

JEWELRY

Richemont exceeds pre-pandemic sales in Americas, Asia in H1

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British-American actress Lily Collins for the Clash Unlimited collection. Image credit: Cartier

By LUXURY DAILY NEWS SERVICE

Swiss luxury conglomerate Richemont recorded double-digit sales increases across all business categories, surpassing pre-pandemic levels, for the six-month period ended Sept. 30.

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For the first half of its 2022 fiscal year, Richemont sales climbed 63 percent year-over-year at actual exchange rates to 8.907 billion euros, or about \$10.171 billion at current exchange rates. Richemont also improved on its performance during the same period in 2019, with sales growth of 20 percent.

"Richemont has delivered an excellent set of results in the first six months of the financial year; a period marked by a volatile but improving post-vaccination' environment," said Johann Rupert, chairman at **Richemont**, in a statement.

"These results demonstrate the strength of our business model and the benefits of patient long term capital."

Jewelry, watchmaking lead rebound

After a strong first quarter buoyed by jewelry and ecommerce ([see story](#)), growth further accelerated in the second quarter.

Most of Richemont's business areas, channels and regions also exceeded sales from the six-month period ended Sept. 30, 2019.

Jewelry remains Richemont's strongest category, with sales of 5.097 billion euros, or \$5.818 billion at current exchange, for H1. This is growth of 67 percent year-over-year and 36 percent year-over-two years at actual rates.

Specialty watchmakers also rebounded, recording 1.679 billion euros in sales, or \$1.917 billion up 74 percent y-o-y and 7 percent y-o-2y at actual rates.

Richemont's "other" category, which includes its fashion and accessories houses including Montblanc and Chlo, saw 72 percent growth y-o-y and 1 percent y-o-2y dip, at actual rates, for sales of 935 million euros, or about \$1.068 billion.



Richemont acquired Delvaux in June 2021. Image credit: Delvaux

This business area also includes Belgian leather goods Delvaux, which Richemont acquired in the second quarter in a private transaction. Through the acquisition, the group is looking to position Delvaux for its next stage of development by leveraging Richemont's global presence and digital capabilities ([see story](#)).

Brand-owned online and offline retail channels accounted for nearly three-quarters of Richemont's sales, growing at respective rates of 70 percent y-o-y and 35 percent y-o-y. Wholesale also saw a double-digit increase of 71 percent in sales for the first half.

Year-over-year, the Americas experienced the strongest growth at 114 percent y-o-y at actual rates for 1.926 billion euros in sales, or \$2.199 billion. Sales in the region are up 43 percent from the same period in 2019.

Asia Pacific, excluding Japan, also saw growth of 48 percent y-o-y and 39 percent y-o-2y. With 3.789 billion euros, or \$4.328 billion, in sales, Asia Pacific accounts for the 42 percent of all Richemont's sales, the largest share by region.

Europe followed, with sales 2.009 billion euros, or \$2.294 billion, during the first six-months of the fiscal year up 63 percent y-o-y. However, the region has been slower to recover due to travel restrictions and sales are down 10 percent from the same period in 2019.

Japan and Middle East and Africa also saw double-digit increases year-over-year.

Looking ahead, the group has also confirmed it is in late-stage talks with online retailer Farfetch about expanding its strategic partnership ([see story](#)). COVID-19 will also remain a factor as Richemont's recovery continues.

"The post-COVID world is yet to emerge," Mr. Rupert said. "For the second half of the year, volatility is likely to persist, including in terms of inflation and geopolitical tensions.

"The group will also face challenging comparatives," he said. "We look to the remainder of the year with vigilance and cautious optimism: the appeal and enduring nature of our distinctive and highly qualitative creations resonate well with the values and expectations of our discerning clientele."