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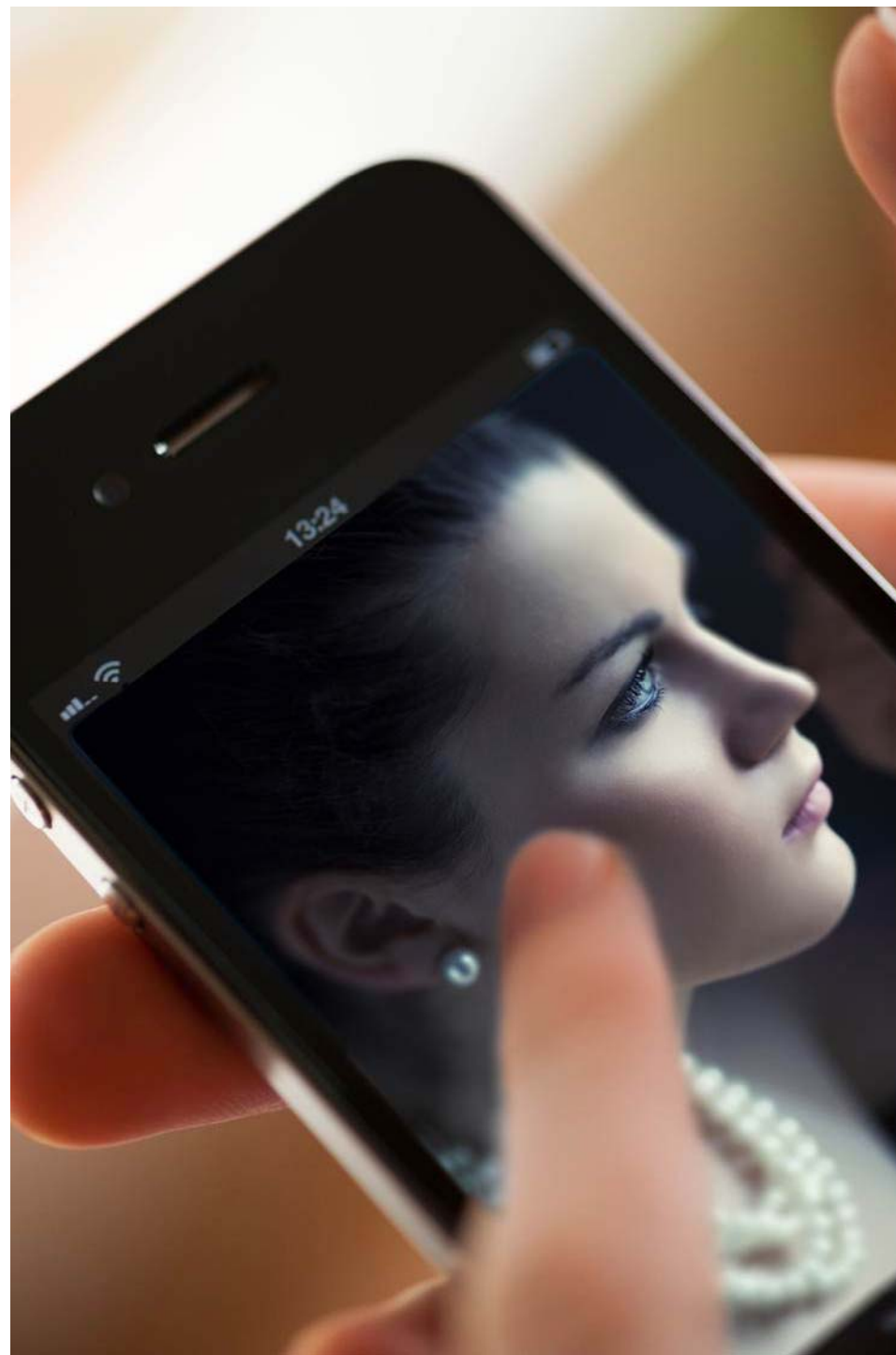
## Global Powers of Luxury Goods 2014

Lusso: il consumatore  
globale continua a  
scegliere il Made in  
Italy

Patrizia Arienti

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# La Top 10: le più grandi per fatturato

Performance consistenti nonostante un'economia debole

		FY12 Luxury Sales	FY 12 Total Revenue	FY12 Luxury Goods Sales Growth	FY12 Net Profit Margin	FY 10-12 Luxury Goods Sales CAGR
1	LVMH Moët Hennessy Louis Vuitton , <i>France</i>	21.060	36.143	18,2%	13,9%	18,6%
2	Compagnie Financiere Richemont, <i>Switzerland</i>	12.391 <sup>e</sup>	13.078	13,9%	19,8%	20,4%
3	The Estée Lauder Companies, <i>USA</i>	10.182	10.182	4,8%	10,1%	7,5%
<b>4</b>	<b>Luxottica Group, <i>Italy</i></b>	<b>9.113</b>	<b>9.113</b>	<b>13,9%</b>	<b>7,7%</b>	<b>10,6%</b>
5	The Swatch Group, <i>Switzerland</i>	8.319	8.319	15,3%	20,6%	13,0%
6	Kering, <i>France</i>	7.990	12.522	26,3%	11,1%	24,5%
7	L'Oréal Luxe, <i>France</i>	7.161	7.161	16,0%	14,2% <sup>e</sup>	11,2%
8	Ralph Lauren Corporation, <i>USA</i>	6.945	6.945	1,2%	10,8%	10,8%
9	Shiseido Company, <i>Japan</i>	5.522	8.200	-0,7%	-1,9%	1,5%
10	Rolex, <i>Switzerland</i>	5.122 <sup>e</sup>	5.122 <sup>e</sup>	na	na	na
<b>Top10</b>		<b>93.804</b>	<b>116.785</b>	<b>13,1%</b>	<b>12,6%</b>	<b>14,1%</b>
<b>Top 75</b>		<b>171.768</b>	<b>195.968</b>	<b>12,6%</b>	<b>12,0%</b>	<b>14,3%</b>

# La Top 15: le società con il tasso di crescita più alto

Crescita ad un ritmo due volte maggiore della Top 75

Luxury goods rank		FY12 Luxury Sales	Fy 10-12 Luxury Goods Sales CAGR	Fy12 Luxury Goods Sales Growth	Fy12 Net Profit Margin
21	Michael Kors, <i>Hong Kong</i>	2.182	64,8%	67,5%	18,2%
40	Tory Burch, <i>USA</i>	760 <sup>e</sup>	55,8%	55,1%	na
25	Christian Dior Coture, <i>France</i>	1.840	31,2%	27,8%	10,1% <sup>e</sup>
30	Fossil Group, <i>USA</i>	1.430 <sup>e</sup>	27,0%	16,4%	12,4%
<b>14</b>	<b>Prada, <i>Italy</i></b>	<b>4.251</b>	<b>26,9%</b>	<b>29,0%</b>	<b>19,2%</b>
56	Tumi Holding, <i>USA</i>	399	25,6%	20,8%	9,2%
42	Graff Diamonds, <i>UK</i>	689 <sup>e</sup>	25,5%	11,5%	11,2% <sup>e</sup>
6	Kering, <i>France</i>	7.990	24,5%	26,3%	11,1%
13	PVH, <i>USA</i>	4.367	23,2%	6,1%	7,2%
<b>29</b>	<b>Salvatore Ferragamo, <i>Italy</i></b>	<b>1.483</b>	<b>21,5%</b>	<b>17,1%</b>	<b>10,9%</b>
<b>39</b>	<b>Moncler, <i>Italy</i></b>	<b>802</b>	<b>20,6%</b>	<b>21,5%</b>	<b>5,0%</b>
12	Hermès International, <i>France</i>	4.481	20,5%	22,6%	21,5%
2	Compagnie Financiere Richemont, <i>Switzerland</i>	12.391 <sup>e</sup>	20,4%	13,9%	19,8%
43	Inter Parfums, <i>USA</i>	654	19,2%	6,3%	27,0%
1	LVMH Moët Hennessy Louis Vuitton , <i>France</i>	21.060	18,6%	18,2%	13,9%
<b>Fastest 15</b>			<b>22,6%</b>	<b>19,9%</b>	<b>14,5%</b>
<b>Top 75</b>			<b>14,3%</b>	<b>12,6%</b>	<b>12,0%</b>

# I profili dei Paesi

## I Paesi dove hanno sede le società del lusso

Country	Number Of Companies	Average Luxury Goods Size (Mil USD)	Share Of Top75 Companies	Share Of Top 75 Luxury Goods Sales	FY12 Luxury Goods Sales Growth	Fy12 Net Profit Margin	FY12 Return On Assets	Fy 10-12 Luxury Goods Sales CAGR
France	11	4.275	14,7%	27,4%	19,4%	13,8%	7,9%	18,9%
<b>Italy</b>	<b>23</b>	<b>1.391</b>	<b>30,7%</b>	<b>18,6%</b>	<b>12,4%</b>	<b>8,5%</b>	<b>7,4%</b>	<b>11,2%</b>
Spain	3	802	4,0%	1,4%	9,5%	11,5%	14,8%	6,2%
Switzerland	6	4.608	8,0%	16,1%	14,5%	20,1%	14,0%	17,5%
UK	5	987	6,7%	2,9%	6,8%	11,3%	12,0%	15,4%
US	17	2.433	22,7%	24,1%	5,8%	10,8%	11,5%	11,6%
<b>Top75</b>	<b>75</b>	<b>2.290</b>	<b>100%</b>	<b>100%</b>	<b>12,6%</b>	<b>12,0%</b>	<b>9,3%</b>	<b>14,3%</b>

# L'analisi del Q Ratio

## Le Top 10

	Luxury goods rank	Group	Q Ratio
1	20	Michael Kors, <i>Hong Kong</i>	13,69
2	53	Kate Spade, <i>USA</i>	10,65
3	12	Hermès International, <i>France</i>	8,05
4	<b>56</b>	<b>Brunello Cucinelli, <i>Italy</i></b>	<b>5,79</b>
5	<b>28</b>	<b>Salvatore Ferragamo, <i>Italy</i></b>	<b>4,98</b>
6	18	Hugo Boss, <i>Germany</i>	4,52
7	<b>13</b>	<b>Prada, <i>Italy</i></b>	<b>4,34</b>
8	<b>38</b>	<b>Moncler, <i>Italy</i></b>	<b>3,95</b>
9	64	Mulberry Group, <i>UK</i>	3,90
10	10	Coach	3,84
<b>Composite</b>			<b>2,13</b>



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