



VERSACE



JIMMY CHOO

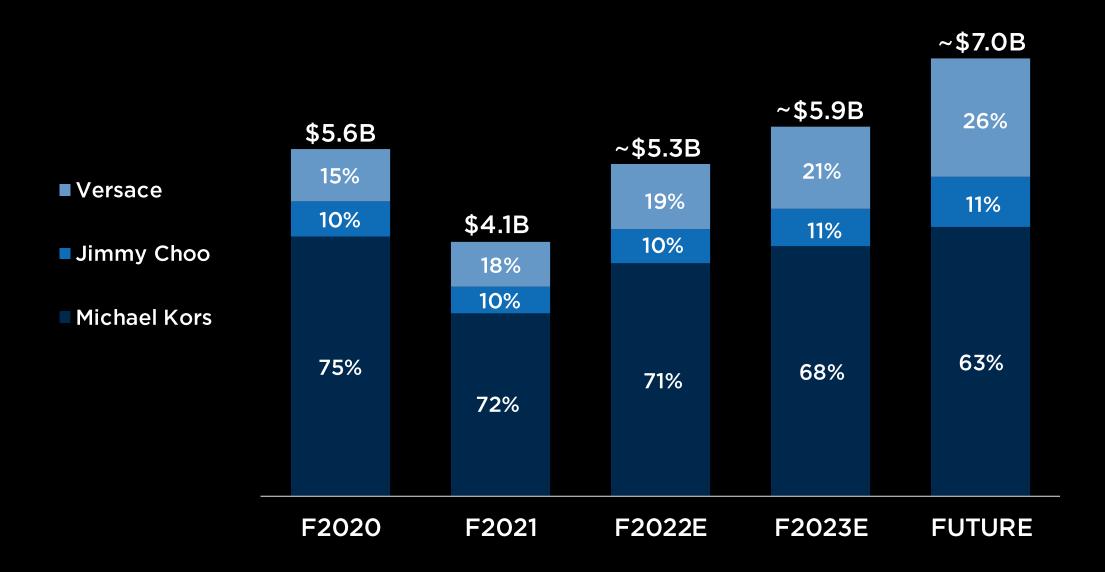


MICHAEL KORS

Goldman Sachs Retail Conference

September 9, 2021

CAPRI REVENUE BY BRAND



VERSACE

GROWTH INITIATIVES

COMMUNICATION STRATEGY

- Capitalize on high brand engagement and awareness
- Reinforce three house pillars Virtus, La Medusa, La Greca
- Accelerate database growth

PRODUCT STRATEGY

- Expand accessories to \$1 billion
- More than double footwear revenue
- Further capitalize on iconic brand codes
- Drive Signature across all product categories

OMNI-CHANNEL STRATEGY

- Increase omni capabilities to grow E-commerce to \$500M
- Increase global retail footprint to ~300 stores
- Increase store sales density



JIMMY CHOO

GROWTH INITIATIVES

COMMUNICATION STRATEGY

- Own glamour through emotional brand storytelling
- Combine storytelling with data analytics
- Double database size

PRODUCT STRATEGY

- Capitalize on iconic brand codes
- Grow accessories to 30% of revenue
- Maximize casual opportunity
- Introduce new categories

OMNI-CHANNEL STRATEGY

- Triple E-commerce revenue
- Enhance omni-channel services
- Increase global retail footprint to ~300 stores



MICHAEL KORS

GROWTH INITIATIVES

COMMUNICATION STRATEGY

- Emotional brand engagement
- Combine storytelling with data analytics
- Accelerate database growth

PRODUCT STRATEGY

- Increase Signature to 50% of the business
- Grow MKGO to \$500M
- Build Men's to \$500M

OMNI-CHANNEL STRATEGY

- Leverage seamless omni-channel experience
- Double E-commerce revenue
- Optimize global store fleet



SAFE HARBOR STATEMENT

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