

COMMERCE

At Lalique Group, crystal sales see slight increase

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Company personnel costs rose 12 percent in 2023. Image credit: Lalique Group

By LUXURY DAILY NEWS SERVICE

Last year, French lifestyle brand Lalique's net profits totaled 2.4 million euros, or \$2.6 million at current exchange.

In 2022, that total was 9.6 million euros, or \$10.2 million. According to the company, the 75 percent decrease year-over-year (y-o-y) is due to rising costs, supply shortages and difficult market conditions during the first half of 2023.

"We achieved solid growth in 2023," said Roger von der Weid, executive vice chairman at [Lalique Group](#), in a statement.

"However, market and production conditions were challenging, especially in the first-half period, and intermittently impacted our business performance," Mr. von der Weid said. "In addition, profitability was impacted by inflation and high energy costs.

"Looking ahead, we are well equipped with our strong brands at Lalique to take advantage of the opportunities within the luxury goods market."

Crystal clear

Representing a rise of 5 percent y-o-y, the company generated 179.2 million euros in operating revenue, or \$191 million.

Lalique's earnings before interest and taxes (EBIT) dipped nearly 47 percent, totaling 7 million euros, or \$7.5 million last year. In 2022, the figure was 13.2 million euros, or \$14.1 million.

Personnel costs were up 12 percent and other operating expenses jumped 13 percent in 2023. These increases were slightly offset by price adjustments.



Lalique Group's hospitality segment saw rising demand, which includes Chateau Lafaurie-Peyraguey in Bordeaux. Image credit: Lalique/Agi Simoes/Reto Guntli

In 2023, Lalique segment sales increased 3 percent y-o-y. The category brought in 98.4 million euros, or \$104.9 million at current exchange e.

Under this category of the business, crystal revenues increased 5 percent, while sales from Lalique perfumes fell 5 percent.

Demand boosts were reported in the gastronomy and hospitality segments, which include the Villa Ren Lalique and the Chateau Hochberg in Alsace, as well as the Chateau Lafaurie-Peyraguey Lalique hotel-restaurant in the Bordeaux region ([see story](#)).

Sales for wine and spirits amounted to 9.7 million euros, or \$10.3 million. At The Glenturret whisky distillery in Scotland, totals spiked 21 percent.

The group moves forward with an outlook of high-single-digit percentage sales growth for 2024. It plans to open a new Lalique flagship store in New York this fall.

"I see huge potential for the Lalique brand and our group's various businesses," said Nina Mller, CEO of Lalique Group, in a statement.

"And, while keeping a clear and close eye on the diversity and the tradition that are such Lalique hallmarks, I will continue to work consistently with my team to establish Lalique Group as a first-class address in the luxury goods market," Ms. Mller said. "By taking targeted advantage of growth opportunities and carefully utilizing the synergies between our businesses, we will continue to make every effort to delight our customers with an exceptional and inspiring range of products all with the aim of creating sustainable value by striving for excellence and further consolidating our market position."