

JEWELRY

Tiffany raises its expected outlook for H2 2018

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More heart in it? Image credit: Tiffany

By STAFF REPORTS

U.S. jeweler Tiffany & Co has seen growth in profit and revenue so far this year, thanks to a worldwide demand for jewelry, especially in the Americas and China.

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Tiffany's management has announced an increase to the company's expected outlook for the rest of the year thanks to a healthy first half and second quarter, which ended on July 31. In the second quarter, Tiffany saw sales rise 12 percent, up to \$1.1 billion, with growth in all categories.

Earnings and growth

For the first half of 2018, Tiffany's worldwide net sales grew by 13 percent up to \$2.1 billion, thanks to increases in all product categories and geographically broad-based growth, said the company.

The jeweler also saw a 38 percent jump in net earnings, garnering \$287 million in the first half. For the second quarter, the company's net earnings grew 26 percent to \$145 million, up from last year's \$115 million.

In the Americas, Tiffany's net sales increased by 8 percent in both the second quarter and the first half, to \$475 million and \$900 million, respectively.

Asia-Pacific saw 28 percent growth in both the second quarter and first half as well, while Japan's sales grew by 11 percent in the second quarter and 14 percent in the first half.

Revenue totaled \$301 million in the second quarter in Asia-Pacific and \$155 million in Japan. For the first half, the regions saw \$629 million and \$305 million, respectively.

Europe saw 5 percent growth to \$121 million in the second quarter and 9 percent growth to \$228 million in the first half.



Tiffany's blue box. Image credit: Tiffany & Co.

"While in the early stages of addressing our six key strategic priorities, we are pleased with initial customer reactions to our new communication, product and in-store initiative," said Alessandro Bogliolo, CEO of Tiffany, in a statement. "The launch of Paper Flowers, a floral collection in platinum and diamonds, is moving toward full global distribution and we believe our evolved brand message is gaining momentum.

"Our activities in these areas will further accelerate in the remainder of the year with special focus on product personalization, high jewelry, a whimsical holiday campaign and the unveiling in North America of Tiffany True, an innovative diamond ring concept," he said.

The U.S. jeweler recently looked to regain some control with a stock buyback announcement, amongst strong sales growth back in May.

Tiffany saw a 15 percent jump in global net sales in this year's first quarter, ended on April 30. Amongst the better-than-expected growth, the company launched a \$1 billion stock repurchase program to buy its shares back from stockholders ([see story](#)).

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