

Conclusion

RICHEMONT



DIGITAL UPDATES

Acceleration of the digital agenda of our Maisons

- At YNAP, NET-A-PORTER re-platforming underway, MR PORTER successfully completed
- In our Maisons, looking to have an e-commerce solution for all Maisons, expand into new markets and offer new services

› **Increased collaboration with Alibaba**

- Through FENG MAO, and the launch of NET-A-PORTER's flagship store on Tmall Luxury Pavilion
- Through the opening of Pavilion flagship stores and new projects such as the *Watches & Wonders* campaign on Tmall

› **Watchfinder's international expansion progressing**

CONCLUSION

- › **Sales, operations and demand strongly impacted by Covid-19**
 - Resilience of jewellery and clothing
 - Increased online penetration rate at our Maisons
- › **Committed to safeguarding our people, brand equity, assets and partners**
- › **Restart measures**
 - Gradual reopening of operations
 - Focusing our investments on USA, Asia and 'new retail'
- › **Capacity to withstand this crisis and emerge stronger**