

FOOD AND BEVERAGE

## Mot Hennessy hires DFS head as CEO

September 5, 2017



*Mot Hennessy owns a number of Champagne houses. Image credit: Mot Hennessy*

By STAFF REPORTS

Mot Hennessy's CEO is stepping down after 20 years at the helm of the LVMH-owned wines and spirits group.

Subscribe to **Luxury Daily**  
Plus: Just released  
State of Luxury 2019 **Save \$246** ▶

Christophe Navarre spent two decades at the head of cognac house Hennessy, and subsequently Mot Hennessy. Mr. Navarre has decided to end his tenure at Mot Hennessy to focus his attention on the investment fund he established, Neptune International.

Leaders of wines and spirits

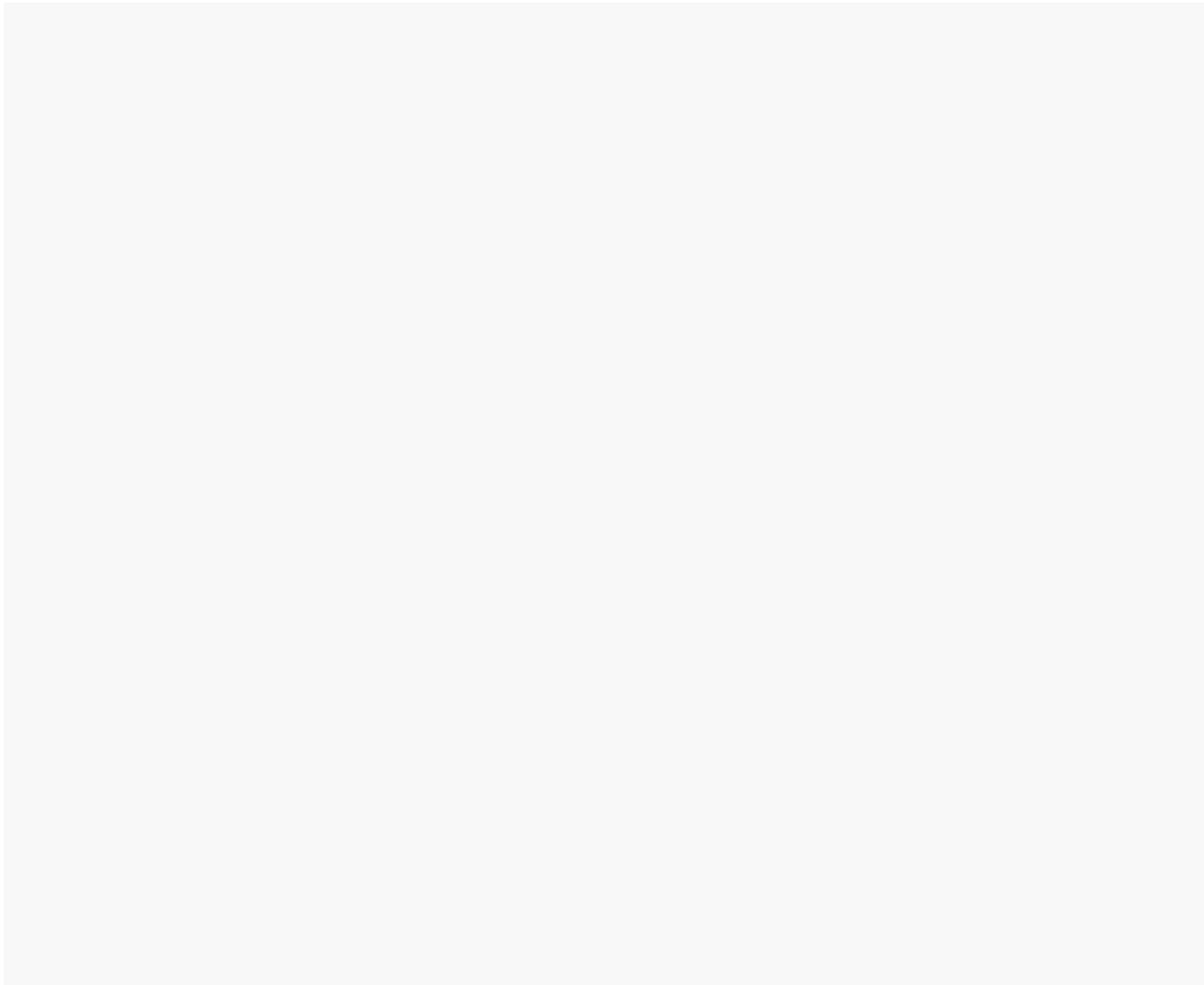
LVMH chairman and CEO Bernard Arnault has announced that Mr. Navarre will be succeeded by Philippe Schaus.

Mr. Schaus is currently the head of LVMH's travel retailer DFS Group. Mr. Schaus will bring his knowledge to LVMH's wines and spirits activities.

"I would like to sincerely thank Christophe Navarre for his hard work and commitment to the success of LVMH," Mr. Arnault said in a statement. "In less than a quarter of a century, his leadership has enabled Mot Hennessy to strengthen its position as one of the most iconic and profitable groups in its sector.

"The creativity displayed within the group's brands has seen them evolve into a benchmark for excellence in the wines and spirits universe," he said. "I wish him every best wish for success in the future."

Mot Hennessy includes prestigious and sought-after Champagnes, cognacs and wines such as Krug and Hennessy and other respected spirits houses including Belvedere and Glenmorangie.



Based near the town of Tain in north-east #Scotland, the Glenmorangie Distillery produces single malt whiskies with a reputation that has spread far beyond the borders of its native land. To achieve this quality, Glenmorangie Scotch #whisky is produced with a unique #distillation process that uses the tallest stills in Scotland. Expertly matured in only the finest #oak casks, the resulting single malt is testament to the #savoirfaire that has been passed down from generation to generation by a team of expert craftsmen known as the "Men of Tain". Drink responsibly. #MHLegacy @glenmorangiecom

A post shared by Mot Hennessy (@moethennessy) on Apr 13, 2016 at 6:17am PDT

The Mot Hennessy division of LVMH employs more than 8,000 in France and internationally at production and distribution subsidiaries. In 2016, Mot Hennessy had sales of 4.835 billion euros and an operating profit of 1.504 billion euros, or \$5.756 billion and \$1.791 billion, respectively, at current exchange rates.

"I am delighted with the appointment of Philippe Schaus at the head of Mot Hennessy," LVMH's Mr. Arnault said. "Philippe has been with the LVMH Group for 14 years, initially contributing to the global success of Louis Vuitton as international director, and more recently, since 2012, as leader of the evolution of DFS, making it one of the most innovative and desirable destinations to buy luxury products.

"I am confident that Philippe will be an excellent leader to help Mot Hennessy achieve even greater success in the future."

DFS often executes wines and spirits efforts at its locations around the world.

For example, DFS' T Galleria is expanding its men's lifestyle concept with a boutique designed specifically for fine timepieces and whiskies.

DFS' lifestyle expansion is in response to market trends as watches and spirits do particularly well in a travel retail

setting. Dubbed "Timepieces & Whiskies," the retail concept is located at the T Galleria by DFS in Macau, a market that expresses high interest in the featured categories ([see story](#)).

---

© 2020 Napean LLC. All rights reserved.

Luxury Daily is published each business day. Thank you for reading us. Your [feedback](#) is welcome.