding one year unless a longer period is justified by probable commitments. As such, and according to market trends, identified foreign exchange risks are hedged using forward contracts or options.

The Group may also use appropriate financial instruments to hedge the net worth of subsidiaries outside the eurozone, in order to limit the impact of foreign currency fluctuations against the euro on consolidated equity.

Derivatives used to manage foreign exchange risk outstanding as of December 31, 2019 break down as follows:

| (EUR millions) | Nominal amounts by fiscal year of allocation ${ }^{(a)}$ |  |  |  |  |  |  | Market value ${ }^{(b)(c)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2020 | Thereafter | Total | Future cash flow hedges | Fair value hedges | Foreign currency net investment hedges | Not allocated | Total |
| Options purchased |  |  |  |  |  |  |  |  |  |
| Put USD | - | 241 | - | 241 | 8 | - | - | - | 8 |
| Put JPY | - | 28 | 20 | 48 | 1 | - | - | - | 1 |
| Put GBP | - | 123 | - | 123 | 3 | - | - | - | 3 |
| Other | - | 84 | - | 84 | 2 | - | - | - | 2 |
|  | - | 476 | 20 | 496 | 14 | - | - | - | 14 |
| Collars |  |  |  |  |  |  |  |  |  |
| Written USD | 356 | 5,737 | 519 | 6,612 | 90 | - | - | - | 90 |
| Written JPY | 23 | 1,267 | 17 | 1,307 | 20 | - | - | - | 20 |
| Written GBP | 8 | 425 | - | 433 | - | - | - | - | - |
| Written HKD | - | 464 | - | 464 | 3 | - | - | - | 3 |
| Written CNY | - | 504 | 34 | 538 | 12 | - | - | - | 12 |
|  | 387 | 8,397 | 570 | 9,354 | 125 | - | - | - | 125 |
| Forward exchange contracts |  |  |  |  |  |  |  |  |  |
| USD | 239 | (145) | - | 94 | 1 | 2 | - | - | 3 |
| HKD | - | - | - | - | - | - | - | - | - |
| JPY | 35 | - | - | 35 | - | - | - | - | - |
| CHF | (10) | - | - | (10) | - | 1 | - | - | 1 |
| RUB | 39 | - | - | 39 | - | (1) | - | - | (1) |
| CNY | - | - | - | - | - | - | - | - | - |
| GBP | 36 | 9 | - | 45 | - | - | - | - | - |
| Other | 104 | 16 | - | 120 | (1) | (2) | - | - | (3) |
|  | 443 | (120) | - | 323 | - | - | - | - | - |
| Foreign exchange swaps |  |  |  |  |  |  |  |  |  |
| USD | 136 | 445 | (534) | 47 | - | (37) | 6 | - | (31) |
| GBP | 1,098 | - | - | 1,098 | - | 4 | - | - | 4 |
| JPY | 317 | - | - | 317 | - | (9) | - | - | (9) |
| CNY | (325) | 19 | 11 | (295) | - | (2) | - | - | (2) |
| Other | 92 | - | - | 92 | - | (4) | (4) | - | (8) |
|  | 1,318 | 464 | (523) | 1,259 | - | (48) | 2 | - | (46) |
| Total | 2,148 | 9,217 | 67 | 11,432 | 139 | (48) | 2 | - | 93 |

[^6]The impact on the income statement of gains and losses on hedges of future cash flows, as well as the future cash flows hedged using these instruments, will mainly be recognized in 2020; the amount will depend on exchange rates at that date. The impact on net profit for fiscal year 2019 of a $10 \%$ change in the value of
the US dollar, the Japanese yen, the Swiss franc and the Hong Kong dollar against the euro, including impact of foreign exchange derivatives outstanding during the period, compared with the rates applying to transactions in 2019, would have been as follows:

| (EUR millions) | US dollar |  | Japanese yen |  | Swiss franc |  | Hong Kong dollar |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | +10\% | -10\% | +10\% | -10\% | +10\% | -10\% | +10\% | -10\% |
| Impact of: |  |  |  |  |  |  |  |  |
| - change in exchange rates of cash receipts in respect |  |  |  |  |  |  |  |  |
| of foreign currency-denominated sales | 62 | (231) | 66 | (48) | - | - | 6 | (19) |
| - conversion of net profit of entities outside the eurozone | 110 | (110) | 36 | (36) | 27 | (27) | 27 | (27) |
| Impact on net profit | 172 | (341) | 102 | (84) | 27 | (27) | 33 | (46) |

The data presented in the table above should be assessed on the basis of the characteristics of the hedging instruments outstanding in fiscal year 2019, mainly comprising options and collars.

As of December 31, 2019, forecast cash collections for 2020 in US dollars and Japanese yen are $80 \%$ hedged. For the hedged portion, the exchange rate upon sale will be at least 1.15 USD/EUR for the US dollar and at least $124 \mathrm{JPY} / E U R$ for the Japanese yen.

The Group's net equity (excluding net profit) exposure to foreign currency fluctuations as of December 31, 2019 can be assessed by measuring the impact of a $10 \%$ change in the value of the US dollar, the Japanese yen, the Swiss franc and the Hong Kong dollar against the euro compared to the rates applying as of the same date:

| (EUR millions) | US dollar |  | Japanese yen |  | Swiss franc |  | Hong Kong dollar |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | +10\% | -10\% | +10\% | -10\% | +10\% | -10\% | +10\% | -10\% |
| Conversion of foreign currency-denominated net assets | 374 | (374) | 47 | (47) | 311 | (311) | 78 | (78) |
| Change in market value of net investment hedges, after tax | (253) | 306 | (7) | 66 | (46) | 38 | (20) | 21 |
| Net impact on equity, excluding net profit | 121 | (68) | 40 | 19 | 265 | (273) | 58 | (57) |

### 23.6 Financial instruments used to manage other risks

The Group's investment policy is designed to take advantage of a long-term investment horizon. Occasionally, the Group may invest in equity-based financial instruments with the aim of enhancing the dynamic management of its investment portfolio.
The Group is exposed to risks of share price changes either directly (as a result of its holding of subsidiaries, equity investments and current available for sale financial assets) or indirectly (as a result of its holding of funds, which are themselves partially invested in shares).

The Group may also use equity-based derivatives to synthetically create an economic exposure to certain assets, to hedge cash-settled compensation plans index-linked to the LVMH share price, or to hedge certain risks related to changes in the LVMH share price. In connection with the convertible bonds issued in 2016 (see Note 18 to the consolidated financial statements as of December 31, 2016), LVMH subscribed to financial instruments enabling it to fully hedge the exposure to any positive or negative changes in the LVMH share price. As provided by applicable accounting policies, the optional components of convertible bonds and financial instruments subscribed for hedging purposes
are recorded under "Derivatives". The change in market value of these options is index-linked to the change in the LVMH share price.

The Group - mainly through its Watches and Jewelry business group - may be exposed to changes in the prices of certain precious metals, such as gold. In certain cases, in order to ensure visibility with regard to production costs, hedges may be implemented. This is achieved either by negotiating the forecast price of future deliveries of alloys with precious metal refiners, or the price of semi-finished products with producers; or directly by purchasing hedges from top-ranking banks. In the latter case, gold may be purchased from banks, or future and/or options contracts may be taken out with a physical delivery of the gold. Derivatives outstanding relating to the hedging of precious metal prices as of December 31, 2019 have a positive market value of 2 million euros. Considering nominal values of 199 million euros for those derivatives, a uniform $1 \%$ change in their underlying assets' prices as of December 31, 2019 would have a net impact on the Group's consolidated reserves in an amount of 1 million euros. These instruments mature in 2020.

Notes to the consolidated financial statements

### 23.7 Liquidity risk

In addition to local liquidity risks, which are generally immaterial, the Group's exposure to liquidity risk can be assessed in relation to the amount of its short-term borrowings excluding derivatives, i.e. 7.6 billion euros, close to the 6.5 billion euros balance of cash and cash equivalents, or in relation to the outstanding amount of its commercial paper program, i.e. 4.9 billion euros. Should any of these borrowing facilities not be renewed, the Group has access to undrawn confirmed credit lines totaling 21.1 billion
euros, including 15.2 billion euros in credit lines set up to secure financing for the acquisition of Tiffany.

The Group's liquidity is based on the amount of its investments, its capacity to raise long-term borrowings, the diversity of its investor base (short-term paper and bonds), and the quality of its banking relationships, whether evidenced or not by confirmed lines of credit.

The following table presents the contractual schedule of disbursements for financial liabilities (excluding derivatives) recognized as of December 31, 2019, at nominal value and with interest, excluding discounting effects:

| (EUR millions) | 2020 | 2021 | 2022 | 2023 | 2024 | $\begin{aligned} & \text { Over } \\ & 5 \text { years } \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bonds and EMTNs | 1,885 | 1,642 | 1,288 | 710 | 1,209 | - | 6,734 |
| Bank borrowings | 272 | 215 | 37 | 15 | 18 | 16 | 573 |
| Other borrowings and credit facilities | 430 | - | - | - | - |  | 430 |
| Commercial paper | 4,868 | - |  | - | - |  | 4,868 |
| Bank overdrafts | 175 | - | - | - | - | - | 175 |
| Gross borrowings | 7,630 | 1,857 | 1,325 | 725 | 1,227 | 16 | 12,780 |
| Other liabilities, current and non-current ${ }^{(\mathrm{a})}$ | 5,483 | 73 | 32 | 25 | 23 | 42 | 5,678 |
| Trade accounts payable | 5,814 |  | - | - | - | - | 5,814 |
| Other financial liabilities | 11,297 | 73 | 32 | 25 | 23 | 42 | 11,492 |
| Total financial liabilities | 18,927 | 1,930 | 1,357 | 750 | 1,250 | 58 | 24,272 |

(a) Corresponds to "Other current liabilities" (excluding derivatives and deferred income) for 5,479 million euros and to "Other non-current liabilities" for 199 million euros (excluding derivatives, purchase commitments for minority interests and deferred income of 272 million euros as of December 31, 2019).

See also Note 7 for the schedule of lease payments.
See Note 31.2 regarding contractual maturity dates of collateral and other guarantee commitments, Notes 19.5 and 23.5 regarding foreign exchange derivatives, and Note 23.4 regarding interest rate risk derivatives.

## 24. SEGMENT INFORMATION

The Group's brands and trade names are organized into six business groups. Four business groups - Wines and Spirits, Fashion and Leather Goods, Perfumes and Cosmetics, and Watches and Jewelry - comprise brands dealing with the same category of products that use similar production and distribution processes. Information on Louis Vuitton and Bvlgari is presented according to the brand's main business, namely the Fashion and Leather Goods business group for Louis Vuitton and the

Watches and Jewelry business group for Bvlgari. The Selective Retailing business group comprises the Group's own-label retailing activities. Other activities and holding companies comprise brands and businesses that are not associated with any of the above-mentioned business groups, particularly the media division, the Dutch luxury yacht maker Royal Van Lent, hotel operations and holding or real estate companies.

### 24.1 Information by business group

Fiscal year 2019

| (EUR millions) | Wines and <br> Spirits | Fashion and <br> Leather <br> Goods | Perfumes <br> and <br> Cosmetics | Watches and <br> Jewelry | Selective <br> Retailing | Other and <br> holding <br> companies | Eliminations <br> and not <br> allocated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (a) |  |  |  |  |  |  |  |

Notes to the consolidated financial statements

Fiscal year $2018^{(f)}$

| (EUR millions) | Wines and Spirits | Fashion and Leather Goods | Perfumes and Cosmetics | Watches and Jewelry | Selective Retailing | Other and holding companies | Eliminations and not allocated ${ }^{\text {(a) }}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales outside the Group | 5,115 | 18,389 | 5,015 | 4,012 | 13,599 | 696 | - | 46,826 |
| Intra-Group sales | 28 | 66 | 1,077 | 111 | 47 | 18 | $(1,347)$ | - |
| Total revenue | 5,143 | 18,455 | 6,092 | 4,123 | 13,646 | 714 | $(1,347)$ | 46,826 |
| Profit from recurring operations | 1,629 | 5,943 | 676 | 703 | 1,382 | (270) | (60) | 10,003 |
| Other operating income and expenses | (3) | (10) | (16) | (4) | (5) | (88) | - | (126) |
| Depreciation, amortization and impairment expense | (162) | (764) | (275) | (239) | (463) | (169) | - | $(2,072)$ |
| Of which: Right-of-use assets | - | - | - | - | - | - | - | - |
| Other | (162) | (764) | (275) | (239) | (463) | (169) | - | $(2,072)$ |
| Intangible assets and goodwill ${ }^{(b)}$ | 6,157 | 13,246 | 1,406 | 5,791 | 3,430 | 951 | - | 30,981 |
| Right-of-use assets | - | - | - | - | - | - | - | - |
| Property, plant and equipment | 2,871 | 3,869 | 677 | 576 | 1,817 | 5,309 | (7) | 15,112 |
| Inventories | 5,471 | 2,364 | 842 | 1,609 | 2,532 | 23 | (356) | 12,485 |
| Other operating assets ${ }^{(c)}$ | 1,449 | 1,596 | 1,401 | 721 | 870 | 976 | 8,709 | 15,722 |
| Total assets | 15,948 | 21,075 | 4,326 | 8,697 | 8,649 | 7,259 | 8,346 | 74,300 |
| Equity | - | - | - | - | - | - | 33,957 | 33,957 |
| Lease liabilities | - | - | - | - | - | - | - | - |
| Other liabilities ${ }^{\text {(d) }}$ | 1,580 | 4,262 | 2,115 | 1,075 | 3,005 | 1,249 | 27,057 | 40,343 |
| Total liabilities and equity | 1,580 | 4,262 | 2,115 | 1,075 | 3,005 | 1,249 | 61,014 | 74,300 |
| Operating investments ${ }^{(e)}$ | (298) | (827) | (330) | (303) | (537) | (743) | - | $(3,038)$ |

## Fiscal year $2017{ }^{(f)}$

| (EUR millions) | Wines and <br> Spirits | Fashion and <br> Leather <br> Goods | Perfumes <br> and <br> Cosmetics | Watches and <br> Jewelry | Selective <br> Retailing | Other and <br> holding <br> companies | Eliminations <br> and not <br> allocated | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales outside the Group | 5,051 | 15,422 | 4,534 | 3,722 | 13,272 | 635 | -16 | 42,636 |
| Intra-Group sales | 33 | 50 | 1,026 | 83 | 39 | 16 | $(1,247)$ |  |

(a) Eliminations correspond to sales between business groups; these generally consist of sales to Selective Retailing from other business groups. Selling prices between the different business groups correspond to the prices applied in the normal course of business for sales transactions to wholesalers or distributors outside the Group.
(b) Intangible assets and goodwill correspond to the carrying amounts shown in Notes 3 and 4.
(c) Assets not allocated include available for sale financial assets, other financial assets, and current and deferred tax assets.
(d) Liabilities not allocated include financial debt, current and deferred tax liabilities, and liabilities related to purchase commitments for minority interests' shares.
(e) Increase/(Decrease) in cash and cash equivalents.
(f) The 2017 and 2018 financial statements have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

### 24.2 Information by geographic region

Revenue by geographic region of delivery breaks down as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| France | 4,725 | 4,491 | 4,172 |
| Europe (excl. France) | 10,203 | 8,731 | 8,000 |
| United States | 12,613 | 11,207 | 10,691 |
| Japan | 3,878 | 3,351 | 2,957 |
| Asia (excl. Japan) | 16,189 | 13,723 | 11,877 |
| Other Countries | 6,062 | 5,323 | 4,939 |
| Revenue | 53,670 | 46,826 | 42,636 |

Notes to the consolidated financial statements

Operating investments by geographic region of delivery are as follows:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: |
| France | 1,239 | 1,054 | 921 |
| Europe (excl. France) | 687 | 539 | 450 |
| United States | 453 | 765 | 393 |
| Japan | 133 | 80 | 51 |
| Asia (excl. Japan) | 534 | 411 | 309 |
| Other Countries | 248 | 189 | 152 |
| Operating investments | $\mathbf{3 , 2 9 4}$ | $\mathbf{3 , 0 3 8}$ | $\mathbf{2 , 2 7 6}$ |

No geographic breakdown of segment assets is provided since a significant portion of these assets consists of brands and goodwill, which must be analyzed on the basis of the revenue generated
by these assets in each region, and not in relation to the region of their legal ownership.

### 24.3 Quarterly information

Quarterly revenue by business group breaks down as follows:

| (EUR millions) | Wines and Spirits | Fashion and Leather Goods | Perfumes and Cosmetics | Watches and Jewelry | Selective Retailing | Other and holding companies | Eliminations | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First quarter | 1,349 | 5,111 | 1,687 | 1,046 | 3,510 | 187 | (352) | 12,538 |
| Second quarter | 1,137 | 5,314 | 1,549 | 1,089 | 3,588 | 193 | (326) | 12,544 |
| Third quarter | 1,433 | 5,448 | 1,676 | 1,126 | 3,457 | $511{ }^{\text {(a) }}$ | (335) | 13,316 |
| Fourth quarter | 1,657 | 6,364 | 1,923 | 1,144 | 4,236 | 323 | (375) | 15,272 |
| Total for 2019 | 5,576 | 22,237 | 6,835 | 4,405 | 14,791 | 1,214 | $(1,388)$ | 53,670 |
| First quarter | 1,195 | 4,270 | 1,500 | 959 | 3,104 | 161 | (335) | 10,854 |
| Second quarter | 1,076 | 4,324 | 1,377 | 1,019 | 3,221 | 186 | (307) | 10,896 |
| Third quarter | 1,294 | 4,458 | 1,533 | 1,043 | 3,219 | 173 | (341) | 11,379 |
| Fourth quarter | 1,578 | 5,403 | 1,682 | 1,102 | 4,102 | 194 | (364) | 13,697 |
| Total for 2018 | 5,143 | 18,455 | 6,092 | 4,123 | 13,646 | 714 | $(1,347)$ | 46,826 |
| First quarter | 1,196 | 3,405 | 1,395 | 879 | 3,154 | 163 | (308) | 9,884 |
| Second quarter | 1,098 | $3,494{ }^{\text {(b) }}$ | 1,275 | 959 | 3,126 | 163 | (285) | 9,830 |
| Third quarter | 1,220 | 3,939 | 1,395 | 951 | 3,055 | 146 | (325) | 10,381 |
| Fourth quarter | 1,570 | 4,634 | 1,495 | 1,016 | 3,976 | 179 | (329) | 12,541 |
| Total for 2017 | 5,084 | 15,472 | 5,560 | 3,805 | 13,311 | 651 | $(1,247)$ | 42,636 |

(a) Including the entire revenue of Belmond from April to September 2019.
(b) Including the entire revenue of Rimowa for the first half of 2017.

## 25. REVENUE AND EXPENSES BY NATURE

### 25.1 Analysis of revenue

Revenue consists of the following:

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Revenue generated by brands and trade names | 53,302 | 46,427 | 42,218 |
| Royalties and license revenue | 110 | 114 | 96 |
| Income from investment property | 20 | 23 | 32 |
| Other revenue | 238 | 262 | 291 |
| Total | 53,670 | 46,826 | 42,636 |

The portion of total revenue generated by the Group at its own stores, including sales through e-commerce websites, was approximately $70 \%$ in 2019 ( $69 \%$ in 2018 and 2017), i.e. 37,356 million
euros in 2019 ( 32,081 million euros in 2018 and 29,534 million euros in 2017).

### 25.2 Expenses by nature

Profit from recurring operations includes the following expenses:

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Advertising and promotion expenses | 6,265 | 5,518 | 4,831 |
| Personnel costs | 9,419 | 8,290 | 7,618 |
| Research and development expenses | 140 | 130 | 130 |

See also Note 7 regarding the breakdown of lease expenses.
Advertising and promotion expenses mainly consist of the cost of media campaigns and point-of-sale advertising, and also include personnel costs dedicated to this function.

As of December 31, 2019, a total of 4,915 stores were operated by the Group worldwide (4,592 in 2018, 4,374 in 2017), particularly by Fashion \& Leather Goods and Selective Retailing.

Personnel costs consist of the following elements:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Salaries and social security contributions | 9,180 | 8,081 | 7,444 |
| Pensions, contribution to medical costs and expenses |  |  |  |
| in respect of defined-benefit plans ${ }^{(a)}$ | 167 | 127 | 112 |
| Stock option plan and related expenses ${ }^{(b)}$ | 72 | 82 | 62 |
| Personnel costs | 9,419 | 8,290 | 7,618 |

a) See Note 30
(b) See Note 17.4.

In 2019, the average full-time equivalent workforce broke down as follows by professional category:

| (in number and as \%) | 2019 | \% | 2018 | \% | 2017 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Executives and managers | 30,883 | 21\% | 27,924 | 21\% | 25,898 | 20\% |
| Technicians and supervisors | 14,774 | 10\% | 14,057 | 10\% | 13,455 | 10\% |
| Administrative and sales staff | 81,376 | 55\% | 76,772 | 56\% | 72,981 | 57\% |
| Production workers | 20,682 | 14\% | 17,880 | 13\% | 16,303 | 13\% |
| Total | 147,715 | 100\% | 136,633 | 100\% | 128,637 | 100\% |

Notes to the consolidated financial statements

### 25.3 Statutory Auditors' fees

The amount of fees paid to the Statutory Auditors of LVMH SE and members of their networks recorded in the consolidated income statement for the 2019 fiscal year breaks down as follows:

| (EUR millions, excluding VAT) |  |  | 2019 |
| :---: | :---: | :---: | :---: |
|  | ERNST \& YOUNG | MAZARS | Total |
| Audit-related fees | 10 | 8 | 18 |
| Tax services | 3 | NS | 3 |
| Other | 2 | NS | 2 |
| Non-audit-related fees | 5 | NS | 5 |
| Total | 15 | 8 | 23 |

NS: Not significant.

Audit-related fees include other services related to the certification of the consolidated and parent company financial statements, for non-material amounts.

In addition to tax services, which are mainly performed outside France to ensure that the Group's subsidiaries and expatriates
meet their local tax filing obligations, non-audit-related services include various types of certifications, mainly those required by landlords concerning the revenue of certain stores, and specific checks run at the Group's request.

## 26. OTHER OPERATING INCOME AND EXPENSES

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Net gains/(losses) on disposals | - | (5) | (15) |
| Restructuring costs | (57) | 1 | (15) |
| Remeasurement of shares acquired prior to their initial consolidation | - | - | (12) |
| Transaction costs relating to the acquisition of consolidated companies | (45) | (10) | (13) |
| Impairment or amortization of brands, trade names, goodwill and other fixed assets | (26) | (117) | (128) |
| Other items, net | (104) | 5 | 3 |
| Other operating income and expenses | (231) | (126) | (180) |

Impairment and amortization expenses recorded are mostly for brands and goodwill. "Other items, net" notably includes the donation for the reconstruction of Notre-Dame de Paris for an amount of 100 million euros.

## 27. NET FINANCIAL INCOME/(EXPENSE)

| (EUR millions) | 2019 | $2018{ }^{(a)}$ | $2017{ }^{(a)}$ |
| :---: | :---: | :---: | :---: |
| Borrowing costs | (156) | (158) | (169) |
| Income from cash, cash equivalents and current available for sale financial assets | 50 | 44 | 34 |
| Fair value adjustment of borrowings and interest rate hedges | (1) | (3) | (2) |
| Cost of net financial debt | (107) | (117) | (137) |
| Interest on lease liabilities | (290) | - |  |
| Dividends received from non-current available for sale financial assets | 8 | 18 | 13 |
| Cost of foreign exchange derivatives | (230) | (160) | (168) |
| Fair value adjustment of available for sale financial assets | 82 | (108) | 264 |
| Other items, net | (22) | (21) | (31) |
| Other financial income and expenses | (162) | (271) | 78 |
| Net financial income/(expense) | (559) | (388) | (59) |

(a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.

Income from cash, cash equivalents and current available for sale financial assets comprises the following items:

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Income from cash and cash equivalents | 36 | 31 | 21 |
| Income from current available for sale financial assets | 14 | 13 | 13 |
| Income from cash, cash equivalents and current available for sale financial assets | $\mathbf{5 0}$ | $\mathbf{4 4}$ | $\mathbf{3 4}$ |

The fair value adjustment of borrowings and interest rate hedges is attributable to the following items:

| (EUR millions) | 2019 | 2018 |
| :--- | ---: | ---: |
| Hedged financial debt | $(3)$ | 2017 |
| Hedging instruments | 4 | 27 |
| Unallocated derivatives | $(1)$ | $(1)$ |
| Fair value adjustment of borrowings and interest rate hedges | $(1)$ | $(3)$ |

The cost of foreign exchange derivatives breaks down as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Cost of commercial foreign exchange derivatives | (230) | (156) | (175) |
| Cost of foreign exchange derivatives related to net investments |  |  |  |
| denominated in foreign currency | 5 | 3 |  |
| Cost and other items related to other foreign exchange derivatives | (5) | (7) | 7 |
| Cost of foreign exchange derivatives | (230) | (160) | (168) |

## 28. INCOME TAXES

### 28.1 Analysis of the income tax expense

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Current income taxes for the fiscal year | $(3,234)$ | $(2,631)$ | $(2,875)$ |
| Current income taxes relating to previous fiscal years | 12 | 76 | 474 |
| Current income taxes | $(3,222)$ | $(2,555)$ | $(2,401)$ |
| Change in deferred income taxes | 300 | 57 | 137 |
| Impact of changes in tax rates on deferred income taxes | (10) | (1) | 50 |
| Deferred income taxes | 290 | 56 | 187 |
| Total tax expense per income statement | $(2,932)$ | $(2,499)$ | $(2,214)$ |
| Tax on items recognized in equity | 28 | 118 | (103) |

In October 2017, the French Constitutional Court struck down the French dividend tax, introduced in 2012, which required French companies to pay a tax equal to $3 \%$ of dividends paid. In order to finance the corresponding reimbursement, an exceptional surtax was introduced, which raised the income tax payable by French companies in respect of fiscal year 2017 by $15 \%$ or $30 \%$, depending on the company's revenue bracket. The reimbursement received, including interest on arrears and net of the exceptional surtax, represented income in the amount of 228 million euros.

In 2017, the impact of changes in tax rates on deferred income taxes mainly involved two opposing trends. First, the 2018 Budget Act in France continued the gradual reduction of the corporate tax rate initiated by the 2017 Budget Act, lowering the tax rate to $25.83 \%$ from 2022; long-term deferred taxes of the Group's French entities, mainly relating to acquired brands, were thus revalued based on the rate applicable from 2022. Moreover, the tax reform signed into law in the United States lowered the overall corporate income tax rate from $40 \%$ to $27 \%$ beginning in fiscal year 2018; deferred taxes of entities that are taxable in the United States were thus revalued.

### 28.2 Analysis of net deferred tax on the balance sheet

Net deferred taxes on the balance sheet include the following assets and liabilities:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: |
| Deferred tax assets | 2,274 | 1,932 | 1,741 |
| Deferred tax liabilities | $(5,498)$ | $(5,036)$ | $(4,989)$ |
| Net deferred tax asset (liability) | $(3,224)$ | $(3,104)$ | $(3,248)$ |

### 28.3 Analysis of the difference between the theoretical and effective income tax rates

The effective tax rate is as follows:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |  |
| :--- | ---: | ---: | ---: |
| Profit before tax | 10,714 | $\mathbf{2 0 1 7}$ |  |
| Total income tax expense | $(2,932)$ | 8,489 | $(2,499)$ |
| Effective tax rate | $\mathbf{2 7 . 4 \%}$ | $(2,214)$ |  |

The theoretical income tax rate, defined as the rate applicable by law to the Group's French companies, including the $3.3 \%$ social contribution, may be reconciled as follows to the effective income tax rate disclosed in the consolidated financial statements:

| (as \% of income before tax) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| French statutory tax rate | 34.4 | 34.4 | 34.4 |
| Changes in tax rates ${ }^{(a)}$ | (0.1) | - | (2.2) |
| Differences in tax rates for foreign companies | (8.7) | (8.8) | (6.2) |
| Tax losses and tax loss carryforwards, and other changes in deferred tax | (0.2) | 0.7 | 0.9 |
| Differences between consolidated and taxable income, and income taxable at reduced rates | 0.8 | (1.2) | 2.5 |
| Tax on dividend payments applicable to French companies, net of the exceptional surtax ${ }^{(a)}$ |  | - | (2.9) |
| Other taxes on distribution ${ }^{(b)}$ | 1.2 | 1.2 | 1.0 |
| Effective tax rate of the Group | 27.4 | 26.3 | 27.5 |

(a) See Note 28.1.
(b) Tax on distribution is mainly related to intra-Group dividends.

### 28.4 Sources of deferred taxes

In the income statement ${ }^{(a)}$

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Valuation of brands | 32 | (1) | 325 |
| Other revaluation adjustments | 11 | 2 | 62 |
| Gains and losses on available for sale financial assets | (15) | 6 | (51) |
| Gains and losses on hedges of future foreign currency cash flows | - | (3) | 3 |
| Provisions for contingencies and losses | 99 | (63) | (74) |
| Intra-Group margin included in inventories | 118 | 85 | (38) |
| Other consolidation adjustments | 9 | 14 | (16) |
| Losses carried forward | 36 | 16 | (24) |
| Total | 290 | 56 | 187 |

(a) Income/(Expenses).

In equity ${ }^{(a)}$

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Fair value adjustment of vineyard land | (11) | (2) | 82 |
| Gains and losses on available for sale financial assets | - | - | - |
| Gains and losses on hedges of future foreign currency cash flows | (11) | 110 | (112) |
| Gains and losses on employee benefit commitments | 39 | (5) | (24) |
| Total | 17 | 103 | (54) |

[^7]Notes to the consolidated financial statements

In the balance sheet ${ }^{(\mathrm{a})}$

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: |
| Valuation of brands | $(3,913)$ | $(3,902)$ | $(3,872)$ |
| Fair value adjustment of vineyard land | $(585)$ | $(574)$ | $(565)$ |
| Other revaluation adjustments | $(898)$ | $(458)$ | $(459)$ |
| Gains and losses on available for sale financial assets | $(65)$ | $(50)$ | $(55)$ |
| Gains and losses on hedges of future foreign currency cash flows | 40 | 49 | 596 |
| Provisions for contingencies and losses | 693 | 501 | 707 |
| Intra-Group margin included in inventories | 921 | 795 | 433 |
| Other consolidation adjustments | 506 | 447 | 25 |
| Losses carried forward | 77 | 38 | $(3,248)$ |
| Total | $(3,224)$ | $(3,104)$ |  |

(a) Asset/(Liability).

### 28.5 Losses carried forward

As of December 31, 2019, unused tax loss carryforwards and tax credits for which no assets were recognized (deferred tax assets or receivables), had a potential positive impact on the future

### 28.6 Tax consolidation

France's tax consolidation system allows virtually all of the Group's French companies to combine their taxable profits to calculate the overall tax expense for which only the parent company is liable. This tax consolidation system generated a decrease in the current tax expense of 138 million euros in 2019 (decrease of 225 million euros in 2018, increase of 6 million euros in 2017).
tax expense of 456 million euros ( 497 million euros in 2018 and 446 million euros in 2017).

The other tax consolidation systems in place, notably in the United States, generated current tax savings of 61 million euros in 2019 ( 61 million euros in 2018; 85 million euros in 2017).

## 29. EARNINGS PER SHARE

|  | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Net profit, Group share (EUR millions) | 7,171 | 6,354 | 5,365 |
| Average number of shares outstanding during the fiscal year | 505,281,934 | 505,986,323 | 507,172,381 |
| Average number of treasury shares owned during the fiscal year | $(2,063,083)$ | $(3,160,862)$ | $(4,759,687)$ |
| Average number of shares on which the calculation before dilution is based | 503,218,851 | 502,825,461 | 502,412,694 |
| Basic earnings per share (EUR) | 14.25 | 12.64 | 10.68 |
| Average number of shares outstanding on which the above calculation is based | 503,218,851 | 502,825,461 | 502,412,694 |
| Dilutive effect of stock option and bonus share plans | 620,691 | 1,092,679 | 1,597,597 |
| Other dilutive effects |  |  |  |
| Average number of shares on which the calculation after dilution is based | 503,839,542 | 503,918,140 | 504,010,291 |
| Diluted earnings per share (EUR) | 14.23 | 12.61 | 10.64 |

As of December 31, 2019, all of the instruments that may dilute earnings per share have been taken into consideration when determining the dilutive effect, given that all of the outstanding subscription options are considered to be available to be exercised at that date, since the LVMH share price is higher than the exercise price of these options.

No events occurred between December 31, 2019 and the date at which the financial statements were approved for publication that would have significantly affected the number of shares outstanding or the potential number of shares.

## 30. PROVISIONS FOR PENSIONS, CONTRIBUTION TO MEDICAL COSTS AND OTHER EMPLOYEE BENEFIT COMMITMENTS

### 30.1 Expense for the fiscal year

The expense recognized in the fiscal years presented for provisions for pensions, contribution to medical costs and other employee benefit commitments is as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Service cost | 112 | 113 | 110 |
| Net interest cost | 12 | 12 | 12 |
| Actuarial gains and losses | (2) | (1) | - |
| Changes in plans | 46 | 3 | (10) |
| Total expense for the fiscal-year for defined-benefit plans | 167 | 127 | 112 |

Changes in plans mainly relate to the closure of supplementary pension plans covering the Group's Executive Committee members and senior executives, in accordance with the French PACTE
law (an action plan for business growth and transformation) and the Order of July 3, 2019.

### 30.2 Net recognized commitment

| (EUR millions) | Notes | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Benefits covered by plan assets |  | 1,867 | 1,515 | 1,490 |
| Benefits not covered by plan assets |  | 250 | 189 | 179 |
| Defined-benefit obligation |  | 2,117 | 1,704 | 1,669 |
| Market value of plan assets |  | $(1,340)$ | $(1,137)$ | $(1,077)$ |
| Net recognized commitment |  | 777 | 567 | 592 |
| Of which: |  |  |  |  |
| Non-current provisions | 20 | 812 | 605 | 625 |
| Current provisions | 20 | 8 | 7 | 4 |
| Other assets |  | (43) | (45) | (37) |
| Total |  | 777 | 567 | 592 |

Notes to the consolidated financial statements

### 30.3 Analysis of the change in net recognized commitment

| (EUR millions) | Defined-benefit obligation | Market value of plan assets | Net recognized commitment |
| :---: | :---: | :---: | :---: |
| As of December 31, 2018 | 1,704 | $(1,137)$ | 567 |
| Service cost | 112 | - | 112 |
| Net interest cost | 35 | (23) | 12 |
| Payments to recipients | (95) | 66 | (29) |
| Contributions to plan assets | - | (104) | (104) |
| Contributions of employees | 9 | (9) | - |
| Changes in scope and reclassifications | 22 | (22) | - |
| Changes in plans | 46 | - | 46 |
| Actuarial gains and losses | 252 | (82) | 170 |
| Of which: experience adjustments ${ }^{(a)}$ | 31 | (82) | (51) |
| changes in demographic assumptions ${ }^{(a)}$ | (2) | - | (2) |
| changes in financial assumptions ${ }^{(a)}$ | 223 | - | 223 |
| Translation adjustment | 32 | (29) | 3 |
| As of December 31, 2019 | 2,117 | $(1,340)$ | 777 |

(a) (Gain)/Loss.

Actuarial gains and losses resulting from experience adjustments related to fiscal years 2015 to 2018 were as follows:

| (EUR millions) | 2015 | 2016 | 2017 |
| :--- | ---: | ---: | ---: |
| Experience adjustments on the defined-benefit obligation | $(11)$ | $(1)$ | 4 |
| Experience adjustments on the market value of plan assets | $(12)$ | $(25)$ | $(49)$ |
| Actuarial gains and losses resulting from experience adjustments ${ }^{(a)}$ | $(23)$ | (26) | $(45)$ |

(a) (Gain)/Loss.

The actuarial assumptions applied to estimate commitments in the main countries concerned were as follows:

| (as \%) | 2019 |  |  |  |  | 2018 |  |  |  |  | 2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | France | United States | United Kingdom | Japan | Switzerland | France | United States | United Kingdom | Japan | Switzerland | France | United States | United Kingdom | Japan | Switzerland |
| Discount rate ${ }^{\text {(a) }}$ | 0.46 | 2.99 | 2.05 | 0.50 | 0.10 | 1.50 | 4.43 | 2.90 | 0.50 | 0.83 | 1.50 | 3.70 | 2.60 | 0.50 | 0.65 |
| Future rate of increase of salaries | 2.75 | 4.39 | n.a. | 1.87 | 1.79 | 2.75 | 4.59 | n.a. | 1.99 | 1.74 | 2.68 | 1.70 | n.a. | 2.00 | 1.69 |

(a) Discount rates were determined with reference to market yields of AA-rated corporate bonds at the period-end in the countries concerned. Bonds with maturities comparable to those of the commitments were used.
n.a.: Not applicable.

The assumed rate of increase of medical expenses in the United States is $6.50 \%$ for 2020 , after which it is assumed to decline progressively to reach $4.50 \%$ in 2037.

A rise of 0.5 points in the discount rate would result in a reduction of 139 million euros in the amount of the defined-benefit obligation as of December 31, 2019; a decrease of 0.5 points in the discount rate would result in a rise of 152 million euros.

### 30.4 Analysis of benefits

The breakdown of the defined-benefit obligation by type of benefit plan is as follows:

| (EUR millions) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| :--- | ---: | ---: | ---: |
| Supplementary pensions | 1,597 | 1,300 | 1,279 |
| Retirement bonuses and similar benefits | 427 | 326 | 311 |
| Medical costs of retires | 54 | 42 | 45 |
| Long-service awards | 32 | 27 | $\mathbf{2 5}$ |
| Other | 6 | 9 | 9 |
| Defined-benefit obligation | $\mathbf{2 , 1 1 6}$ | $\mathbf{1 , 7 0 4}$ | $\mathbf{1 , 6 6 9}$ |

The geographic breakdown of the defined-benefit obligation is as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| France | 886 | 615 | 579 |
| Europe (excluding France) | 581 | 556 | 569 |
| United States | 454 | 347 | 344 |
| Japan | 144 | 136 | 125 |
| Asia (excluding Japan) | 44 | 41 | 44 |
| Other countries | 7 | 9 | 8 |
| Defined-benefit obligation | 2,116 | 1,704 | 1,669 |

The main components of the Group's net commitment for retirement and other defined-benefit obligations as of December 31, 2019 are as follows:

- in France, these commitments include the commitment to members of the Group's Executive Committee and senior executives, who are covered by a supplementary pension plan after a certain number of years of service, the amount of which is determined on the basis of the average of their three highest amounts of annual compensation; they also include end-ofcareer bonuses and long-service awards, the payment of which is determined by French law and collective bargaining agreements, respectively upon retirement or after a certain number of years of service;
- in Europe (excluding France), commitments concern definedbenefit pension plans set up in the United Kingdom by certain Group companies; participation by Group companies in Switzerland in the mandatory Swiss occupational pension plan, the LPP (Loi pour la Prévoyance Professionnelle); and in Italy the TFR (Trattamento di Fine Rapporto), a legally required end-of-service allowance, paid regardless of the reason for the employee's departure from the company;
- in the United States, the commitment relates to defined-benefit pension plans or systems for the reimbursement of medical expenses of retirees set up by certain Group companies.


### 30.5 Analysis of related plan assets

The breakdown of the market value of plan assets by type of investment is as follows:

| (as \% of market value of related plan assets) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Shares | 19 | 25 |  |
| Bonds |  | 23 |  |
| - private issues | 35 | 36 |  |
| - public issues | 8 | 36 | 6 |
| Cash, investment funds, real estate and other assets | 38 | 5 | 36 |
| Total | 100 | 100 | $\mathbf{1 0 0}$ |

These assets do not include debt securities issued by Group companies, or any LVMH shares for significant amounts. The Group plans to increase the related plan assets in 2020 by paying in approximately 122 million euros.

## 31. OFF-BALANCE SHEET COMMITMENTS

### 31.1 Purchase commitments

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Grapes, wines and eaux-de-vie | 2,840 | 2,040 | 1,925 |
| Other, purchase commitments for raw materials | 211 | 215 | 123 |
| Industrial and commercial fixed assets | 674 | 721 | 525 |
| Investments in joint venture shares and non-current available for sale financial assets | 14,761 | 2,151 | 205 |

Some Wines and Spirits companies have contractual purchase arrangements with various local producers for the future supply of grapes, still wines and eaux-de-vie. These commitments are valued, depending on the nature of the purchases, on the basis of the contractual terms or known fiscal year-end prices and estimated production yields.

As of December 31, 2019, share purchase commitments included the impact of LVMH's commitment to acquire, for cash, all the shares of Tiffany \& Co. ("Tiffany") at a unit price of 135 US dollars, for a total of 16.2 billion US dollars. The transaction, recommended
by Tiffany's Board of Directors, is expected to close in mid-2020, subject to approval at Tiffany's Shareholders' Meeting convened on February 4, 2020, and subject to customary approval by regulatory authorities.

As of December 31, 2018, share purchase commitments included the impact of LVMH's commitment to acquire, for cash, all the Class A shares of Belmond Ltd at a unit price of 25 US dollars, for a total of 2.3 billion US dollars, after taking into account the shares acquired on the market in December 2018. This transaction took place in April 2019; see Note 2.

As of December 31, 2019, the maturity schedule of these commitments is as follows:

| (EUR millions) | Less than one year | One to five years | More than five years | Total |
| :---: | :---: | :---: | :---: | :---: |
| Grapes, wines and eaux-de-vie | 742 | 2,058 | 40 | 2,840 |
| Other purchase commitments for raw materials | 152 | 59 | - | 211 |
| Industrial and commercial fixed assets | 576 | 100 | (2) | 674 |
| Investments in joint venture shares and non-current available for sale financial assets | 14,601 | 159 | - | 14,761 |

### 31.2 Collateral and other guarantees

As of December 31, 2019, these commitments broke down as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :--- | ---: | ---: | ---: |
| Securities and deposits | 371 | 342 | 379 |
| Other guarantees | 163 | 160 | 274 |
| Guarantees given | 534 | $\mathbf{5 0 2}$ | $\mathbf{6 5 3}$ |
| Guarantees received | 53 | $\mathbf{5 0}$ | $\mathbf{4 0}$ |

The maturity dates of these commitments are as follows:

| (EUR millions) | Less than <br> one year | One to <br> five years | More than <br> five years | Total |
| :--- | ---: | ---: | ---: | ---: |
| Securities and deposits | 156 | 210 | 5 |  |
| Other guarantees | 69 | 81 | 371 |  |
| Guarantees given | $\mathbf{2 2 5}$ | $\mathbf{2 9 1}$ | 13 | 163 |
| Guarantees received | $\mathbf{( 2 2 )}$ | $\mathbf{( 2 7 )}$ | $\mathbf{1 8}$ | $\mathbf{5 3 4}$ |

### 31.3 Other commitments

The Group is not aware of any significant off-balance sheet commitments other than those described above.

## 32. EXCEPTIONAL EVENTS AND LITIGATION

As part of its day-to-day management, the Group may be party to various legal proceedings concerning trademark rights, the protection of intellectual property rights, the protection of selective retailing networks, licensing agreements, employee relations, tax audits, and any other matters inherent to its business. The Group believes that the provisions recorded in the balance sheet in respect of these risks, litigation proceedings and disputes that are in progress and any others of which it is aware at the year-end, are sufficient to avoid its consolidated financial position being materially impacted in the event of an unfavorable outcome.

In September 2017, Hurricanes Harvey, Irma and Maria battered the Caribbean and the southern United States, causing major damage to two of the Group's hotels in St. Barthélemy and affecting, to a lesser extent, the stores in the areas where the storms made landfall. After taking into account insurance payments received in 2018 for property damage and business interruption, the remaining financial impact on the 2017 and 2018 financial statements was not material.

At the end of October 2017, having discovered that a subcontractor had delivered product batches not meeting its quality standards, Benefit ordered a worldwide recall of these products and launched a communications campaign. As a significant portion of the costs related to this incident were covered by the Group's civil liability insurance policy, the remaining financial impact on the financial statements for the fiscal year ended December 31, 2018 was not material. This insurance claim was settled in 2019.

There were no significant developments in fiscal year 2019 with regard to exceptional events or litigation.
To the best of the Company's knowledge, there are no pending or impending administrative, judicial or arbitration procedures that are likely to have, or have had over the twelve-month period under review, any significant impact on the financial position or profitability of the Group.

## 33. RELATED-PARTY TRANSACTIONS

### 33.1 Relations of LVMH with Christian Dior and Groupe Arnault

The LVMH group is consolidated in the accounts of Christian Dior SE, a public company listed on the Eurolist by Euronext Paris and controlled by Groupe Arnault SE via its subsidiary Financière Agache SA.
Groupe Arnault SE, which has specialist teams, provides assistance to the LVMH group, primarily in the areas of financial
engineering, strategy, development, and corporate and real estate law. Groupe Arnault SE also leases office premises to the LVMH group.

Conversely, the LVMH group provides various administrative and operational services and leases real estate and movable property assets to Groupe Arnault SE and some of its subsidiaries.

Transactions between LVMH and Groupe Arnault and its subsidiaries may be summarized as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Amounts billed by Groupe Arnault SE, Financière Agache and Christian Dior SE to LVMH | (2) | (3) | (6) |
| Amount payable outstanding as of December 31 | - | - | (2) |
| Amounts billed by LVMH to Groupe Arnault SE, Financière Agache and Christian Dior SE | 6 | 5 | 5 |
| Amount receivable outstanding as of December 31 |  |  | 1 |

### 33.2 Relations with Diageo

Moët Hennessy SAS and Moët Hennessy International SAS (hereinafter referred to as "Moët Hennessy") are the holding companies for LVMH's Wines and Spirits businesses, with the exception of Château d'Yquem, Château Cheval Blanc, Domaine du Clos des Lambrays, Colgin Cellars and certain champagne vineyards. Diageo holds a $34 \%$ stake in Moët Hennessy. When that holding was acquired in 1994, an agreement was entered into between Diageo and LVMH for the apportionment of shared
holding company expenses between Moët Hennessy and the other holding companies of the LVMH group.

Under this agreement, Moët Hennessy assumed $14 \%$ of shared costs in 2019 ( $15 \%$ in 2018 and 16\% in 2017), and accordingly re-invoiced the excess costs incurred to LVMH SE. After re-invoicing, the amount of shared costs assumed by Moët Hennessy came to 25 million euros for 2019 ( 17 million euros in 2018 and 19 million euros in 2017).

### 33.3 Relations with the Fondation Louis Vuitton

In October 2014, the Fondation Louis Vuitton opened a modern and contemporary art museum in Paris. The LVMH group finances the Fondation as part of its cultural sponsorship initiatives. Its net contributions to this project are included in "Property, plant and equipment" and are depreciated from the time the museum
opened (October 2014) over the remaining duration of the public property use agreement awarded by the City of Paris.

The Fondation Louis Vuitton also obtains external financing guaranteed by LVMH. These guarantees are part of LVMH's off-balance sheet commitments (see Note 31.2).

### 33.4 Executive bodies

The total compensation paid to the members of the Executive Committee and the Board of Directors, in respect of their functions within the Group, breaks down as follows:

| (EUR millions) | 2019 | 2018 | 2017 |
| :---: | :---: | :---: | :---: |
| Gross compensation, employers' charges and benefits in kind | 79 | 61 | 63 |
| Post-employment benefits | 59 | 19 | 17 |
| Other long-term benefits | 24 | 19 | 2 |
| End-of-contract bonuses | - | 13 | 12 |
| Stock option and similar plans | 29 | 29 | 14 |
| Total | 191 | 141 | 108 |

The commitment recognized as of December 31, 2019 for post-employment benefits net of related financial assets was 115 million euros ( 66 million euros as of December 31, 2018 and 68 million euros as of December 31, 2017). See Note 30 on the
impact of the French PACTE law on the commitment recognized for post-employment benefits for members of the Group's management and supervisory bodies.

## 34. SUBSEQUENT EVENTS

No significant subsequent events occurred between December 31, 2019 and January 28, 2020, the date at which the financial statements were approved for publication by the Board of Directors.



## FASHION AND LEATHER GOODS

| Louis Vuitton Malletier | Paris, France | FC | 100\% |
| :---: | :---: | :---: | :---: |
| Manufacture de Souliers Louis Vuitton | Fiesso d'Artico, Italy | FC | 100\% |
| Louis Vuitton Saint-Barthélemy | Saint-Barthélemy, French Antilles | FC | 100\% |
| Louis Vuitton Cantacilik Ticaret | Istanbul, Turkey | FC | 100\% |
| Louis Vuitton Editeur | Paris, France | FC | 100\% |
| Louis Vuitton International | Paris, France | FC | 100\% |
| Louis Vuitton India Holding |  |  |  |
| \& Services Pvt. Ltd. | Bangalore, India | FC | 100\% |
| Société des Ateliers Louis Vuitton | Paris, France | FC | 100\% |
| Manufacture des Accessoires Louis Vuitton | Fiesso d'Artico, Italy | FC | 100\% |
| Louis Vuitton Bahrain WLL | Manama, Bahrain | FC | 65\% |
| Société Louis Vuitton Services | Paris, France | FC | 100\% |
| Louis Vuitton Qatar LLC | Doha, Qatar | FC | 63\% |
| Société des Magasins |  |  |  |
| Louis Vuitton France | Paris, France | FC | 100\% |
| Belle Jardinière | Paris, France | FC | 100\% |
| La Fabrique du Temps Louis Vuitton | Meyrin, Switzerland | FC | 100\% |
| Les Ateliers Joailliers Louis Vuitton | Paris, France | FC | 100\% |
| Louis Vuitton Monaco | Monaco | FC | 100\% |
| ELV | Paris, France | FC | 100\% |
| Louis Vuitton Services Europe | Brussels, Belgium | FC | 100\% |
| Louis Vuitton UK | London, United Kingdom | FC | 100\% |
| Louis Vuitton Ireland | Dublin, Ireland | FC | 100\% |
| Louis Vuitton Deutschland | Munich, Germany | FC | 100\% |
| Louis Vuitton Ukraine | Kiev, Ukraine | FC | 100\% |
| Manufacture de Maroquinerie |  |  |  |
| et Accessoires Louis Vuitton | Barcelona, Spain | FC | 100\% |
| La Fabrique de |  |  |  |
| Maroquinerie Louis Vuitton | Paris, France | FC | 100\% |
| Louis Vuitton Netherlands | Amsterdam, Netherlands | FC | 100\% |
| Louis Vuitton Belgium | Brussels, Belgium | FC | 100\% |
| Louis Vuitton Luxembourg | Luxembourg | FC | 100\% |
| Louis Vuitton Hellas | Athens, Greece | FC | 100\% |
| Louis Vuitton Portugal Maleiro | Lisbon, Portugal | FC | 100\% |
| Louis Vuitton Israel | Tel Aviv, Israel | FC | 100\% |
| Louis Vuitton Danmark | Copenhagen, Denmark | FC | 100\% |
| Louis Vuitton Aktiebolag | Stockholm, Sweden | FC | 100\% |
| Louis Vuitton Suisse | Meyrin, Switzerland | FC | 100\% |
| Louis Vuitton Polska Sp. Z O.O. | Warsaw, Poland | FC | 100\% |
| Louis Vuitton Ceska | Prague, Czech Republic | FC | 100\% |
| Louis Vuitton Österreich | Vienna, Austria | FC | 100\% |
| Louis Vuitton Kazakhstan | Almaty, Kazakhstan | FC | 100\% |
| Louis Vuitton US Manufacturing | California, USA | FC | 100\% |
| Louis Vuitton Hawaii | Hawaii, USA | FC | 100\% |


| Companies | Registered <br> office Meth <br> consolid |  | Ownership interest |
| :---: | :---: | :---: | :---: |
| Louis Vuitton Guam Louis Vuitton Saipan | Tamuning, Guam | FC | 100\% |
|  | Saipan, |  |  |
|  | Northern Mariana Islands | FC | 100\% |
| Louis Vuitton Norge | Oslo, Norway | FC | 100\% |
| San Dimas Luggage Company | California, USA | FC | 100\% |
| Louis Vuitton North America, Inc. | New York, USA | FC | 100\% |
| Louis Vuitton USA, Inc. | New York, USA | FC | 100\% |
| Louis Vuitton Liban Retail SAL | Beirut, Lebanon | FC | 95\% |
| Louis Vuitton Vietnam Company Limited | Hanoi, Vietnam | FC | 100\% |
| Louis Vuitton Suomi | Helsinki, Finland | FC | 100\% |
| Louis Vuitton Romania Srl | Bucharest, Romania | FC | 100\% |
| LVMH Fashion Group Brasil Ltda | São Paulo, Brazil | FC | 100\% |
| Louis Vuitton Panama, Inc. | Panama City, Panama | FC | 100\% |
| Louis Vuitton Mexico | Mexico City, Mexico | FC | 100\% |
| Operadora Louis Vuitton Mexico | Mexico City, Mexico | FC | 100\% |
| Louis Vuitton Chile Spa | Santiago de Chile, Chile | FC | 100\% |
| Louis Vuitton (Aruba) | Oranjestad, Aruba | FC | 100\% |
| Louis Vuitton Argentina | Buenos Aires, Argentina | FC | 100\% |
| Louis Vuitton Republica Dominicana | Santo Domingo, |  |  |
|  | Dominican Republic | FC | 100\% |
| Louis Vuitton Pacific | Hong Kong, China | FC | 100\% |
| Louis Vuitton Kuwait WLL | Kuwait City, Kuwait | FC | 32\% |
| Louis Vuitton Hong Kong Limited | Hong Kong, China | FC | 100\% |
| Louis Vuitton (Philippines) Inc. | Makati, Philippines | FC | 100\% |
| Louis Vuitton Singapore Pte Ltd LV Information \& Operation | Singapore | FC | 100\% |
| Services Pte Ltd | Singapore | FC | 100\% |
| PT Louis Vuitton Indonesia | Jakarta, Indonesia | FC | 98\% |
| Louis Vuitton (Malaysia) Sdn. Bhd. | Kuala Lumpur, Malaysia | FC | 100\% |
| Louis Vuitton (Thailand) Société Anonyme | Bangkok, Thailand | FC | 100\% |
| Louis Vuitton Taiwan Ltd. | Taipei, Taiwan | FC | 100\% |
| Louis Vuitton Australia Pty Ltd. | Sydney, Australia | FC | 100\% |
| Louis Vuitton (China) Co. Ltd. | Shanghai, China | FC | 100\% |
| Louis Vuitton New Zealand | Auckland, New Zealand | FC | 100\% |
| Louis Vuitton India Retail Pte Ltd | Gurugram, India | FC | 100\% |
| Louis Vuitton EAU LLC | Dubai, United Arab Emirates | FC | 52\% |
| Louis Vuitton Saudi Arabia Ltd. | Jeddah, Saudi Arabia | FC | 55\% |
| Louis Vuitton Middle East | Dubai, United Arab Emirates | FC | 65\% |
| Louis Vuitton - Jordan PSC | Amman, Jordan | FC | 95\% |
| Louis Vuitton Orient LLC | Emirate of Ras Al Khaimah, United Arab Emirates | FC | 65\% |
| Louis Vuitton Korea Ltd. | Seoul, South Korea | FC | 100\% |
| LVMH Fashion Group Trading Korea Ltd. | Seoul, South Korea | FC | 100\% |
| Louis Vuitton Hungaria Kft. | Budapest, Hungary | FC | 100\% |
| Louis Vuitton Vostok | Moscow, Russia | FC | 100\% |
| LV Colombia SAS | Santa Fé de Bogota, Colombia | FC | 100\% |
| Louis Vuitton Maroc | Casablanca, Morocco | FC | 100\% |
| Louis Vuitton South Africa | Johannesburg, South Africa | FC | 100\% |
| Louis Vuitton Macau Company Limited | Macao, China | FC | 100\% |
| Louis Vuitton Japan KK | Tokyo, Japan | FC | 99\% |
| Louis Vuitton Services KK | Tokyo, Japan | FC | 99\% |
| Louis Vuitton Canada, Inc. | Toronto, Canada | FC | 100\% |
| Atepeli - Ateliers des Ponte de Lima | Calvelo, Portugal | FC | 100\% |
| Somarest | Sibiu, Romania | FC | 100\% |
| LVMH Métiers D'Art | Paris, France | FC | 100\% |
| Tanneries Roux | Romans-sur-Isère, France | FC | 100\% |
| HLI Holding Pte. Ltd | Singapore | FC | 100\% |
| Heng Long International Ltd | Singapore | FC | 100\% |
| Heng Long Leather Co. (Pte) Ltd | Singapore | FC | 100\% |
| Heng Long Leather (Guangzhou) Co. Ltd | Guangzhou, China | FC | 100\% |
| HLAustralia Proprietary Ltd | Sydney, Australia | FC | 100\% |
| Starke Holding | Florida, USA | FC | 100\% |
| Cypress Creek Farms | Florida, USA | FC | 100\% |
| The Florida Alligator Company | Florida, USA | FC | 100\% |
| Pellefina | Florida, USA | FC | 100\% |
| Sofpar 126 | Paris, France | FC | 100\% |
| Sofpar 128 | Bourg-de-Péage, France | FC | 100\% |
| Thélios | Longarone, Italy | FC | 51\% |
| Thélios France | Paris, France | FC | 51\% |
| Thélios USA Inc. | New Jersey, USA | FC | 51\% |
| Thélios Asia Pacific Limited | Harbour City, China | FC | 51\% |
| Marc Jacobs International | New York, USA | FC | 80\% |
| Marc Jacobs International (UK) | London, United Kingdom | FC | 80\% |
| Marc Jacobs Trademarks | New York, USA | FC | 80\% |
| Marc Jacobs Japan | Tokyo, Japan | FC | 80\% |
| Marc Jacobs International Italia | Milan, Italy | FC | 80\% |
| Marc Jacobs International France | Paris, France | FC | 80\% |
| Marc Jacobs Commercial |  |  |  |
| Marc Jacobs Hong Kong | Hong Kong, China | FC | 80\% |
| Marc Jacobs Holdings | New York, USA | FC | 80\% |
| Marc Jacobs Hong Kong |  |  |  |
| Distribution Company | Hong Kong, China | FC | 80\% |



| Companies | Registered office | Method of consolidation | Ownership interest |
| :---: | :---: | :---: | :---: |
| Christian Dior Guam Ltd | Tumon Bay, Guam | FC | 100\% |
| Christian Dior Espanola | Madrid, Spain | FC | 100\% |
| Christian Dior Puerto Banus | Madrid, Spain | FC | 75\% |
| Christian Dior UK Limited | London, United Kingdom | FC | 100\% |
| Christian Dior Italia Srl | Milan, Italy | FC | 100\% |
| Christian Dior Suisse SA | Geneva, Switzerland | FC | 100\% |
| Christian Dior GmbH | Pforzheim, Germany | FC | 100\% |
| Christian Dior Fourrure M.C. | Monte Carlo, Monaco | FC | 100\% |
| Christian Dior do Brasil Ltda | São Paulo, Brazil | FC | 100\% |
| Christian Dior Belgique | Brussels, Belgium | FC | 100\% |
| Bopel | Lugagnano Val d'Arda, Italy | FC | 100\% |
| Christian Dior Couture CZ | Prague, Czech Republic | FC | 100\% |
| Ateliers AS | Pierre-Bénite, France | EM | 25\% |
| Christian Dior Couture | Paris, France | FC | 100\% |
| Christian Dior Couture FZE | Dubai, United Arab Emirates | FC | 100\% |
| Christian Dior Couture Maroc | Casablanca, Morocco | FC | 100\% |
| Christian Dior Macau Single |  |  |  |
| Shareholder Company Limited | Macao, China | FC | 100\% |
| Christian Dior S. de R.L. de C.V. | Mexico City, Mexico | FC | 100\% |
| Les Ateliers Bijoux GmbH | Pforzheim, Germany | FC | 100\% |
| Christian Dior Commercial |  |  |  |
| (Shanghai) Co.Ltd | Shanghai, China | FC | 100\% |
| Christian Dior Trading India Pte Ltd | Mumbai, India | FC | 100\% |
| Christian Dior Couture Stoleshnikov | Moscow, Russia | FC | 100\% |
| Ateliers Modèles SAS | Paris, France | FC | 100\% |
| CDCH SA | Luxembourg | FC | 85\% |
| CDC Abu-Dhabi LLC Couture | Abu Dhabi, United Arab Emirates | FC | 85\% |
| Dior Grèce Société Anonyme |  |  |  |
| Garments Trading | Athens, Greece | FC | 100\% |
| CDC General Trading LLC | Dubai, United Arab Emirates | FC | 80\% |
| Christian Dior Istanbul |  |  |  |
| Magazacilik Anonim Sirketi | Istanbul, Turkey | FC | 100\% |
| John Galliano SA | Paris, France | FC | 100\% |
| Christian Dior Couture Qatar LLC | Doha, Qatar | FC | 82\% |
| Christian Dior Couture Bahrain W.L.L. | Manama, Bahrain | FC | 84\% |
| PT Fashion Indonesia Trading Company | Jakarta, Indonesia | FC | 100\% |
| Christian Dior Couture Ukraine | Kiev, Ukraine | FC | 100\% |
| CDCG FZCO | Dubai, United Arab Emirates | FC | 85\% |
| COU.BO Srl | Arzano, Italy | FC | 100\% |
| Christian Dior Netherlands BV | Amsterdam, Netherlands | FC | 100\% |
| Christian Dior Vietnam Limited |  |  |  |
| Liability Company | Hanoi, Vietnam | FC | 100\% |
| Vermont | Paris, France | FC | 100\% |
| Christian Dior Couture Kazakhstan | Almaty, Kazakhstan | FC | 100\% |
| Christian Dior Austria GmbH | Vienna, Austria | FC | 100\% |
| Manufactures Dior Srl | Milan, Italy | FC | 100\% |
| Christian Dior Couture Azerbaijan | Baku, Azerbaijan | FC | 100\% |
| Draupnir SA | Luxembourg | FC | 100\% |
| Myolnir SA | Luxembourg | FC | 100\% |
| CD Philippines | Makati, Philippines | FC | 100\% |
| Christian Dior Couture Luxembourg SA | Luxembourg | FC | 100\% |
| Les Ateliers Horlogers Dior | La Chaux-de-Fonds, Switzerland | FC | 100\% |
| Dior Montres | Paris, France | FC | 100\% |
| Christian Dior Couture Canada Inc. | Toronto, Canada | FC | 100\% |
| Christian Dior Couture Panama Inc. | Panama City, Panama | FC | 100\% |
| IDMC Manufacture | Paris, France | FC | 90\% |
| GINZA SA | Luxembourg | FC | 100\% |
| GFEC. Srl | Casoria, Italy | FC | 100\% |
| CDC Kuwait Fashion Accessories |  |  |  |
| with limited liability | Kuwait City, Kuwait | FC | 85\% |
| AURELIA Solutions S.R.L | Milan, Italy | FC | 100\% |
| Grandville | Luxembourg | FC | 100\% |
| Lemanus | Luxembourg | FC | 100\% |
| Fenty SAS | Paris, France | FC | 50\% |
| Celine SA | Paris, France | FC | 100\% |
| Avenue M International SCA | Paris, France | FC | 99\% |
| Enilec Gestion SARL | Paris, France | FC | 99\% |
| Celine Montaigne SAS | Paris, France | FC | 99\% |
| Celine Monte-Carlo SA | Monte Carlo, Monaco | FC | 99\% |
| Celine Germany GmbH | Berlin, Germany | FC | 99\% |
| Celine Production Srl | Florence, Italy | FC | 99\% |
| Celine Suisse SA | Geneva, Switzerland | FC | 99\% |
| Celine UK Ltd | London, United Kingdom | FC | 99\% |
| Celine Inc. | New York, USA | FC | 100\% |
| Celine (Hong Kong) Limited | Hong Kong, China | FC | 99\% |
| Celine Commercial and Trading |  |  |  |
| (Shanghai) Co. Ltd | Shanghai, China | FC | 99\% |
| Celine Boutique Taiwan Co. Ltd | Taipei, Taiwan | FC | 100\% |
| CPC Macau Company Limited | Macao, China | FC | 99\% |
| LVMH FG Services UK | London, United Kingdom | FC | 100\% |
| Celine Distribution Spain S.L.U. | Madrid, Spain | FC | 99\% |
| Celine Distribution Singapore | Singapore | FC | 99\% |
| RC Diffusion Rive Droite SARL | Paris, France | FC | 99\% |
| Celine EAU LLC | Dubai, United Arab Emirates | FC | 52\% |



| Companies | Registered office | Method of consolidation | Ownership interest | Companies | Registered <br> office Meth <br> consolid |  | Ownership interest |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Emilio Pucci International | Baarn, Netherlands | FC | 67\% | LVMH P\&C de Mexico | Mexico City, Mexico | FC | 100\% |
| Emilio Pucci Ltd | New York, USA | FC | 100\% | Parfums Christian Dior Japon | Tokyo, Japan | FC | 100\% |
| Emilio Pucci Hong Kong Company Limited | Hong Kong, China | FC | 100\% | Parfums Christian Dior (Singapore) | Singapore | FC | 100\% |
| Emilio Pucci UK Limited | London, United Kingdom | FC | 100\% | Inalux | Luxembourg | FC | 100\% |
| Emilio Pucci France SAS | Paris, France | FC | 100\% | LVMH P\&C Asia Pacific | Hong Kong, China | FC | 100\% |
| Thomas Pink Holdings | London, United Kingdom | FC | 100\% | Fa Hua Fragance \& Cosmetic Co. | Hong Kong, China | FC | 100\% |
| Thomas Pink | London, United Kingdom | FC | 100\% | Fa Hua Frag. \& Cosm. Taiwan | Taipei, Taiwan | FC | 100\% |
| Thomas Pink | Amsterdam, Netherlands | FC | 100\% | P\&C (Shanghai) | Shanghai, China | FC | 100\% |
| Thomas Pink | New York, USA | FC | 100\% | LVMH P\&C Korea | Seoul, South Korea | FC | 100\% |
| Thomas Pink Ireland | Dublin, Ireland | FC | 100\% | Parfums Christian Dior Hong Kong | Hong Kong, China | FC | 100\% |
| Thomas Pink France | Paris, France | FC | 100\% | LVMH P\&C Malaysia Sdn. Berhad | Petaling Jaya, Malaysia | FC | 100\% |
| Thomas Pink Canada | Toronto, Canada | FC | 100\% | Pardior | Mexico City, Mexico | FC | 100\% |
| Thomas Pink Manufacturing | London, United Kingdom | FC | 100\% | Parfums Christian Dior Denmark | Copenhagen, Denmark | FC | 100\% |
| Thomas Pink Shanghai | Shanghai, China | FC | 100\% | LVMH Perfumes \& Cosmetics Group | Sydney, Australia | FC | 100\% |
| Thomas Pink Japan | Tokyo, Japan | FC | 100\% | Parfums Christian Dior | Sandvika, Norway | FC | 100\% |
| Thomas Pink Australia | Sydney, Australia | FC | 100\% | Parfums Christian Dior | Stockholm, Sweden | FC | 100\% |
| Thomas Pink Mexico | Mexico City, Mexico | FC | 100\% | LVMH Perfumes |  |  |  |
| Loro Piana | Quarona, Italy | FC | 85\% | \& Cosmetics (New Zealand) | Auckland, New Zealand | FC | 100\% |
| Loro Piana Switzerland | Lugano, Switzerland | FC | 85\% | Parfums Christian Dior Austria | Vienna, Austria | FC | 100\% |
| Loro Piana France | Paris, France | FC | 85\% | L Beauty Luxury Asia | Taguig City, Philippines | FC | 51\% |
| Loro Piana | Munich, Germany | FC | 85\% | SCI Annabell | Paris, France | FC | 100\% |
| Loro Piana GB | London, United Kingdom | FC | 85\% | PT L Beauty Brands | Jakarta, Indonesia | FC | 51\% |
| LG Distribution LLC | Delaware, USA | FC | 85\% | LBeauty Pte | Singapore | FC | 51\% |
| Warren Corporation | Connecticut, USA | FC | 85\% | L Beauty Vietnam | Ho Chi Minh City, Vietnam | FC | 51\% |
| Loro Piana \& C. | New York, USA | FC | 85\% | SCI Rose Blue | Paris, France | FC | 100\% |
| Loro Piana USA | New York, USA | FC | 85\% | PCD St Honoré | Paris, France | FC | 100\% |
| Loro Piana (HK) | Hong Kong, China | FC | 85\% | LVMH Perfumes \& Cosmetics Macau | Macao, China | FC | 100\% |
| Loro Piana (Shanghai) Commercial Co. | Shanghai, China | FC | 85\% | DP Seldico | Kiev, Ukraine | FC | 100\% |
| Loro Piana (Shanghai) Textile Trading Co. | Shanghai, China | FC | 85\% | OOO Seldico | Moscow, Russia | FC | 100\% |
| Loro Piana Mongolia | Ulaanbaatar, Mongolia | FC | 85\% | EPCD Hungaria | Budapest, Hungary | FC | 100\% |
| Loro Piana Korea Co. | Seoul, South Korea | FC | 85\% | LVMH P\&C Kazakhstan | Almaty, Kazakhstan | FC | 100\% |
| Loro Piana (Macau) | Macao, China | FC | 85\% | PCD Dubai General Trading | Dubai, United Arab Emirates | FC | 29\% |
| Loro Piana Monaco | Monte Carlo, Monaco | FC | 85\% | PCD Doha Perfumes \& Cosmetics | Doha, Qatar | FC | 14\% |
| Loro Piana España | Madrid, Spain | FC | 85\% | Cosmetics of France | Florida, USA | FC | 100\% |
| Loro Piana Japan Co. | Tokyo, Japan | FC | 85\% | LVMH Recherche | Saint-Jean-de-Braye, France | FC | 100\% |
| Loro Piana Far East | Singapore | FC | 85\% | PCIS | Levallois-Perret, France | FC | 100\% |
| Loro Piana Peru | Lucanas, Peru | FC | 85\% | Cristale | Paris, France | FC | 100\% |
| Manifattura Loro Piana | Sillavengo, Italy | FC | 85\% | Perfumes Loewe SA | Madrid, Spain | FC | 100\% |
| Loro Piana Oesterreich | Vienna, Austria | FC | 85\% | Acqua di Parma | Milan, Italy | FC | 100\% |
| Loro Piana Nederland | Amsterdam, Netherlands | FC | 85\% | Acqua di Parma | New York, USA | FC | 100\% |
| Loro Piana Czech Republic | Prague, Czech Republic | FC | 85\% | Acqua di Parma | London, United Kingdom | FC | 100\% |
| Loro Piana Belgique | Brussels, Belgium | FC | 85\% | Acqua di Parma Canada Inc. | Toronto, Canada | FC | 100\% |
| Loro Piana Canada | Toronto, Canada | FC | 85\% | Cha Ling | Paris, France | FC | 100\% |
| Cashmere Lifestyle Luxury Trading LLC | Dubai, United Arab Emirates | FC | 51\% | Cha Ling Hong Kong | Hong Kong, China | FC | 100\% |
| Loro Piana Mexico SA de CV | Naucalpan, Mexico | FC | 85\% | Guerlain SA | Paris, France | FC | 100\% |
| Nicholas Kirkwood Ltd | London, United Kingdom | FC | 52\% | LVMH Parfums \& Kosmetik |  |  |  |
| Nicholas Kirkwood (USA) Corp. | Oregon, USA | FC | 52\% | Deutschland GmbH | Düsseldorf, Germany | FC | 100\% |
| NK Washington LLC | Oregon, USA | FC | 52\% | Guerlain GmbH | Vienna, Austria | FC | 100\% |
| Nicholas Kirkwood LLC | Oregon, USA | FC | 52\% | Guerlain Benelux SA | Brussels, Belgium | FC | 100\% |
| NK WLV LLC | Oregon, USA | FC | 52\% | Guerlain Ltd | London, United Kingdom | FC | 100\% |
| JW Anderson Limited | London, United Kingdom | EM | 46\% | LVMH Perfumes e Cosmética | Lisbon, Portugal | FC | 100\% |
| Marco de Vincenzo Srl | Rome, Italy | EM | 45\% | PC Parfums Cosmétiques SA | Zurich, Switzerland | FC | 100\% |
| Ultrapharum Srl | Milan, Italy | EM | 45\% | Guerlain Inc. | New York, USA | FC | 100\% |
|  |  |  |  | Guerlain (Canada) Ltd | Saint-Jean, Canada | FC | 100\% |
| PERFUMES AND COSMETICS |  |  |  | Guerlain de Mexico | Mexico City, Mexico | FC | 100\% |
|  |  |  |  | Guerlain (Asia Pacific) Limited | Hong Kong, China | FC | 100\% |
|  |  |  |  | Guerlain KK | Tokyo, Japan | FC | 100\% |
| Parfums Christian Dior | Paris, France | FC | 100\% | Guerlain KSA SAS | Levallois-Perret, France | FC | 80\% |
| LVMH Perfumes and Cosmetics |  |  |  | Guerlain Orient DMCC | Dubai, United Arab Emirates | FC | 100\% |
| (Thailand) Ltd. | Bangkok, Thailand | FC | 49\% | Guerlain Saudi Limited | Jeddah, Saudi Arabia | FC | 60\% |
| LVMH P\&C Do Brasil | São Paulo, Brazil | FC | 100\% | Guerlain Oceania Australia Pty Ltd | Botany, Australia | FC | 100\% |
| France Argentine Cosmetic | Buenos Aires, Argentina | FC | 100\% | PT Guerlain Cosmetics Indonesia | Jakarta, Indonesia | FC | 51\% |
| LVMH P\&C (Shanghai) Co. | Shanghai, China | FC | 100\% | Make Up For Ever | Paris, France | FC | 100\% |
| Shang Pu Ecommerce (Shanghai) | Shanghai, China | FC | 100\% | SCI Edison | Paris, France | FC | 100\% |
| Parfums Christian Dior Finland | Helsinki, Finland | FC | 100\% | Make Up For Ever | New York, USA | FC | 100\% |
| SNC du 33 Avenue Hoche | Paris, France | FC | 100\% | Make Up For Ever Canada | Montreal, Canada | FC | 100\% |
| LVMH Fragrances |  |  |  | Make Up For Ever Academy China | Shanghai, China | FC | 100\% |
| and Cosmetics (Singapore) | Singapore | FC | 100\% | Make Up For Ever UK Limited | London, United Kingdom | FC | 100\% |
| Parfums Christian Dior Orient Co. | Dubai, United Arab Emirates | FC | 60\% | LVMH Fragrance Brands | Levallois-Perret, France | FC | 100\% |
| Parfums Christian Dior Emirates | Dubai, United Arab Emirates | FC | 48\% | LVMH Fragrance Brands | London, United Kingdom | FC | 100\% |
| LVMH Cosmetics | Tokyo, Japan | FC | 100\% | LVMH Fragrance Brands | Düsseldorf, Germany | FC | 100\% |
| Parfums Christian Dior Arabia | Jeddah, Saudi Arabia | FC | 45\% | LVMH Fragrance Brands | New York, USA | FC | 100\% |
| EPCD | Warsaw, Poland | FC | 100\% | LVMH Fragrance Brands Canada | Toronto, Canada | FC | 100\% |
| EPCD CZ \& SK | Prague, Czech Republic | FC | 100\% | LVMH Fragrance Brands | Tokyo, Japan | FC | 100\% |
| EPCD RO Distribution | Bucharest, Romania | FC | 100\% | LVMH Fragrance Brands WHD | Florida, USA | FC | 100\% |
| Parfums Christian Dior UK | London, United Kingdom | FC | 100\% | LVMH Fragrance Brands Hong Kong | Hong Kong, China | FC | 100\% |
| Parfums Christian Dior | Rotterdam, Netherlands | FC | 100\% | LVMH Fragrance Brands Singapore | Singapore | FC | 100\% |
| SAS Iparkos | Paris, France | FC | 100\% | Benefit Cosmetics LLC | California, USA | FC | 100\% |
| Parfums Christian Dior S.A.B. | Brussels, Belgium | FC | 100\% | Benefit Cosmetics Ireland Ltd | Dublin, Ireland | FC | 100\% |
| LVMH P\&C Luxembourg | Luxembourg | FC | 100\% | Benefit Cosmetics UK Ltd | Chelmsford, United Kingdom | FC | 100\% |
| Parfums Christian Dior (Ireland) | Dublin, Ireland | FC | 100\% | Benefit Cosmetics Services Canada Inc. | Toronto, Canada | FC | 100\% |
| Parfums Christian Dior Hellas | Athens, Greece | FC | 100\% | Benefit Cosmetics Korea | Seoul, South Korea | FC | 100\% |
| Parfums Christian Dior | Zurich, Switzerland | FC | 100\% | Benefit Cosmetics SAS | Paris, France | FC | 100\% |
| Christian Dior Perfumes | New York, USA | FC | 100\% | Benefit Cosmetics Hong Kong Ltd | Hong Kong, China | FC | 100\% |
| Parfums Christian Dior Canada | Montreal, Canada | FC | 100\% | L Beauty Sdn. Bhd. | Kuala Lumpur, Malaysia | FC | 51\% |


| Companies | Registeredoffice $\quad$Metho <br> consolid |  | Ownership interest |
| :---: | :---: | :---: | :---: |
| L Beauty (Thailand) Co. Ltd | Bangkok, Thailand | FC | 48\% |
| Fresh | New York, USA | FC | 100\% |
| Fresh | Paris, France | FC | 100\% |
| Fresh Cosmetics | London, United Kingdom | FC | 100\% |
| Fresh Hong Kong | Hong Kong, China | FC | 100\% |
| Fresh Korea | Seoul, South Korea | FC | 100\% |
| Fresh Canada | Montreal, Canada | FC | 100\% |
| Kendo Holdings Inc. | California, USA | FC | 100\% |
| Fenty Skin LLC | California, USA | FC | 50\% |
| Ole Henriksen of Denmark Inc. | California, USA | FC | 100\% |
| SLF USA Inc. | California, USA | FC | 100\% |
| Susanne Lang Fragrance | Toronto, Canada | FC | 100\% |
| BHUS Inc. | Delaware, USA | FC | 100\% |
| KVD Beauty LLC | California, USA | FC | 70\% |
| Fenty Beauty LLC | California, USA | FC | 50\% |
| Kendo Brands Ltd | Bicester, United Kingdom | FC | 100\% |
| Kendo Brands SAS | Boulogne-Billancourt, France | FC | 100\% |
| Kendo Hong Kong Limited | Hong Kong, China | FC | 100\% |
| Parfums Francis Kurkdjian SAS | Paris, France | FC | 61\% |
| Parfums Francis Kurkdjian LLC | New York, USA | FC | 61\% |
| WATCHES AND JEWELRY |  |  |  |
| Tag Heuer International | La Chaux-de-Fonds, Switzerland | FC | 100\% |
| LVMH Relojeria y Joyeria España SA | Madrid, Spain | FC | 100\% |
| LVMH Montres \& Joaillerie France | Paris, France | FC | 100\% |
| Tag Heuer Limited | Manchester, United Kingdom | FC | 100\% |
| Duval Ltd | Manchester, United Kingdom | FC | 100\% |
| LVMH Watch \& Jewelry Central Europe Tag Heuer Boutique | Oberursel, Germany | FC | 100\% |
| Outlet Store Roermond | Roermond, Netherlands | FC | 100\% |
| LVMH Watch \& Jewelry UK | Manchester, United Kingdom | FC | 100\% |
| Duvatec Limited | Manchester, United Kingdom | FC | 100\% |
| Heuer Ltd | Manchester, United Kingdom | FC | 100\% |
| LVMH Watch \& Jewelry USA | Illinois, USA | FC | 100\% |
| LVMH Watch \& Jewelry Canada | Richmond, Canada | FC | 100\% |
| LVMH Watch \& Jewelry Far East | Hong Kong, China | FC | 100\% |
| LVMH Watch \& Jewelry Singapore | Singapore | FC | 100\% |
| LVMH Watch \& Jewelry Malaysia | Kuala Lumpur, Malaysia | FC | 100\% |
| LVMH Watch \& Jewelry Capital | Singapore | FC | 100\% |
| LVMH Watch \& Jewelry Japan | Tokyo, Japan | FC | 100\% |
| LVMH Watch \& Jewelry Australia Pty Ltd | Melbourne, Australia | FC | 100\% |
| LVMH Watch \& Jewelry Hong Kong | Hong Kong, China | FC | 100\% |
| LVMH Watch \& Jewelry Taiwan | Taipei, Taiwan | FC | 100\% |
| LVMH Watch \& Jewelry India | New Delhi, India | FC | 100\% |
| LVMH Watch \& Jewelry (Shanghai) |  |  |  |
| Commercial Co. | Shanghai, China | FC | 100\% |
| LVMH Watch \& Jewelry Russia LLC | Moscow, Russia | FC | 100\% |
| TAG Heuer Connected | Paris, France | FC | 100\% |
| Timecrown | Manchester, United Kingdom | FC | 100\% |
| Artecad | Tramelan, Switzerland | FC | 100\% |
| TAG HEUER SA | La Chaux-de-Fonds, Switzerland | FC | 100\% |
| Golfcoders | Paris, France | FC | 100\% |
| Alpha Time Corp. | Hong Kong, China | FC | 100\% |
| Chaumet International | Paris, France | FC | 100\% |
| Chaumet London | London, United Kingdom | FC | 100\% |
| Chaumet Horlogerie | Nyon, Switzerland | FC | 100\% |
| Chaumet Korea Yuhan Hoesa | Seoul, South Korea | FC | 100\% |
| Chaumet Monaco | Monte Carlo, Monaco | FC | 100\% |
| Chaumet Middle East | Dubai, United Arab Emirates | FC | 60\% |
| Chaumet UAE | Dubai, United Arab Emirates | FC | 60\% |
| Chaumet Australia | Sydney, Australia | FC | 100\% |
| Farouk Trading | Jeddah, Saudi Arabia | FC | 60\% |
| Chaumet lberia SL | Madrid, Spain | FC | 100\% |
| LVMH Watch \& Jewelry Macau Company | Macao, China | FC | 100\% |
| LVMH Swiss Manufactures | La Chaux-de-Fonds, Switzerland | FC | 100\% |
| Zenith Time Company (GB) Ltd. | Manchester, United Kingdom | FC | 100\% |
| LVMH Watch \& Jewelry Italy SpA | Milan, Italy | FC | 100\% |
| Delano | La Chaux-de-Fonds, Switzerland | FC | 100\% |
| Fred Paris | Neuilly-sur-Seine, France | FC | 100\% |
| Joaillerie de Monaco | Monte Carlo, Monaco | FC | 100\% |
| Fred | New York, USA | FC | 100\% |
| Fred Londres | London, United Kingdom | FC | 100\% |
| Hublot | Nyon, Switzerland | FC | 100\% |
| Hublot Boutique Monaco | Monte Carlo, Monaco | FC | 100\% |
| Hublot Canada | Toronto, Canada | FC | 100\% |
| Bentim International | Nyon, Switzerland | FC | 100\% |
| Hublot SA Genève | Geneva, Switzerland | FC | 100\% |
| Hublot of America | Florida, USA | FC | 100\% |
| Benoit de Gorski SA | Geneva, Switzerland | FC | 100\% |
| Bulgari SpA | Rome, Italy | FC | 100\% |
| Bvigari Italia | Rome, Italy | FC | 100\% |
| Bvigari International Corporation (BIC) | Amsterdam, Netherlands | FC | 100\% |
| Bvigari Corporation of America | New York, USA | FC | 100\% |


| Companies | Registered office | Method of consolidation | Ownership interest |
| :---: | :---: | :---: | :---: |
| Bvigari SA | Geneva, Switzerland | FC | 100\% |
| Bvlgari Horlogerie | Neuchâtel, Switzerland | FC | 100\% |
| Bvigari France | Paris, France | FC | 100\% |
| Bvlgari Montecarlo | Monte Carlo, Monaco | FC | 100\% |
| Bvlgari (Deutschland) | Munich, Germany | FC | 100\% |
| Bvlgari España | Madrid, Spain | FC | 100\% |
| Bvlgari South Asian Operations | Singapore | FC | 100\% |
| Bvigari (UK) Ltd | London, United Kingdom | FC | 100\% |
| Bvlgari Belgium | Brussels, Belgium | FC | 100\% |
| Bvlgari Australia | Sydney, Australia | FC | 100\% |
| Bvlgari (Malaysia) | Kuala Lumpur, Malaysia | FC | 100\% |
| Bvigari Global Operations | Neuchâtel, Switzerland | FC | 100\% |
| Bvlgari Asia Pacific | Hong Kong, China | FC | 100\% |
| Bvigari (Taiwan) | Taipei, Taiwan | FC | 100\% |
| Bvlgari Korea | Seoul, South Korea | FC | 100\% |
| Bvlgari Saint Barth | Saint-Barthélemy, French Antilles | FC | 100\% |
| Bvlgari Gioielli | Valenza, Italy | FC | 100\% |
| Bvlgari Accessori | Florence, Italy | FC | 100\% |
| Bvlgari Holding (Thailand) | Bangkok, Thailand | FC | 100\% |
| Bvlgari (Thailand) | Bangkok, Thailand | FC | 100\% |
| Bvigari Commercial (Shanghai) Co. | Shanghai, China | FC | 100\% |
| Bvlgari Japan | Tokyo, Japan | FC | 100\% |
| Bvigari Panama | Panama City, Panama | FC | 100\% |
| Bvigari Ireland | Dublin, Ireland | FC | 100\% |
| Bvigari Qatar | Doha, Qatar | FC | 49\% |
| Gulf Luxury Trading | Dubai, United Arab Emirates | FC | 51\% |
| Bvlgari do Brazil | São Paulo, Brazil | FC | 100\% |
| Bvigari Hotels and Resorts Milano | Rome, Italy | EM | 50\% |
| Lux Jewels Kuwait for Trading |  |  |  |
| In Gold Jewelry and Precious Stones | Kuwait City, Kuwait | FC | 80\% |
| Lux Jewels Bahrain | Manama, Bahrain | FC | 80\% |
| India Luxco Retail | New Delhi, India | FC | 100\% |
| BK for Jewelry and Precious Metals and Stones Co. | Kuwait City, Kuwait | FC | 80\% |
| Bvigari Turkey Lüks Ürün Ticareti | Istanbul, Turkey | FC | 100\% |
| Bvigari Russia | Moscow, Russia | FC | 100\% |
| Bvigari Prague | Prague, Czech Republic | FC | 100\% |
| Bvlgari Commercial Mexico | Mexico City, Mexico | FC | 100\% |
| Bvigari Canada | Montreal, Canada | FC | 100\% |
| Bvigari Portugal | Lisbon, Portugal | FC | 100\% |
| Bvlgari Philippines | Makati, Philippines | FC | 100\% |
| Bulgari Vietnam | Hanoi, Vietnam | FC | 100\% |
| Bvigari Denmark | Copenhagen, Denmark | FC | 100\% |
| Bvigari Roma | Rome, Italy | FC | 100\% |
| Repossi | Paris, France | FC | 69\% |
| SELECTIVE RETAILING |  |  |  |
| LVMH Iberia SL | Madrid, Spain | FC | 100\% |
| LVMH Italia SpA | Milan, Italy | FC | 100\% |
| Sephora SAS | Neuilly-sur-Seine, France | FC | 100\% |
| Sephora Luxembourg SARL | Luxembourg | FC | 100\% |
| Sephora Portugal Perfumaria Lda | Lisbon, Portugal | FC | 100\% |
| Sephora Polska Sp Z.O.O | Warsaw, Poland | FC | 100\% |
| Sephora Greece SA | Athens, Greece | FC | 100\% |
| Sephora Cosmetics Romania SA | Bucharest, Romania | FC | 100\% |
| Sephora Switzerland SA | Geneva, Switzerland | FC | 100\% |
| Sephora Sro (Republique Tchèque) | Prague, Czech Republic | FC | 100\% |
| Sephora Monaco SAM | Monte Carlo, Monaco | FC | 99\% |
| Sephora Cosmeticos España S.L. | Madrid, Spain | EM | 50\% |
| S+ SAS | Neuilly-sur-Seine, France | FC | 100\% |
| Sephora Bulgaria EOOD | Sofia, Bulgaria | FC | 100\% |
| Sephora Cyprus Limited | Nicosia, Cyprus | FC | 100\% |
| Sephora Kozmetik AS (Turquie) | Istanbul, Turkey | FC | 100\% |
| Sephora Cosmetics Ltd (Serbia) | Belgrade, Serbia | FC | 100\% |
| Sephora Danmark ApS | Copenhagen, Denmark | FC | 100\% |
| Sephora Sweden AB | Stockholm, Sweden | FC | 100\% |
| Sephora Germany GmbH | Düsseldorf, Germany | FC | 100\% |
| Sephora Moyen-Orient SA | Fribourg, Switzerland | FC | 70\% |
| Sephora Middle East FZE | Dubai, United Arab Emirates | FC | 70\% |
| Sephora Qatar WLL | Doha, Qatar | FC | 63\% |
| Sephora Arabia Limited | Jeddah, Saudi Arabia | FC | 52\% |
| Sephora Kuwait Co. WLL | Kuwait City, Kuwait | FC | 59\% |
| Sephora Holding South Asia | Singapore | FC | 100\% |
| Sephora (Shanghai) Cosmetics Co. Ltd | Shanghai, China | FC | 81\% |
| Sephora (Beijing) Cosmetics Co. Ltd Sephora Xiangyang (Shanghai) | Beijing, China | FC | 81\% |
| Cosmetics Co. Ltd | Shanghai, China | FC | 81\% |
| Sephora Hong Kong Limited | Hong Kong, China | FC | 100\% |
| Sephora Singapore Pte Ltd | Singapore | FC | 100\% |
| Sephora (Thailand) Company (Limited) | Bangkok, Thailand | FC | 100\% |
| Sephora Australia Pty Ltd | Sydney, Australia | FC | 100\% |
| Sephora New Zealand Limited | Wellington, New Zealand | FC | 100\% |


| Companies | Registered Method of <br> office <br> consolidatio  | Method of consolidation | Ownership interest |
| :---: | :---: | :---: | :---: |
| Sephora Korea Ltd | Seoul, South Korea | FC | 100\% |
| Sephora Digital Pte Ltd | Singapore | FC | 100\% |
| Sephora Digital (Thailand) Ltd | Bangkok, Thailand | FC | 100\% |
| LXServices Pte Ltd | Singapore | FC | 100\% |
| PT MU and SC Trading (Indonesia) | Jakarta, Indonesia | FC | 100\% |
| Luxola Sdn. Bhd. (Malaysia) | Kuala Lumpur, Malaysia | Fsia | 100\% |
| Sephora Services Philippines (Branch) | Manila, Philippines | FC | 100\% |
| Sephora USA Inc. | California, USA | FC | 100\% |
| Sephora Cosmetics Pte Ltd (India) | New Delhi, India | FC | 100\% |
| Sephora Beauty Canada Inc. | Toronto, Canada | FC | 100\% |
| Sephora Puerto Rico LLC | California, USA | FC | 100\% |
| Sephora Mexico S. de R.L de C.V | Mexico City, Mexico | FC | 100\% |
| Servicios Ziphorah S. de R.L de C.V | Mexico City, Mexico | FC | 100\% |
| Sephora Emirates LLC | Dubai, United Arab Emirates | Emirates FC | 56\% |
| Sephora Bahrain WLL | Manama, Bahrain | FC | 52\% |
| PT Sephora Indonesia | Jakarta, Indonesia | FC | 100\% |
| Dotcom Group Comércio de Presentes SA | Rio de Janeiro, Brazil | FC | 100\% |
| LGCS Inc. | New York, USA | FC | 100\% |
| Avenue Hoche Varejista Limitada | São Paulo, Brazil | FC | 100\% |
| Joint Stock Company "Ile De Beauté" | Moscow, Russia | FC | 100\% |
| Beauty In Motion Sdn. Bhd. | Kuala Lumpur, Malaysia | ysia FC | 100\% |
| Le Bon Marché | Paris, France | FC | 100\% |
| SEGEP | Paris, France | FC | 100\% |
| Franck \& Fils | Paris, France | FC | 100\% |
| DFS Holdings Limited | Hamilton, Bermuda | FC | 61\% |
| DFS Australia Pty Limited | Sydney, Australia | FC | 61\% |
| DFS Group Limited - USA | North Carolina, USA | FC | 61\% |
| DFS Group Limited - HK | Hong Kong, China | FC | 61\% |
| TRS Hong Kong Limited | Hong Kong, China | EM | 28\% |
| DFS France SAS | Paris, France | FC | 61\% |
| DFS Okinawa KK | Okinawa, Japan | FC | 61\% |
| TRS Okinawa KK | Okinawa, Japan EM | EM | 28\% |
| JAL/DFS Co. Ltd | Chiba, Japan EM | EM | 25\% |
| DFS Korea Limited | Seoul, South Korea | FC | 61\% |
| DFS Cotai Limitada | Macao, China | FC | 61\% |
| DFS Middle East LLC | Abu Dhabi, |  |  |
|  | United Arab Emirates | s FC | 61\% |
| DFS Merchandising Limited | North Carolina, USA | FC | 61\% |
| DFS New Zealand Limited | Auckland, New Zealand | and FC | 61\% |
| Commonwealth Investment Company Inc. | Saipan, |  |  |
|  | Northern Mariana Islands | Flands FC | 58\% |
| DFS Saipan Limited | Saipan, |  |  |
|  | Northern Mariana Islands | ands FC | 61\% |
| Kinkai Saipan LP | Saipan, |  |  |
|  | Northern Mariana Islands | ands FC | 61\% |
| DFS Business Consulting |  |  |  |
| (Shanghai) Co. Ltd | Shanghai, China | FC | 61\% |
| DFS Retail (Hainan) Company Limited | Haikou, China | FC | 61\% |
| DFS Singapore (Pte) Limited | Singapore | FC | 61\% |
| DFS Venture Singapore (Pte) Limited | Singapore | FC | 61\% |
| TRS Singapore Pte Ltd | Singapore | EM | 28\% |
| DFS Vietnam (S) Pte Ltd | Singapore | FC | 43\% |
| New Asia Wave International (S) Pte Ltd | Singapore | FC | 43\% |
| Ipp Group (S) Pte Ltd | Singapore | FC | 43\% |
| DFS Group LP | North Carolina, USA | FC | 61\% |
| LAX Duty Free Joint Venture 2000 | California, USA | FC | 46\% |
| JFK Terminal 4 Joint Venture 2001 | New York, USA | FC | 49\% |
| SFO Duty Free \& |  |  |  |
| Luxury Store Joint Venture | California, USA | FC | 46\% |
| SFOIT Specialty Retail Joint Venture | California, USA | FC | 46\% |
| Royal Hawaiian Insurance Company Co. | Hawaii, USA | FC | 61\% |
| DFS Guam L.P. | Tamuning, Guam | FC | 61\% |
| DFS Liquor Retailing Limited | North Carolina, USA | FC | 61\% |
| Twenty-Seven Twenty Eight Corp. | North Carolina, USA | FC | 61\% |
| DFS Italia Srl. | Milan, Italy | FC | 61\% |
| DFS (Cambodia) Limited | Phnom Penh, Cambodia | odia FC | 43\% |
| TRS Hawaii LLC | Hawaii, USA EM | EM | 28\% |
| TRS Saipan | Saipan, |  |  |
|  | Northern Mariana Islands EM | lands EM | 28\% |
| TRS Guam | Tamuning, Guam EM | EM | 28\% |
| Central DFS Co., Ltd | Bangkok, Thailand EM | EM | 30\% |
| DFS Management Consulting |  |  |  |
|  |  |  |  |
| (Shenzhen) Company Limited | Shenzhen, China | FC | 61\% |
| Tumon Entertainment LLC | Tamuning, Guam | FC | 100\% |
| Comete Guam Inc. | Tamuning, Guam | FC | 100\% |
| Tumon Aquarium LLC | Tamuning, Guam | FC | 97\% |
| Tumon Games LLC | Tamuning, Guam | FC | 100\% |
| Comete Saipan Inc. | Saipan, Northern Mariana Islands | ariana Islands FC | 100\% |
| DFS Vietnam Limited Liability Company | Ho Chi Minh City, Vietnam | etnam FC | 61\% |
| DFS Venture Vietnam Company Limited | Ho Chi Minh City, Vietnam | etnam FC | 61\% |
| PT Sona Topas Tourism industry Tbk | Jakarta, Indonesia EM | EM | 28\% |
| Cruise Line Holdings Co. | Florida, USA | FC | 100\% |
| Starboard Cruise Services | Florida, USA | FC | 100\% |
| Starboard Holdings | Florida, USA | FC | 100\% |


| Companies | Registeredoffice $\quad$Meth <br> consolid |  | Ownership interest |
| :---: | :---: | :---: | :---: |
| International Cruise Shops Ltd | Cayman Islands | FC | 100\% |
| STB Servici Tecnici Per Bordo | Florence, Italy | FC | 100\% |
| On-Board Media Inc. | Florida, USA | FC | 100\% |
| 24 Sèvres | Paris, France | FC | 100\% |
| OTHER ACTIVITIES |  |  |  |
| Groupe Les Echos | Paris, France | FC | 100\% |
| Dematis | Paris, France | FC | 80\% |
| Les Echos Management | Paris, France | FC | 100\% |
| Régiepress | Paris, France | FC | 100\% |
| Les Echos Légal | Paris, France | FC | 100\% |
| Radio Classique | Paris, France | FC | 100\% |
| Les Echos Medias | Paris, France | FC | 100\% |
| SFPA | Paris, France | FC | 100\% |
| Les Echos | Paris, France | FC | 100\% |
| Investir Publications | Paris, France | FC | 100\% |
| Les Echos Solutions | Paris, France | FC | 100\% |
| Les Echos Publishing | Paris, France | FC | 100\% |
| Pelham Media | London, United Kingdom | FC | 77\% |
| WordAppeal | Paris, France | FC | 60\% |
| Pelham Media | Paris, France | FC | 60\% |
| L'Eclaireur | Paris, France | FC | 60\% |
| KCO Events | Paris, France | FC | 60\% |
| Pelham Media Production | Paris, France | FC | 60\% |
| Alto International SARL | Paris, France | FC | 36\% |
| Happeningco SAS | Paris, France | FC | 79\% |
| Magasins de la Samaritaine | Paris, France | FC | 99\% |
| Mongoual SA | Paris, France | EM | 40\% |
| Le Jardin d'Acclimatation | Paris, France | FC | 80\% |
| RVL Holding BV | Kaag, Netherlands | FC | 99\% |
| Royal Van Lent Shipyard BV | Kaag, Netherlands | FC | 99\% |
| Tower Holding BV | Kaag, Netherlands | FC | 99\% |
| Green Bell BV | Kaag, Netherlands | FC | 99\% |
| Gebr. Olie Beheer BV | Waddinxveen, Netherlands | FC | 99\% |
| Van der Loo Yachtinteriors BV | Waddinxveen, Netherlands | FC | 99\% |
| Red Bell BV | Kaag, Netherlands | FC | 99\% |
| De Voogt Naval Architects BV | Haarlem, Netherlands | EM | 99\% |
| Feadship Holland BV | Amsterdam, Netherlands | EM | 99\% |
| Feadship America Inc. | Florida, USA | EM | 99\% |
| OGMNLBV | Nieuw-Lekkerland, Netherlands | EM | 99\% |
| Firstship BV | Amsterdam, Netherlands | EM | 99\% |
| Mezzo | Paris, France | FC | 50\% |
| Probinvest | Paris, France | FC | 100\% |
| Ufipar | Paris, France | FC | 100\% |
| Sofidiv | Paris, France | FC | 100\% |
| LVMH Services | Paris, France | FC | 85\% |
| Moët Hennessy | Paris, France | FC | 66\% |
| LVMH Services Limited | London, United Kingdom | FC | 100\% |
| Ufip (Ireland) | Dublin, Ireland | FC | 100\% |
| Moët Hennessy Investissements | Paris, France | FC | 66\% |
| LV Group | Paris, France | FC | 100\% |
| Moët Hennessy International | Paris, France | FC | 66\% |
| Creare | Luxembourg | FC | 100\% |
| Creare Pte Ltd | Singapore | FC | 100\% |
| Bayard (Shanghai) Investment |  |  |  |
| Villa Foscarini Srl | Milan, Italy | FC | 100\% |
| Liszt Invest | Luxembourg | FC | 100\% |
| Gorgias | Luxembourg | FC | 100\% |
| LC Investissements | Paris, France | FC | 51\% |
| LVMH Investissements | Paris, France | FC | 100\% |
| LVMH Canada | Toronto, Canada | FC | 100\% |
| Société Montaigne Jean Goujon | Paris, France | FC | 100\% |
| Delphine | Paris, France | FC | 100\% |
| GIE CAPI13 | Paris, France | FC | 100\% |
| LVMH Finance | Paris, France | FC | 100\% |
| Primae | Paris, France | FC | 100\% |
| Eutrope | Paris, France | FC | 100\% |
| Flavius Investissements | Paris, France | FC | 100\% |
| LVMH BH Holdings LLC | New York, USA | FC | 100\% |
| Rodeo Partners LLC | New York, USA | FC | 100\% |
| LBD Holding | Paris, France | FC | 100\% |
| LVMH Hotel Management | Paris, France | FC | 100\% |
| Ufinvest | Paris, France | FC | 100\% |
| Delta | Paris, France | FC | 100\% |
| White 1921 Courchevel |  |  |  |
| Société d'Exploitation Hôtelière | Courchevel, France | FC | 100\% |
| Société Immobilière |  |  |  |
| Paris Savoie Les Tovets | Courchevel, France | FC | 100\% |
| EUPALINOS 1850 | Paris, France | FC | 100\% |
| Société d'Exploitation Hôtelière de la Samaritaine | Paris, France | FC | 100\% |


| Companies | Registered <br> office Method <br> consolidat |  | Ownership interest |
| :---: | :---: | :---: | :---: |
| Société d'Exploitation Hôtelière |  |  |  |
| Société d'Investissement |  |  |  |
| Cheval Blanc Saint Barth Isle de France | Saint-Barthélemy, French Antilles | FC | 56\% |
| Cheval Blanc Saint-Tropez | Saint-Tropez, France | FC | 100\% |
| Villa Jacquemone | Saint-Tropez, France | FC | 100\% |
| 33 Hoche | Paris, France | FC | 100\% |
| Moët Hennessy Inc. | New York, USA | FC | 66\% |
| One East 57th Street LLC | New York, USA | FC | 100\% |
| LVMH Moët Hennessy Louis Vuitton Inc. | New York, USA | FC | 100\% |
| Lafayette Art I LLC | New York, USA | FC | 100\% |
| LVMH Holdings Inc. | New York, USA | FC | 100\% |
| Island Cay Inc | New York, USA | FC | 100\% |
| Halls Pond Exuma Ltd | Nassau, Bahamas | FC | 100\% |
| Sofidiv Art Trading Company | New York, USA | FC | 100\% |
| Sofidiv Inc. | New York, USA | FC | 100\% |
| 598 Madison Leasing Corp. | New York, USA | FC | 100\% |
| 1896 Corp. | New York, USA | FC | 100\% |
| 313-317 N. Rodeo LLC | New York, USA | FC | 100\% |
| 319-323 N. Rodeo LLC | New York, USA | FC | 100\% |
| 420 N. Rodeo LLC | New York, USA | FC | 100\% |
| 456 North Rodeo Drive | New York, USA | FC | 100\% |
| 468 North Rodeo Drive | New York, USA | FC | 100\% |
| 461 North Beverly Drive | New York, USA | FC | 100\% |
| LVMH MJ Holdings Inc. | New York, USA | FC | 100\% |
| LVMH Perfumes \& Cosmetics Inc. | New York, USA | FC | 100\% |
| Arbelos Insurance Inc. | New York, USA | FC | 100\% |
| Meadowland Florida LLC | New York, USA | FC | 100\% |
| 2181 Kalakaua Holdings LLC | Texas, USA | EM | 50\% |
| 2181 Kalakaua LLC | Texas, USA | EM | 50\% |
| P\&C International | Paris, France | FC | 100\% |
| LVMH Participations BV | Baarn, Netherlands | FC | 100\% |
| LVMH Moët Hennessy - Louis Vuitton BV | Baarn, Netherlands | FC | 100\% |
| LVMH Services BV | Baarn, Netherlands | FC | 100\% |
| LVMH Finance Belgique | Brussels, Belgium | FC | 100\% |
| LVMH International | Brussels, Belgium | FC | 100\% |
| Marithé | Luxembourg | FC | 100\% |
| LVMHEU | Luxembourg | FC | 100\% |
| Ufilug | Luxembourg | FC | 100\% |
| Glacea | Luxembourg | FC | 100\% |
| Naxara | Luxembourg | FC | 100\% |
| Pronos | Luxembourg | FC | 100\% |
| Sofidil | Luxembourg | FC | 100\% |
| LVMH Publica | Brussels, Belgium | FC | 100\% |
| Sofidiv UK Limited | London, United Kingdom | FC | 100\% |
| LVMH Moët Hennessy - Louis Vuitton | Tokyo, Japan | FC | 100\% |
| Osaka Fudosan Company | Tokyo, Japan | FC | 100\% |
| LVMH Asia Pacific | Hong Kong, China | FC | 100\% |
| LVMH (Shanghai) Management |  |  |  |
| \& Consultancy Co. Ltd | Shanghai, China | FC | 100\% |
| LVMH South \& South East Asia Pte Ltd | Singapore | FC | 100\% |
| LVMH Korea Ltd | Seoul, South Korea | FC | 100\% |
| Vicuna Holding | Milan, Italy | FC | 100\% |
| Pasticceria Confetteria Cova | Milan, Italy | FC | 80\% |
| Cova Montenapoleone | Milan, Italy | FC | 80\% |
| Investissement Hôtelier |  |  |  |
| Saint Barth Plage des Flamands | Saint-Barthélemy, French Antilles | FC | 56\% |
| Dajbog S.A. | Luxembourg | FC | 100\% |
| Barlow Investments S.A. | Luxembourg | FC | 100\% |
| Alderande | Paris, France | FC | 56\% |
| Palladios Overseas Holding | London, United Kingdom | FC | 100\% |
| 75 Sloane Street Services Limited | London, United Kingdom | FC | 100\% |
| Belmond (UK) Limited | London, United Kingdom | FC | 100\% |
| Belmond Dollar Treasury Limited | London, United Kingdom | FC | 100\% |
| Belmond Finance Services Limited | London, United Kingdom | FC | 100\% |
| Belmond Management Limited | London, United Kingdom | FC | 100\% |
| Belmond Sterling Treasury Limited | London, United Kingdom | FC | 100\% |
| Blanc Restaurants Limited | London, United Kingdom | FC | 100\% |
| European Cruises Limited | London, United Kingdom | FC | 100\% |
| Great Scottish and Western |  |  |  |
| Railway Holdings Limited | London, United Kingdom | FC | 100\% |
| The Great Scottish and Western |  |  |  |
| Railway Company Limited | London, United Kingdom | FC | 100\% |
| Horatio Properties Limited | London, United Kingdom | FC | 100\% |
| Island Hotel (Madeira) Limited | London, United Kingdom | FC | 100\% |
| Mount Nelson Hotel Limited | London, United Kingdom | FC | 100\% |
| La Residencia Limited | London, United Kingdom | FC | 100\% |
| LuxuryTravel.Com UK Limited | London, United Kingdom | FC | 100\% |
| Reid's Hotel Madeira Limited | London, United Kingdom | FC | 100\% |
| VSOE Holdings Limited | London, United Kingdom | FC | 100\% |
| Venice Simplon-Orient-Express |  |  |  |
| Limited - UK branch | London, United Kingdom | FC | 100\% |
| Belmond CJ Dollar Limited | London, United Kingdom | FC | 100\% |
| Croisieres Orex SAS | Saint-Usage, France | FC | 100\% |


| Companies | Registered <br> Method office consolid |  | Ownership interest |
| :---: | :---: | :---: | :---: |
| VSOE Voyages SA | Paris, France | FC | 100\% |
| VSOE Deutschland GmbH | Cologne, Germany | FC | 100\% |
| Ireland Luxury Rail Tours Ltd | Dublin, Ireland | FC | 100\% |
| Villa Margherita SpA | Florence, Italy | FC | 100\% |
| Belmond Finanziamenti Srl | Florence, Italy | FC | 100\% |
| Belmond Sicily SpA | Florence, Italy | FC | 100\% |
| Belmond Italia SpA | Genoa, Italy | FC | 100\% |
| Hotel Caruso SpA | Florence, Italy | FC | 100\% |
| Hotel Cipriani SpA | Venice, Italy | FC | 100\% |
| Hotel Splendido SpA | Portofino, Italy | FC | 100\% |
| Villa San Michele SpA | Florence, Italy | FC | 100\% |
| Luxury Trains Servizi Srl | Venice, Italy | FC | 100\% |
| Castello Resort Villas SpA | Querceto, Italy | FC | 100\% |
| Castello di Casole SpA | Querceto, Italy | FC | 100\% |
| Castello di Casole Agricoltura SpA | Querceto, Italy | FC | 100\% |
| Belmond Spanish Holdings SL | Madrid, Spain | FC | 100\% |
| Nomis Mallorcan Investments SA | Madrid, Spain | FC | 100\% |
| Son Moragues SA | Deià, Spain | FC | 100\% |
| Reid's Hoteis Lda | Funchal, Portugal | FC | 100\% |
| Europe Hotel LLC | Saint Petersburg, Russia | FC | 100\% |
| Belmond USA Inc | Delaware, USA | FC | 100\% |
| 21 Club Inc | New York, USA | FC | 100\% |
| Belmond Pacific Inc | Delaware, USA | FC | 100\% |
| Belmond Reservation Services Inc | Delaware, USA | FC | 100\% |
| Charleston Centre LLC | Delaware, USA | FC | 100\% |
| Charleston Place Holdings Inc | Delaware, USA | FC | 100\% |
| El Encanto Inc | Delaware, USA | FC | 100\% |
| Inn at Perry Cabin Corporation | Maryland, USA | FC | 100\% |
| Mountbay Holdings Inc | Delaware, USA | FC | 100\% |
| Venice Simplon Orient Express Inc | Delaware, USA | FC | 100\% |
| Windsor Court Hotel Inc | Delaware, USA | FC | 95\% |
| Windsor Court Hotel LP | Delaware, USA | FC | 100\% |
| Windsor Great Park Inc | Delaware, USA | FC | 100\% |
| Belmond Cap Juluca Limited | Anguilla | FC | 100\% |
| Belmond (Cupecoy Village) Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Holdings 1 Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Peru Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Properties Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Spain Ltd | Hamilton, Bermuda | FC | 100\% |
| Eastern \& Oriental Express Ltd | Hamilton, Bermuda | EM | 25\% |
| Leisure Holdings Asia Ltd | Hamilton, Bermuda | FC | 100\% |
| Vessel Holdings 2 Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Anguilla Holdings LLC | Hamilton, Bermuda | FC | 100\% |
| Belmond Anguilla Member LLC | Hamilton, Bermuda | FC | 100\% |
| Belmond Anguilla Owner LLC | Hamilton, Bermuda | FC | 100\% |
| Belmond Interfin Ltd | Hamilton, Bermuda | FC | 100\% |
| Belmond Ltd | Hamilton, Bermuda | FC | 100\% |
| OE Interactive Ltd | Hamilton, Bermuda | EM | 50\% |
| Gametrackers (Botswana) (Pty) Ltd | Gaborone, Botswana | FC | 100\% |
| Game Viewers (Pty) Ltd | Gaborone, Botswana | FC | 100\% |
| Xaxaba Camp (Pty) Ltd | Gaborone, Botswana | FC | 100\% |
| Elysee Spa | Marigot, Saint Martin | FC | 100\% |
| La Samanna SAS | Marigot, Saint Martin | FC | 100\% |
| Phoenix Argente SAS | Marigot, Saint Martin | FC | 100\% |
| Societe D'Exploitation |  |  |  |
| Residence La Samanna SAS | Marigot, Saint Martin | FC | 100\% |
| CSN Immobiliaria SA de CV | San Miguel de Allende, Mexico | FC | 100\% |
| OEH Operadora |  |  |  |
| San Miguel SA de CV | San Miguel de Allende, Mexico | FC | 100\% |
| CSN Real Estate 1 SA de CV | San Miguel de Allende, Mexico | FC | 100\% |
| OEH Servicios San Miguel SA de CV Operadora de Hoteles | Operadora de Hoteles |  | 100\% |
| Rivera Maya SA de CV | Riviera Maya, Mexico | FC | 100\% |
| Miraflores Ventures Ltd SA de CV | San Miguel de Allende, Mexico | FC | 100\% |
| Plan Costa Maya SA de CV | Riviera Maya, Mexico | FC | 100\% |
| Spa Residencial SA de CV | Riviera Maya, Mexico | FC | 100\% |
| Belmond Brasil Hoteis SA | Rio de Janeiro, Brazil | FC | 100\% |
| Companhia Hoteis Palace SA Iguassu Experiences Agencia | Rio de Janeiro, Brazil | FC | 98\% |
| de Turismo Ltda | Foz do Iguaçu, Brazil | FC | 100\% |
| Belmond Brasil Servicos Hoteleiros SA | Rio de Janeiro, Brazil | FC | 100\% |
| Robisi Empreendimentos |  |  |  |
| e Participacoes SA | Rio de Janeiro, Brazil | EM | 50\% |
| Signature Boutique Ltda | Rio de Janeiro, Brazil | FC | 100\% |
| CSN (San Miguel) Holdings Ltd | San Miguel de Allende, Mexico | FC | 100\% |
| Equimax Overseas Co Ltd | Road Town, British Virgin Islands | FC | 100\% |
| Grupo Conceptos SA | Road Town, British Virgin Islands | FC | 100\% |
| Miraflores Ventures Ltd | Road Town, British Virgin Islands | FC | 100\% |
| Novato Universal Ltd | Road Town, British Virgin Islands | FC | 100\% |
| Belmond Peru Management SA | Lima, Peru | FC | 100\% |
| Belmond Peru SA | Lima, Peru | FC | 100\% |
| Ferrocarril Transandino SA | Lima, Peru | EM | 50\% |
| Perurail SA | Lima, Peru | EM | 50\% |
| Peru Belmond Hotels SA | Lima, Peru | EM | 50\% |


| Companies | Registered <br> office | Method of <br> consolidation | Ownership |
| :--- | :--- | ---: | ---: |
| interest |  |  |  |


| Companies | Registered <br> office | Method of <br> consolidation | Ownership <br> interest |
| :--- | :--- | :--- | ---: |
|  |  |  |  |
| Belmond Australia Pty Ltd | Melbourne, Australia | FC | $100 \%$ |
| Exclusive Destinations (Pty) Ltd | Cape Town, South Africa | FC | $100 \%$ |
| Fraser's Helmsley Properties (Pty) Ltd | Cape Town, South Africa | FC | $100 \%$ |
| Mount Nelson Commercial |  |  |  |
| Properties (Pty) Ltd | Cape Town, South Africa | FC | $100 \%$ |
| Mount Nelson Residential |  |  |  |
| Properties (Pty) Ltd | Cape Town, South Africa | FC | $100 \%$ |
| LVMH Client Services | Paris, France | FC | $100 \%$ |
| Le Parisien Libéré | Saint-Ouen, France | FC | $100 \%$ |
| Team Diffusion | Saint-Ouen, France | FC | $100 \%$ |
| Team Media | Paris, France | FC | $100 \%$ |
| Société Nouvelle SICAVIC | Paris, France | FC | $100 \%$ |
| L.P.M. | Paris, France | FC | $100 \%$ |
| Proximy | Saint-Ouen, France | FC | $75 \%$ |
| Media Presse | Saint-Ouen, France | FC | $75 \%$ |
| LP Management | Paris, France | FC | $100 \%$ |
| Wagner Capital SA SICAR | Luxembourg | FC | $51 \%$ |
| LCatterton Management | London, United Kingdom | EM | $20 \%$ |
| LVMH Representações Ltda | São Paulo, Brazil | FC | $100 \%$ |
| LVMH Moët Hennessy - Louis Vuitton | Paris, France | Parent company |  |

FC: Fully consolidated.
EM: Accounted for using the equity method
JV: Joint venture company with Diageo: only the Moët Hennessy activity is consolidated. See also Notes 1.6 and 1.26 for the revenue recognition policy for these companies.
(a) Profit from this company is taxable in France.
(b) Profit from this company is taxable in the United Kingdom.

## COMPANIES NOT INCLUDED IN THE SCOPE OF CONSOLIDATION

| Companies | Registered office | Ownership interest |
| :--- | :--- | ---: |
| Société d'exploitation hôtelière |  |  |
| de Saint-Tropez | Paris, France |  |
| Société Nouvelle de Libraire |  | $100 \%$ |
| et de l'ÉEdition | Paris, France |  |
| Samos 1850 | Paris, France | $100 \%$ |
| BRN Invest NV | Baarn, Netherlands | $100 \%$ |
| Toiltech | La Chapelle-devant-Bruyères, France | $100 \%$ |
| Bvlgari Austria Ltd | Vienna, | $90 \%$ |
| Sephostra Macau Limited | Macao, China | $100 \%$ |
| Les Beaux Monts | Couternon, France | $100 \%$ |
| Sofpar 116 | Paris, France | $90 \%$ |
| Sofpar 125 | Paris, France | $100 \%$ |
| Sofpar 127 | Paris, France | $100 \%$ |
| Sofpar 131 | Paris, France | $100 \%$ |
| Sofpar 132 | Paris, France | $100 \%$ |
| Sofpar 133 | Paris, France | $100 \%$ |
| Sofpar 134 | Paris, France | $100 \%$ |
| Sofpar 136 | Paris, France | $100 \%$ |
|  |  | $100 \%$ |


| Companies | Registered office | Ownership interest |
| :--- | :--- | ---: |
|  |  |  |
| Sofpar 137 | Paris, France | $100 \%$ |
| Sofpar 138 | Paris, France | $100 \%$ |
| Soffar 139 | Paris, France | $100 \%$ |
| Sofpar 140 | Paris, |  |
| Sofance | $100 \%$ |  |
| Sofpar 141 142 | Paris, France | $100 \%$ |
| Prolepsis | Paris, France | $100 \%$ |
| Prolepsis Investment Ltd | Brussels, Belgium | $100 \%$ |
| Innovacion en Marcas de Prestigio SA | London, United Kingdom | $100 \%$ |
| MS 33 Expansion | Mexico City, Mexico | $99 \%$ |
| Shinsegae International Co. Ltd LLC | Paris, France | $100 \%$ |
| Crystal Pumpkin | Seoul, South Korea | $51 \%$ |
| Loewe Nederland B.V | Luxembourg City, Luxembourg | $99 \%$ |
| Groupement Forestier des Bois de la Celle | Amsterdam, Netherlands | $100 \%$ |
| Augesco | Cognac, France | $65 \%$ |
| HUGO | Paris, France | $50 \%$ |
| Folio St. Barths | Neuilly-sur-Seine, France | $100 \%$ |
|  | New York, USA | $100 \%$ |
|  |  |  |

The companies which are not included in the scope of consolidation are either entities that are inactive and/or being liquidated, or entities whose individual or collective consolidation would not have a significant impact on the Group's main aggregates.

## STATUTORY AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

To the Shareholders' Meeting of LVMH Moët Hennessy - Louis Vuitton,

## Opinion

In compliance with the engagement entrusted to us by your Shareholders' Meeting, we have audited the accompanying consolidated financial statements of LVMH Moët Hennessy - Louis Vuitton for the fiscal year ended December 31, 2019.

In our opinion, the consolidated financial statements give a true and fair view of the Group's assets, liabilities and financial position as of December 31, 2019 and of the results of its operations for the fiscal year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

The audit opinion expressed above is consistent with our report to the Performance Audit Committee.

## Basis for our opinion

## - Audit framework

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the section of our report entitled "Statutory Auditors' responsibilities for the audit of the consolidated financial statements".

## - Independence

We conducted our audit engagement in compliance with independence rules applicable to us, for the period from January 1, 2019 to the date of our report. We did not provide any prohibited non-audit services referred to in Article 5 (1) of Regulation (EU) No. 537/2014 or in the French Code of Ethics (Code de déontologie) for Statutory Auditors.

## Emphasis of matter

Without calling into question the opinion expressed above, we draw attention to the matter described in Note 1.2 to the consolidated financial statements relating to the impact of the initial application of IFRS 16 Leases and IFRIC 23 Uncertainty over Income Tax Treatments, as well as changes in the presentation of the balance sheet and cash flow statement.

## Justification of assessments - Key audit matters

In accordance with the requirements of Articles L.823-9 and R.823-7 of the French Commercial Code (Code de commerce) relating to the justification of our assessments, we inform you of the key audit matters relating to risks of material misstatement which, in our professional judgment, were of most significance in our audit of the consolidated financial statements for the fiscal year, as well as how we addressed those risks.

These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon. We do not provide a separate opinion on specific items of the consolidated financial statements.

## - Valuation of fixed assets, in particular intangible assets

## Risk identified

As of December 31, 2019, the value of the Group's fixed assets totaled 51.8 billion euros, excluding right-of-use assets. These fixed assets mainly comprise brands, trade names and goodwill recognized on external growth transactions; and property, plant and equipment, mainly composed of land, vineyard land, buildings, and fixtures and fittings (at stores in particular).

We considered the valuation of these fixed assets to be a key audit matter, due to their significance in the Group's financial statements and because the determination of their recoverable amount, which is usually based on discounted forecast cash flows, requires the use of assumptions, estimates and other forms of judgment, as specified in Note 1.5 to the consolidated financial statements.

## Our response

The Group tests these assets for impairment, as described in Notes 1.15 and 5 to the consolidated financial statements.
In this context, we assessed the methods used to perform these impairment tests and focused our work primarily on Maisons where the carrying amount of intangible assets represents a high multiple of profit from recurring operations.

We assessed the data and assumptions that served as the basis for the main estimates used, in particular forecast cash flows, long-term growth rates and the discount rates applied. We also analyzed the consistency of forecasts with past performance and market outlook, and conducted impairment test sensitivity analyses. In addition, where the recoverable amount is estimated by comparison with recent similar transactions, we corroborated the analyses provided with available market data. All of these analyses were carried out with the support of our valuation experts.
Lastly, we assessed the appropriateness of the information disclosed in the notes to the consolidated financial statements.

## - Valuation of inventories and work in progress

## Risk identified

The success of the Group's products, particularly in the Fashion and Leather Goods and the Watches and Jewelry business groups, depends among other factors on its ability to identify new trends and changes in behaviors and tastes, enabling it to offer products that meet consumers' expectations. The Group determines the amount of impairment of inventories and work in progress on the basis of sales prospects in its various markets or due to product obsolescence, as specified in Note 1.17 to the consolidated financial statements.

We considered this to constitute a key audit matter since the aforementioned projections and any resulting impairment are intrinsically dependent on assumptions, estimates and other forms of judgment made by the Group, as indicated in Note 1.5 to the consolidated financial statements. Furthermore, inventories are present at a large number of subsidiaries, and determining this impairment depends primarily on estimated returns and the monitoring of internal margins, which are eliminated in the consolidated financial statements unless and until inventories are sold to non-Group clients.

## Our response

As part of our procedures, we analyzed sales prospects as estimated by the Group in light of past performance and the most recent budgets in order to corroborate the resulting impairment amounts. Where applicable, we assessed the assumptions made by the Group for the recognition of specific impairment. We also assessed the consistency of internal margins eliminated in the consolidated financial statements, by assessing in particular the margins generated with the various distribution subsidiaries and comparing them to the elimination percentage applied.

## - Provisions for contingencies, losses and uncertain tax positions

## Risk identified

The Group's activities are carried out worldwide, within what is often an imprecise regulatory framework that is different for each country, changes over time and applies to areas ranging from product composition and packaging to the income tax computation and relations with the Group's partners (distributors, suppliers, shareholders in subsidiaries, etc.). Within this context, the Group's activities may give rise to risks, disputes or litigation, and the Group's entities in France and abroad may be subject to tax inspections and, in certain cases, to rectification claims from local administrations.

As indicated in Notes 1.2 and 20 to the consolidated financial statements:

- provisions for contingencies and losses correspond to the estimate of the impact on assets and liabilities of risks, disputes, or actual or probable litigation arising from the Group's activities;
- non-current liabilities related to uncertain tax positions included an estimate of the risks, disputes and actual or probable litigation related to the income tax computation, in accordance with IFRIC 23.
We considered this to constitute a key audit matter due to the significance of the amounts concerned and the level of judgment required to monitor ongoing regulatory changes and evaluate these provisions in the context of a constantly evolving international regulatory environment.


## Our response

In the context of our audit of the consolidated financial statements, our work consisted in particular in:

- assessing the procedures implemented by the Group to identify and catalogue all risks, disputes, litigation and uncertain tax positions;
- obtaining an understanding of the risk analysis performed by the Group and the corresponding documentation and, where applicable, reviewing written confirmations from external advisors;
- assessing - in conjunction with our experts, tax specialists in particular - the main risks identified and assessing the reasonableness of the assumptions made by Group management to estimate the amount of the provisions and of liabilities related to uncertain tax positions;
- carrying out a critical review of analyses relating to the use of provisions for contingencies and losses, and of liabilities related to uncertain tax positions, prepared by the Group;
- assessing - in conjunction with our tax specialists - the evaluations drawn up by the Group's Tax Department relating to the consequences of changes in tax laws;
- assessing the appropriateness of information relating to these risks, disputes, litigation and uncertain tax positions disclosed in the notes to the financial statements.


## - Initial application of IFRS 16 Leases

## Risk identified

The LVMH group applies IFRS 16 Leases as of January 1, 2019, using what is known as the "modified retrospective" transition method. Details on this initial application are provided in Note 1.2 to the consolidated financial statements.

This standard modifies the accounting treatment of leases: when a lease is entered into, a liability is recognized in the balance sheet, measured at the discounted present value of the fixed portion of future lease payments, and offset against a right-of-use asset depreciated over the lease term.

As of January 1, 2019, the initial application of this standard led to the recognition of:

- right-of-use assets with a carrying amount of 11.9 billion euros within "Other non-current assets";
- lease liabilities totaling 11.8 billion euros, including 9.7 billion in non-current lease liabilities.

As of that date, as described in Note 7 to the consolidated financial statements, right-of-use assets mainly concern stores leased by the Group for 9.5 billion euros and office space for 1.3 billion euros.

We consider the initial application of IFRS 16 Leases to be a key audit matter, given the significant importance of right-of-use assets and lease liabilities in the Group's financial statements and the degree to which their value is determined based on its management's judgment, in particular concerning the assumptions used for lease terms and discount rates.

## Our response

Our audit approach consisted in verifying the consistency with the provisions of IFRS 16 Leases, and in assessing the appropriateness of the methods used by the Group to determine the main assumptions, in particular those related to the most likely lease terms and discount rates.

Our work also consisted in:

- familiarizing ourselves with the organization and approach used by the Group for the initial application of this standard;
- testing the effectiveness of the key controls that we considered most relevant regarding the information systems and processes put in place by the Group in respect of IFRS 16, with support from members of the audit team with specific expertise in information systems;
- assessing the lease databases used by comparing the scope of the leases in such databases with the operating leases and concessions identified under the old standard, and by assessing the residual lease expenses;
- using sampling to corroborate the information (on leases, terms, etc.) used to measure lease-related assets and liabilities with the underlying contractual documents;
- reviewing the assumptions made and analyzing the methods used by management to determine the lease terms and discount rates used to calculate lease liabilities;
- using sampling to recalculate the amounts of lease liabilities and right-of-use assets as measured and recognized by the Group;
- performing analytical procedures to assess the overall consistency of the right-of-use assets and lease liabilities of the main entities included in the scope of consolidation with respect to our understanding of the Group and its activities;
- assessing the appropriateness of the main accounting policies used and the information disclosed in Notes 1.2 and 7 to the consolidated financial statements.


## Specific verifications

In accordance with professional standards applicable in France, we also performed the specific verifications required by laws and regulations of the information concerning the Group provided in the Management Report of the Board of Directors.

We have no matters to report as to its fair presentation and its consistency with the consolidated financial statements.
We attest that the consolidated statement of non-financial performance provided for by Article L.225-102-1 of the French Commercial Code (Code de commerce) is included in the information concerning the Group provided in the Management Report, with the proviso that, in accordance with the provisions of Article L.823-10 of said code, we have verified neither the fair presentation nor the consistency with the consolidated financial statements of the information contained in this statement, which must be subject to a report by an independent third party.

## Report on other legal and regulatory requirements

## - Appointment of the Statutory Auditors

Our audit firms were appointed as Statutory Auditors of LVMH Moët Hennessy - Louis Vuitton by your Shareholders' Meeting held on April 14, 2016.

As of December 31, 2019, our audit firms were in the fourth consecutive year of their engagement, it being specified that ERNST \& YOUNG et Autres and ERNST \& YOUNG Audit, members of the international EY network, were respectively Statutory Auditors from 2010 to 2015 and from 1988 to 2009.

## Responsibilities of management and those charged with governance for the consolidated financial statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, for disclosing any matters related to going concern, and for using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.
The Performance Audit Committee is responsible for monitoring the financial reporting process and the effectiveness of internal control and risk management systems and, where applicable, internal audit, regarding the accounting and financial reporting procedures.

The consolidated financial statements have been approved by the Board of Directors.

## Statutory Auditors' responsibilities for the audit of the consolidated financial statements

## - Objectives and audit approach

Our role is to issue a report on the consolidated financial statements. Our objective is to obtain reasonable assurance as to whether the consolidated financial statements taken as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As specified in Article L.823-10-1 of the French Commercial Code (Code de commerce), our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

As part of an audit conducted in accordance with professional standards applicable in France, the Statutory Auditor exercises professional judgment throughout the audit and furthermore:

- identifies and assesses the risks of material misstatement of the consolidated financial statements, whether due to fraud or error; designs and performs audit procedures responsive to those risks; and obtains audit evidence considered to be sufficient and appropriate to provide a basis for its opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or overriding internal control;
- obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal control;
- assesses the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the consolidated financial statements;
- assesses the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. This assessment is based on the audit evidence obtained up to the date of its audit report. However, future events or conditions may cause the Company to cease to continue as a going concern. If the Statutory Auditor concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report to the related disclosures in the consolidated financial statements or, if such disclosures are not provided or inadequate, to issue a qualified or adverse audit opinion;
- assesses the overall presentation of the consolidated financial statements and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation;
- obtains sufficient and appropriate audit evidence regarding the financial information of the entities or business activities within the scope of consolidation to express an opinion on the consolidated financial statements. The Statutory Auditor is responsible for the direction, supervision and performance of the audit of the consolidated financial statements and for the opinion expressed on these financial statements.


## - Report to the Performance Audit Committee

We submit a report to the Performance Audit Committee which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report any significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.

Our report to the Performance Audit Committee includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the consolidated financial statements for the fiscal year and which are therefore the key audit matters that we are required to describe in this report.

We also provide the Performance Audit Committee with the declaration provided for in Article 6 of Regulation (EU) No. 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set out in particular by Articles L.822-10 to L.822-14 of the French Commercial Code (Code de commerce) and in the French Code of Ethics (Code de déontologie) for Statutory Auditors. We discuss any risks that may reasonably be thought to bear on our independence, and the related safeguards, with the Performance Audit Committee.

Courbevoie and Paris-La Défense, February 3, 2020
The Statutory Auditors
French original signed by
Loï Wallaert Isabelle Sapet

## ERNST \& YOUNG Audit

Loïc Wallaert Isabelle Sapet
Gilles Cohen Patrick Vincent- Genod

[^8]
## LVMH

## MOËT HENNESSY • LOUIS VUITTON


[^0]:    This document is a free translation into English of the original French "Comptes consolidés - 31 décembre 2019", hereafter referred to as the "Consolidated financial statements". It is not a binding document. In the event of a conflict in interpretation, reference should be made to the French version, which is the authentic text.

[^1]:    (a) The impact of changes in accounting standards arose from the application of IFRS 16 Leases as of January 1, 2019. See Note 1.2 regarding the impact of the application of IFRS 16

[^2]:    (a) Under IFRS 16, fixed lease payments are treated partly as interest payments and partly as principal repayments. For its own operational management purposes, the Group treats all lease payments as components of its "Operating free cash flow", whether the lease payments made are fixed or variable. In addition, for its own operational management purposes, the Group treats operating investments as components of its "Operating free cash flow".

[^3]:    (a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
    (b) Almost all of the carrying amount of "Vineyard land and producing vineyards" corresponds to vineyard land.

[^4]:    (a) The financial statements as of December 31, 2018 and 2017 have not been restated to reflect the application of IFRS 16 Leases. See Note 1.2 regarding the impact of the application of IFRS 16.
    (b) See Note 23

[^5]:    (a) See Note 1.26.

[^6]:    a) Sale/(Purchase)
    (b) See Note 1.9 regarding the methodology used for market value measurement.
    (c) Gain/(Loss).

[^7]:    (a) Gains/(Losses).

[^8]:    This is a free translation into English of the Statutory Auditors' report on the consolidated financial statements of the Company issued in French. It is provided solely for the convenience of English speaking users. This Statutory Auditors' report includes information required under European regulations and French law, such as information about the appointment of the Statutory Auditors and the verification of information concerning the Group presented in the Management Report. This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France.

