

RETAIL

Richemont sees online growth after YNAP, Watchfinder acquisitions

November 12, 2018



YNAP is now controlled by Richemont. Image credit: Yoox

By STAFF REPORTS

Luxury group Richemont saw group sales rise by 21 percent with 14 percent of sales coming from ecommerce.

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

Over the six-month period ended on Sept. 30, Richemont saw its sales rise to 6.81 billion euros, or \$7.66 billion at current exchange. Not including recently acquired Watchfinder and Yoox Net-A-Porter, the group saw sales grow by 6 percent at actual exchange rates and 8 percent at constant.

Growth in luxury

Richemont saw the most growth in the Americas, with a jump of 42 percent at constant exchange rates and 36 percent at actual exchange rates. The acquisition of YNAP is a significant driver in this region, due its strong audience in the region.

Not including online distributions, growth was primarily led by jewelry, fashion and retail, growing by 13 percent.

Sales in Europe grew by 28 percent, and accounted for 30 percent of the group's total sales, an increase of 1 percent from one year ago.

Asia Pacific garnered the most sales for the group, with an increase of 20 percent, to 2.5 billion euros, or \$2.8 billion at current exchange.

Retail for the group earned 3.6 billion euros, or \$4 billion at current exchange. Online garnered 9.5 million euros, or \$1 billion at current exchange, up from 6.4 million euro or \$7.2 million at current exchange, during the same period last year.



Panthre de Cartier campaign shot by Sofia Coppola. Image credit: Cartier, owned by Richemont

"Amidst growing volatility in consumer demand, partly attributable to an uncertain economic and geopolitical environment, we maintain confidence in our ability to realize our long term ambitions, supported by the strength of our balance sheet," said Johann Rupert, chairman of Richemont, in a statement. "Our ambition remains to ensure that we continue to create, manufacture and sell exquisite products with a high level of beauty, craftsmanship, patrimony and passion while maintaining continued engagement, relevance and appeal for our clients."

The Swiss conglomerate's Yoox Net-A-Porter Group recently strengthened its digital presence in China by teaming up with local ecommerce giant Alibaba.

Through a joint venture signed on Oct. 26, the retail company will launch Net-A-Porter and Mr Porter stores on Alibaba's Tmall Luxury Pavilion, taking advantage of Alibaba's expertise in marketing and ecommerce operations in China. This partnership comes as Chinese ecommerce sites continue to ramp up their efforts in the luxury market, catering to the growing appetite and customer base for high-end goods in the nation ([see story](#)).

© 2020 Napean LLC. All rights reserved.

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