Program
IN
SI
DE
LVMH
WELCOME ON BOARD!
SUMMARY

♦ **LVMH**: INTRODUCTION IN 5 KEY FACTS!

♦ **INSIDE LVMH**: RISE OF THE CONCEPT.

♦ **THE INSIDE LVMH PROGRAM**: AN EXCLUSIVE IMMERSION!
  - A GROUNDBREAKING PROGRAM
  - YOUR MISSION: TIMELINE AND DELIVERABLES
  - BENEFITS AND SUPPORT

♦ **HELPDESK**: QUESTIONS?
LVMH: INTRODUCTION IN 5 KEY FACTS!

1. **BERNARD ARNAULT AND THE LONG-TERM VISION.**

“Our business model is anchored in a long-term vision that builds on the heritage of our Houses and stimulates creativity and excellence. This model drives the success of our Group and ensures its promising future.”

Bernard Arnault
Chief Executive Officer, LVMH
LVMH: INTRODUCTION IN 5 KEY FACTS!

2. A UNIQUE AND DETERMINING ORGANISATION.

- A decentralised organisation
  It guarantees the autonomy and agility of our Houses, allowing us to remain extremely close to our customers and rapidly make good and effective decisions.

- Fostering a sustainable organic growth
  The LVMH Group places priority on organic growth, allocating significant resources to develop its Houses and encourage and protect creativity.

- The importance of vertical integration
  Vertical integration fosters excellence both upstream and downstream, allowing control over every link in the value chain, from sourcing and production facilities to selective retailing.

- Creating synergies
  Sharing resources on a Group scale creates intelligent synergies while respecting the identities and autonomy of our Houses. The aggregate strength of the benefit each of our Houses.

- Protecting & transmitting savoir-faire
  To sustain their distinctive identities and excellence, LVMH and its Houses have established forward-thinking initiatives to transmit savoir-faire and ensure that craftsmanship and creative métiers are attractive to younger generations.

- Balance across business segments and geographies
  Our Group has the resources to sustain regular growth thanks to the balance across its business segments and a well-distributed geographic footprint.
LVMH: INTRODUCTION IN 5 KEY FACTS!

3. LEADER IN ITS INDUSTRY, LVMH IS SHAPED BY A DIVERSITY OF MAISONS, MÉTIERS AND GEOGRAPHIC LOCATIONS

- 70 EXCEPTIONAL MAISONS
- 39,488 STORES
- 37.6 € BILLION REVENUE
- 70 COUNTRIES
- 138,000 EMPLOYEES & 33,000 HIRES PER YEAR
## LVMH: Introduction in 5 Key Facts!

4. **LVMH is 70 prestigious houses…**

### Wines & Spirits
- 1365 LE CLOS DES LAMBRAYS
- 1593 CHÂTEAU D’YQUEM
- 1668 DOM PÉRIGNON
- 1729 RUINART
- 1743 MOËT & CHANDON
- 1765 HENNESSY
- 1772 VEUVE CLICQUOT
- 1815 ARDBEG
- 1832 CHÂTEAU CHEVAL BLANC
- 1843 KRUG
- 1843 GLÉNMOORANGIE
- 1858 MERCE
- 1859 CHANDON
- 1870 CAPE MENTELLE
- 1877 NEWTON
- 1895 LOUIS VUITTON
- 1895 BERLUTI
- 1898 LORO PIANA
- 1898 RIMOWA
- 1924 FENDI
- 1945 CÉLINE
- 1947 DIOR
- 1947 EMILIO PUCCI
- 1952 GIVENCHY
- 1970 KENZO
- 1984 THOMAS PINK
- 1984 MARC JACOBS
- 2004 NICHOLAS KIRKWOOD
- 2005 EDUN

### Fashion & Leather goods
- 1828 GUERLAIN
- 1849 ACQUA DI PARMA
- 1947 PARFUMS CHRISTIAN DIOR
- 1957 PARFUMS GIVENCHY
- 1972 PERFUMES LOEWE
- 1976 BENEFIT COSMETICS
- 1984 MAKE UP FOR EVER
- 1988 KENZO PARFUMS
- 1991 FRESH
- 2009 MAISON FRANCIS KURKDJIAN

### Selective Retailing
- 1852 LE BON MARCHÉ
- 1870 LA SAMARITaine
- 1958 STARBOARD CRUISE SERVICES
- 1960 DFS
- 1969 SEPHORA
- 1978 LA GRANDE ÉPICERIE

### Watches & Jewelry
- 1780 CHAUMET
- 1860 TAG HEUER
- 1865 ZENITH
- 1884 BULGARI
- 1936 FRED
- 1980 HUBLOT

### Perfume & Cosmetics
- 1828 GUERLAIN
- 1849 ACQUA DI PARMA
- 1947 PARFUMS CHRISTIAN DIOR
- 1957 PARFUMS GIVENCHY
- 1972 PERFUMES LOEWE
- 1976 BENEFIT COSMETICS
- 1984 MAKE UP FOR EVER
- 1988 KENZO PARFUMS
- 1991 FRESH
- 2009 MAISON FRANCIS KURKDJIAN

### Other Activities
- 1817 COVA
- 1849 ROYAL VAN LENT
- 1860 JARDIN D’ACCLIMATATION
- 1908 GROUPE LES ÉCHOS
- 2006 HÔTELS CHEVAL BLANC
- 2010 NOWNESS
LVMH: INTRODUCTION IN 5 KEY FACTS!
5. ...GATHERED UNDER 3 FUNDAMENTAL VALUES.

1. Be Creative & Innovative
2. Deliver Excellence
3. Cultivate a Entrepreneurial Spirit
INSIDE LVMH
RISE OF THE CONCEPT.
WONDERING WHY THE NAME INSIDE LVMH SOUNDS FAMILIAR?

ON 22 NOVEMBER 2016, WE OPENED OUR DOORS TO 220 STUDENTS FROM TOP UNIVERSITIES FOR ONE DAY TO REMEMBER INSIDE LVMH!
THIS YEAR, LVMH GOES FURTHER TO LAUNCH THE INSIDE LVMH PROGRAM!

The LVMH Program, a 4-month program involving 45+ universities in 6 countries and within the Group to work on a major topic related to the luxury industry:

**IMAGINE THE LUXURY EXPERIENCE OF TOMORROW**

**EMBARK ON A 360° DISCOVERY OF THE LUXURY INDUSTRY**
Learn from LVMH Managers through exclusive videos on Design and Creation, Brand management, Supply chain and Manufacturing, Digital transformation and Entrepreneurship, & Client excellence.

**DEVELOP YOUR VISION ON “IMAGINE THE LUXURY EXPERIENCE OF TOMORROW”**
Create a team of 3 to 5 people within your school to build your concept. You will get a chance to **pitch your idea in front of the LVMH jury in Paris!**
YOUR MISSION:
TIMELINE AND DELIVERABLES

CREATE YOUR TEAM.
Register online! Build a team of 3 to 5 students! Your profile will be shared with all LVMH recruiters!

FIND YOUR INSPIRATION.
Register on the dedicated website and find your inspiration. Thanks to your innovative mindset and to the exclusive video content on the platform, imagine the best luxury experience for tomorrow!

FIND YOUR IDEA & ASK YOUR QUESTIONS!
Program kick-off: Introduce us to your idea, in up to 2 slides, and upload it on the platform! Upload your questions on the discussion rubric.

PRESENT YOUR IDEA & ASK YOUR QUESTIONS!
Present your idea: Share your project! Build a ppt presentation of your concept, with all relevant information (business plan, prototype...) & a 1min wrap-up video, upload them on the platform.

FIND ANSWERS TO YOUR QUESTIONS!
Q&A Session: Find answers to your questions! Discover the Q&A leaflet on the platform, with answers to all of your questions from managers of the LVMH group.

DEVELOP YOUR CONCEPT.
Closing event in Paris: Pitch your project! Get a chance to be selected to pitch your idea in front of a jury of top executives LVMH’s representatives in Paris!
A GROUNDBREAKING PROGRAM TO IMMERSE YOURSELF IN THE LUXURY INDUSTRY!

◊ DEVELP YOUR KNOWLEDGE
Open the doors to LVMH’s backstage, and get a 360° overview of our Métiers, from the development of a product to distribution in store.

◊ CAREERS
Register with your resume and enter our global recruitment talent pool! Discover and better understand the diversity of career opportunities within the LVMH ecosystem of 70 Houses.

◊ SHOWCASE YOUR TALENT!
Work as a team and share your innovative and fresh vision of the luxury industry for tomorrow. Participate in the Future of Tradition!

◊ AND MAYBE…
Be the team that will represent your university, and pitch your concept in front of a jury composed of top Executives from our Group during the closing event in Paris!
HAVE A **QUESTION**?

1. **ABOUT THE AGENDA & YOUR SCHOOL’S PARTICIPATION IN THE PROGRAM:**
   Contact the Careers & Corporate Relations Team of your university, and get in touch with your Program Ambassador!

2. **ABOUT THE INSIDE LVMH PROGRAM IN ITSELF, WHAT’S EXPECTED FROM YOUR PARTICIPATION:**
   Post your questions on the discussion rubric on the platform before the mid-review session! We will answer all questions on 15 March.

3. **ABOUT THE PLATFORM, REPORTING A TECHNICAL ISSUE:**
   Contact the helpdesk directly on the platform.
BUILD THE FUTURE OF TRADITION

INSIDELVMHPROGRAM.COM

Program INSIDE LVMH