

**Deloitte.**



## **Global Powers of Luxury Goods 2023**

Game changing steps in luxury

## Global Powers of Luxury Goods Top 100, FY2022

FY2022 Luxury goods sales rank	Change in rank from FY2021 <sup>3</sup>	Name of company	Country of origin	Selection of Luxury Brands	FY2022 Luxury goods sales (US\$M)	FY2022 Total revenue (US\$M)	FY2022 Luxury goods sales growth	FY2022 Net profit margin <sup>1</sup>	FY2019- 2022 Luxury goods sales CAGR <sup>2</sup>
1	↔ 0	LVMH Moët Hennessy-Louis Vuitton SE	France	Louis Vuitton, Christian Dior, Celine, Tiffany & Co., Bvlgari, Loro Piana, Emilio Pucci, Off-White, Acqua di Parma, Loewe, Marc Jacobs, TAG Heuer, Benefit Cosmetics	59,869	83,241	22.6%	18.6%	19.4%
2	↔ 0	Kering SA	France	Gucci, Saint Laurent, Bottega Veneta, Balenciaga, Alexander McQueen, Brioni, Boucheron, Pomellato, Qeelin	21,394	21,394	15.3%	18.3%	8.6%
3	↑ 3	Compagnie Financière Richemont SA	Switzerland	Cartier, Van Cleef & Arpels, Buccellati, Piaget, Montblanc, Jaeger-LeCoultre, Vacheron Constantin, IWC, Chloé, Panerai	19,248	22,276	50.1%	10.8%	11.5%
4	↓ -1	The Estée Lauder Companies Inc.	United States	Estée Lauder, Tom Ford Beauty, Bobbi Brown, La Mer, Jo Malone London, Aveda	17,737	17,737	9.4%	13.6%	6.1%
5	↓ -1	Chanel Limited	United Kingdom	Chanel	17,224	17,224	10.1%	26.7%	12.0%
6	↓ -1	L'Oréal Luxe	France	Lancôme, Kiehl's, Biotherm, Urban Decay, IT Cosmetics, Mugler, Azzarro Licensed brands including Giorgio Armani, Yves Saint Laurent, Valentino	15,388	15,388	18.6%	n/a	9.9%
7	↑ 1	Chow Tai Fook Jewellery Group Limited 周大福珠宝集团有限公司	China/HK SAR	Chow Tai Fook, T Mark, Hearts on Fire, Enzo, Soinlove, Monologue	12,563	12,709	41.1%	7.0%	14.0%
8	↓ -1	Hermès International SCA	France	Hermès, John Lobb	12,196	12,196	29.2%	29.1%	19.0%
9	↔ 0	Rolex SA	Switzerland	Rolex, Tudor	10,336 e	10,336 e	20.4%	n/a	13.8%
10	↑ 3	PVH Corp.	United States	Tommy Hilfiger, Calvin Klein	8,364	9,155	33.3%	10.4%	1.2%
11	↑ 1	Lao Feng Xiang Co., Ltd. 老凤祥股份有限公司	China	Lao Fengxiang	7,480	9,359	7.5%	3.6%	10.7%
12	↓ -1	The Swatch Group Ltd.	Switzerland	Omega, Longines, Breguet, Harry Winston, Rado, Blancpain	7,478	7,853	1.9%	11.0%	-3.6%
13	↓ -3	China National Gold Group Gold Jewellery Co., Ltd 中国黄金集团黄金珠宝股份有限公司	China	China Gold, Jin-Rujin, Jin-ShangYin	6,934	6,999	-7.6%	1.6%	7.0%
14	↔ 0	Tapestry, Inc.	United States	Coach, Kate Spade, Stuart Weitzman	6,685	6,685	16.3%	12.8%	3.5%
15	↑ 1	Ralph Lauren Corporation	United States	Ralph Lauren, Polo Ralph Lauren, Lauren Ralph Lauren	6,219	6,219	41.3%	9.7%	-0.5%
16	↑ 1	Capri Holdings Limited	United Kingdom	Michael Kors, MICHAEL Michael Kors, Jimmy Choo, Versace	5,654	5,654	39.3%	14.6%	2.6%

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17	↓ -2	Shiseido Company, Limited	Japan	SHISEIDO, clé de peau BEAUTÉ, NARS, Drunk Elephant, IPSA, THE GINZA; Licensed fragrance brands	5,360 e	8,121	16.2%	3.5%	3.6%
18	↔ 0	Prada Group	Italy	Prada, Miu Miu, Church's, Car Shoe	4,416	4,416	24.8%	11.2%	9.2%
19	new	Malabar Gold & Diamonds	India	Malabar, Mine, Precia, Era, Starlet	4,024 e	4,024 e	35.0%	n/a	6.3%
20	↑ 2	Burberry Group plc	United Kingdom	Burberry	3,859	3,859	20.6%	14.0%	1.3%
21	↔ 0	Hugo Boss AG	Germany	BOSS, HUGO	3,838	3,838	31.1%	6.1%	8.2%
22	↑ 1	Puig S.L.	Spain	Paco Rabanne, Carolina Herrera, Jean Paul Gaultier, Nina Ricci, Penhaligon's, Charlotte Tilbury, Dries Van Noten; Licensed fragrance brands	3,805	3,805	40.0%	11.0%	21.3%
23	↓ -3	Pandora A/S	Denmark	Pandora	3,739	3,739	13.1%	19.0%	6.6%
24	↑ 1	Titan Company Limited	India	Zoya, Favre-Leuba, Nebula, Xyllys, Tanishq	3,673	3,895	36.5%	7.6%	11.8%
25	↓ -1	Coty Inc.	United States	philosophy, JOOP!, Lancaster; Licensed fragrance brands including Hugo Boss, Gucci, Calvin Klein, Burberry	3,268	5,304	20.2%	5.0%	-0.3%
26	↑ 4	G-III Apparel Group, Ltd.	United States	DKNY, Donna Karan, Karl Lagerfeld Paris, Sonia Rykiel; Licensed brands including Calvin Klein, Tommy Hilfiger	2,767	2,767	34.6%	7.2%	-3.5%
27	↔ 0	Moncler SpA	Italy	Moncler, Stone Island	2,736	2,736	27.2%	23.3%	16.9%
28	↓ -9	Amore Pacific Corporation	South Korea	Sulwhasoo, Laneige, Amore Pacific, Hera, Mamonde	2,723 e	3,199	-17.7%	3.1%	-10.2%
29	↓ -3	Chow Sang Sang Holdings International Limited 周生生集团国际有限公司	China/HK SAR	Chow Sang Sang, MintyGreen	2,522	2,625	-0.9%	2.1%	6.7%
30	↓ -2	Giorgio Armani SpA	Italy	Giorgio Armani, Emporio Armani, A X Armani Exchange	2,473	2,478	16.5%	6.9%	3.0%
31	↑ 5	Audemars Piguet & Cie	Switzerland	Audemars Piguet	2,105 e	2,105 e	27.2%	n/a	19.4%
32	↑ 1	L'Occitane International SA	Luxembourg	L'Occitane en Provence, Elemis, Limelife, Sol de Janeiro, Melvita, Erborian	2,069	2,069	15.8%	13.6%	7.7%
33	new	Swarovski Crystal Business	Switzerland/ Austria	Swarovski	1,924 e	1,924 e	10.2%	n/a	-11.0%
34	↑ 3	Patek Philippe SA	Switzerland	Patek Philippe	1,885 e	1,885 e	17.6%	n/a	6.3%
35	↓ -6	Kosé Corporation	Japan	DECORTÉ, ALBION, Tarte, KOSÉ, SEKKISEI, ADDICTION, JILL STUART,	1,788	2,200	7.5%	17.1%	-2.7%
36	↓ -2	OTB SpA	Italy	Diesel, Jil Sander, Maison Margiela, Marni, Viktor&Rolf	1,760	1,832	12.5%	6.7%	3.7%

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37	↑ <sub>2</sub>	Tory Burch LLC	United States	Tory Burch, Tory Sport	1,750 e	1,750 e	16.7%	6.0%	10.4%
38	↓ <sub>-3</sub>	Clarins SAS	France	Clarins, myBlend	1,713	1,713	9.7%	n/a	3.5%
39	↓ <sub>-8</sub>	Max Mara Fashion Group Srl	Italy	MaxMara, SportMax, Marina Rinaldi, Max & Co, PennyBlack	1,682 e	1,682 e	4.8%	5.0%	-0.7%
40	↓ <sub>-8</sub>	Fossil Group, Inc.	United States	Fossil, Skagen, Michele, Relic, Zodiac; Licensed brands	1,589 e	1,682	-11.9%	-2.6%	-9.1%
41	↓ <sub>-3</sub>	Ermenegildo Zegna N.V.	Italy	Zegna, THOM BROWNE	1,569	1,584	15.5%	4.3%	4.2%
42	↔ <sub>0</sub>	Chow Tai Seng Jewellery Co., Ltd.	China	Chow Tai Seng	1,494	1,651	25.6%	9.8%	29.7%
43	↓ <sub>-3</sub>	Valentino SpA	Italy	Valentino, Valentino Garavani	1,491	1,499	15.7%	4.0%	5.1%
44	↑ <sub>7</sub>	Luk Fook Holdings (International) Limited 六福集团(国际)有限公司	China/HK SAR	Luk Fook, Goldstyle	1,491	1,508	32.7%	11.9%	-9.7%
45	↑ <sub>5</sub>	Dolce & Gabbana	Italy	Dolce&Gabbana	1,454	1,623	28.0%	4.5%	-2.5%
46	↑ <sub>2</sub>	Kalyan Jewellers India Limited	India	Mudhra, Tejasvi, Nimah	1,446	1,456	26.2%	2.1%	3.3%
47	↑ <sub>6</sub>	Joyalukkas India Limited	India	Pride, Eleganza, Apurva, Ratna	1,381 e	1,381 e	27.6%	6.8%	8.4%
48	↓ <sub>-5</sub>	Richard Mille SA	Switzerland	Richard Mille	1,361 e	1,361 e	15.0%	n/a	13.0%
49	↓ <sub>-8</sub>	Salvatore Ferragamo SpA	Italy	Salvatore Ferragamo	1,313	1,316	10.2%	5.2%	-3.1%
50	↓ <sub>-6</sub>	SMCP SAS	France	Sandro, Maje, Claudie Pierlot, De Fursac	1,268	1,268	16.1%	4.3%	2.1%
51	↓ <sub>-5</sub>	Unilever Prestige Beauty	United Kingdom	dermalogica, Hourglass, Murad, Ren, Tatcha, Paula's Choice	1,261 e	1,261 e	20.0%	n/a	n/a
52	↑ <sub>11</sub>	Aritzia Inc.	Canada	Aritzia, Wilfred, Babaton, TNA, Sunday Best, Super World, Denim Forum	1,193	1,193	74.3%	10.5%	19.6%
53	↑ <sub>1</sub>	Farfetch Limited	United Kingdom	Off-White, Palm Angels, Stadium Goods, Heron Preston, Marcelo Burlon County of Milan, Browns, Ambush	1,146	2,317	6.3%	n/a	42.4%
54	↓ <sub>-5</sub>	Safilo Group SpA	Italy	Smith, Safilo, Carrera, Blenders, Privé Revaux; Licensed eyewear brands	1,132	1,132	11.1%	4.9%	4.7%
55	↓ <sub>-8</sub>	Onward Holdings Co., Ltd.	Japan	Nijyusanku, Joseph, Kashimaya, ICB	1,108 e	1,511	0.0%	5.2%	-14.7%
56	↑ <sub>1</sub>	Inter Parfums, Inc.	United States	Lanvin, Rochas; Licensed fragrance brands	1,087	1,087	23.6%	13.9%	15.1%
57	↓ <sub>-2</sub>	TOD'S SpA	Italy	Tod's, Roger Vivier, Hogan, Fay	1,080	1,080	14.1%	2.2%	3.5%
58	↔ <sub>0</sub>	Brunello Cucinelli SpA	Italy	Brunello Cucinelli	967	967	29.1%	9.5%	14.8%
59	↓ <sub>-14</sub>	Pola Orbis Holdings Inc.	Japan	Pola, Jurlique, Three, Itrim, Amplitude, Fiveism x Three, Fujimi	938	1,265	-5.8%	6.9%	-9.1%

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60	↓-8	Le Petit-Fils de L.-U. Chopard & Cie SA	Switzerland	Chopard	911 e	911 e	13.0%	n/a	-2.2%
61	↔ 0	Canada Goose Holdings Inc.	Canada	Canada Goose, Baffin	876	876	21.5%	8.6%	9.8%
62	↓-6	Revlon, Inc/Elizabeth Arden & Fragrances	United States	Elizabeth Arden; Licensed fragrance brands	854	854	-8.3%	n/a	-4.2%
63	↓-4	Breitling SA	Switzerland	Breitling	752	752	42.4%	n/a	6.0%
64	↑6	Movado Group, Inc.	United States	Concord, EBEL, Movado, Olivia Burton, MVMT; Licensed watch brands	732	732	44.6%	12.6%	2.5%
65	↓-5	Graff Diamonds International Limited	United Kingdom	Graff	725	728	3.9%	12.9%	5.6%
66	↓-2	EuroItalia S.r.l.	Italy	Reporter, Naj-Oleari, Atkinsons 1799, I Coloniali; Licensed Fragrance brands: Moschino, Versace, Missoni, Dsquared2, Michael Kors	721	730	27.2%	19.3%	15.3%
67	↑2	Samsonite International S.A./ Tumi brand only	United States	Tumi	654	654	29.2%	n/a	-5.2%
68	↑5	Marc O'Polo AG	Germany	MARC O'POLO	612	613	37.8%	4.9%	8.5%
69	↑7	Ted Baker plc	United Kingdom	Ted Baker	589	592	21.7%	-8.3%	-12.5%
70	↓-5	Guangdong CHJ Industry Co., Ltd. 广东潮宏基实业股份有限公司	China	CHJ, VENTI	583	656	-3.3%	4.6%	8.2%
71	↓-3	Marcolin Group	Italy	WEB, Viva, Marcolin; Licensed eyewear brands	575	574	20.2%	-1.1%	4.0%
72	↑5	Cole Haan, Inc.	United States	Cole Haan	562 e	562 e	24.9%	n/a	-6.5%
73	↑5	Grupo de Moda Soma S.A.	Brazil	FARM, Animale, NV, Maria Filó, Cris Barros, Foxton, Fábula	555	943	37.9%	6.9%	30.0%
74	new	DR Corporation Limited	China	Darry Ring, DR	542	547	-20.6%	19.8%	29.9%
75	↓-1	Golden Goose SpA	Italy	Golden Goose	527 e	527 e	29.9%	n/a	24.1%
76	↓-4	Liu.Jo SpA	Italy	Liu.Jo	525	540	21.7%	10.8%	8.4%
77	↓-10	Zhejiang Ming Jewelry Co., Ltd. 浙江明牌珠宝股份有限公司	China	Ming	508	516	-3.7%	-4.7%	-0.1%
78	new	Senco Gold Limited	India	Senco Gold & Diamonds	474	476	32.9%	3.6%	12.5%
79	↓-4	S Tous SL	Spain	Tous	472	472	17.0%	8.0%	4.4%
80	↓-9	De Rigo SpA	Italy	Police, Lozza, STING, Yalea Licensed eyewear brands	467	481	6.7%	10.5%	-0.1%
81	↔ 0	Lanvin Group	China	Wolford, Lanvin, St. John Knits, Sergio Rossi, Caruso	444	444	36.7%	-56.8%	n/a
82	↑15	TFG Brands (London) Limited	United Kingdom	Phase Eight, Hobbs, Whistles	423	423	58.0%	0.0%	-8.8%
83	↑1	Vera Bradley, Inc.	United States	Vera Bradley	421	540	18.3%	3.7%	0.4%

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84	new	Look Holdings Incorporated	Japan	A.P.C., Il Bisonte, Laissé Passé; licensed brands	412	416	33.5%	4.9%	7.8%
85	↑14	Sociedad Textil Lonía SA	Spain	Purificación García; Licensed brand: CH Carolina Herrera	406 e	406 e	66.0%	14.0%	-0.5%
86	↑4	J Barbour & Sons Ltd	United Kingdom	Barbour	389	389	31.4%	11.8%	8.4%
87	↓-2	Zadig & Voltaire	France	Zadig & Voltaire	389 e	389 e	19.9%	n/a	7.1%
88	↓-9	Aeffe SpA	Italy	Moschino, Pollini, Alberta Ferretti, Philosophy di Lorenzo Serafini	370	382	8.4%	-2.5%	0.1%
89	↑11	Morellato Group	Italy	Morellato, Sector, Philip Watch, licensed brands	363	373	49.3%	10.8%	17.3%
90	↓-3	Fashion Box SpA	Italy	Replay	357 e	357 e	22.7%	n/a	10.3%
91	↑4	Vivara Participações S.A.	Brazil	Vivara, Life By Vivara	357	357	25.7%	19.6%	16.3%
92	↓-10	Furla SpA	Italy	Furla	354	354	10.0%	-6.6%	-12.5%
93	↓-10	Sanyo Shokai Ltd.	Japan	Mackintosh, Paul Stuart	346	346	1.9%	1.7%	-12.9%
94	↓-8	Tse Sui Luen Jewellery (International) Limited TSL   謝瑞麟	China/HK SAR	TSL   謝瑞麟, TSL TOSI, DUO by TSL	345	356	3.6%	0.6%	-12.5%
95	↑3	Kurt Geiger Limited	United Kingdom	Kurt Geiger London, KG Kurt Geiger, Miss KG, Carvela	322	322	21.9%	3.1%	-11.2%
96	↓-7	Mannai Corporation/Damas International Limited	Qatar	Damas	306	1,455	6.2%	n/a	-2.8%
97	↓-5	Cris Conf SpA	Italy	Pinko	294	300	17.7%	2.1%	10.1%
98	new	Thangamayil Jewellery Limited	India	Thangamayil	294	294	20.6%	5.9%	15.0%
99	↓-5	Acne Studios Holding AB	Sweden	Acne Studios	293	295	17.5%	8.4%	3.0%
100	↓-9	Etro SpA	Italy	Etro	284 e	284 e	13.0%	n/a	-1.6%

e=estimate n/a=not available

<sup>1</sup> Net profit margin based on total consolidated revenue and net income. May include results from non-luxury goods operations if these are <50% of group revenue.

<sup>2</sup> Compound annual growth rate

<sup>3</sup> Change in ranking vs FY2021 ranking from the Global Powers of Luxury Goods 2022 report

\*Top 100 sales growth rates are sales-weighted, currency-adjusted composites

\*\*Top 100 net profit margin and return on assets are sales-weighted composites

Source: Deloitte Touche Tohmatsu Limited. Global Powers of Luxury Goods 2023. Analysis of financial performance and operations for financial years ending from 1 January to 31 December 2022 using company annual reports, industry estimates, and other sources.



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