

APPAREL AND ACCESSORIES

Estee Lauder in talks to acquire Tom Ford

August 2, 2022



While neither company has commented, rumors continue to spread. Image credit: Tom Ford

By LUXURY DAILY NEWS SERVICE

Beauty group Estee Lauder is supposedly in discussions to acquire American fashion brand Tom Ford for \$3 billion, according to a *Wall Street Journal* report.

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

The speculations come one month after Bloomberg reported that Tom Ford hired Goldman Sachs to explore a potential sale. Neither Estee Lauder nor Tom Ford has agreed to comment on the rumors, however, the beauty conglomerate has held the license to Tom Ford's cosmetics and fragrance businesses since 2005.

Joining forces

If Estee Lauder does, in fact, go forward with this acquisition, it would mark a pivotal moment in its growth strategy, as the company primarily works with beauty-centric businesses.

Financially, the group seems to be showing signs of resiliency, despite volatile market conditions.



Tom Ford's cosmetics and fragrance businesses have been licensed by Estee Lauder since 2005. Image credit: Estee Lauder

In May, the company reported net sales of \$4.25 billion for the quarter ending March 31, 2022, reflecting a 10 percent increase from \$3.86 billion in the same period the year prior. Organic net sales also grew by 9 percent and net sales grew in every product category (see story).

With sustained growth, the beauty group may be well-positioned to move forward with this new business venture, especially since Tom Ford has increasingly stepped into the beauty space in recent years.

In 2019, the fashion house launched innovative skincare products geared toward both men and women as skincare continued to drive growth across the sector.

Tom Ford Research, the result of work by scientists at the label's own research facility, was presented with the tagline "skincare for the 21st century." Marketing around the launch emphasized Tom Ford's high scientific standards and featured a diverse group of fresh-faced models ([see story](#)).

© 2022 Napean LLC. All rights reserved.

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