

FRAGRANCE AND PERSONAL CARE

## Coty sees robust FY22, fueled by fragrance

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*Fragrance continues to thrive, with Gucci Flora Gorgeous Gardenia remaining a strong performer for Coty's prestige fragrance portfolio. Image credit: Gucci*

By LUXURY DAILY NEWS SERVICE

U.S. beauty group Coty ended its fiscal year 2022 with sales and growth beyond its previous expectations.

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In Q422, ended June 30, 2022, Coty saw its sales increase 10 percent, propelled by strong momentum from its prestige and consumer beauty portfolios. For FY22, net revenues increased 15 percent as reported and 16 percent on an organic like-for-like (LFL) basis.

"Today marks the end of another successful year at Coty as we continued to make significant progress strategically, operationally, and financially," said Sue Y. Nabi, CEO of **Coty**, in a statement.

"We have also demonstrated the sustainability of Coty's turnaround in the business by delivering eight consecutive quarters of results in-line to ahead of expectations," she said. "We have generated sales growth in both Q4 and FY22 that is well above the underlying beauty market and among the best in our competitive set."

Observing the numbers

For the fourth quarter of 2022, Coty saw reported revenues of \$1.2 billion, reflecting a 10 percent year-over-year increase.

For FY22, Coty reported net revenues of \$5.3 billion, a 15 percent increase y-o-y.

Coty saw consistent strides from its prestige division, growing 20 percent as reported and 22 percent LFL in FY22. Consumer beauty also grew 7 percent as reported and 8 percent LFL in FY22.



*Gucci Beauty is operated and licensed by Coty Inc. Image credit: Gucci*

Prestige fragrance sales remained strong, reflecting another quarter of increasing growth, a 20 percent jump in Q4. Almost all of the brands in the segment showed strong growth including Hugo Boss, Burberry, Chlo, Calvin Klein and Gucci Beauty.

Coty's prestige sales saw acceleration last quarter, with fragrance sales reflecting long-lasting consumer interest ([see story](#)).

Sales were boosted by double-digit growth across almost all EMEA markets, reflective of Coty's category growth and strategizing. Coty also maintained consistent momentum in the U.S.

Ecommerce continued to be strong, with double-digit sales growth in Q4 and FY22.

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