

K E R I N G



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**KERING - LUXE**



## Tennis fashion is exploding at the US Open. Luxury brands want in

NEW YORK (AP) — Before New York Fashion Week kicks off in Manhattan, some of the incoming brands are making an early first stop elsewhere — out in Queens, on the blue hard courts of the U.S. Open , where play continues through next weekend.

Just four days separate the two crosstown spectacles, which are beginning to have more in common than ever before.

In a sport where brands like Nike and Adidas were once the only players, the logos of Gucci and Miu Miu have started to weave their way in. Tennis fashion has been surging, and the luxury fashion industry doesn't want to feel left out.

Luxury fashion partnerships in the tennis world historically have been somewhat sparse. They've been testing the waters in recent years, and lately, the deals have been flowing — Bottega Veneta with Lorenzo Musetti , Burberry with Jack Draper , Canali with Stefanos Tsitsipas and Dior with Zheng Qinwen have all come since January.

Coco Gauff wore tennis dresses partially designed by Miu Miu for three tournaments this summer — “Fashion helps bring casual fans to the sport,” she said — and top-ranked Jannik Sinner often has carried a Gucci tennis bag onto the court since their partnership began in 2022.

The collaborations are multiplying. And they're causing a buzz.

When Musetti debuted as a Bottega Veneta ambassador, the brand's first athlete, by wearing their white jacket at Wimbledon this summer, both the sports and fashion worlds were taken.

“It was really cool because every magazine, every fashion magazine was talking about it,” Musetti said with a smile a few days before he started play in New York. “I think the tennis courts can also be a stage.”

Tennis' increasing cultural capital has made the sport just that — a stage — for players and fans alike. But luxury fashion brands are flocking in for more than just its recent popularity.

“Tennis is a marketer's dream, because it crosses so many demographics and still has prestige,” said Meeta Roy, an associate professor of fashion business at the Fashion Institute of Technology in New York who previously worked in the luxury fashion industry.

“That (is) the challenge of the luxury brand business model as it exists today: How do you keep your core high net worth individuals? But also, so much of the revenue is driven by those that are interested in accessible luxury. Oftentimes, you have a two-tiered marketing strategy for the different groups. ... But tennis is this place where it can all exist together,” she said.

The sport's historical association with the wealthy, coupled with its skyrocketing general popularity, is making its courts the perfect marketing opportunity for the luxury space.

It doesn't hurt that the pro tour runs through many major cities across the globe, and there's also the simple fact of “quite a lot of sex appeal,” according to Stuart Brumfitt, editor of tennis lifestyle magazine Bagel and a former associate editor at British GQ.

“With this younger era (of players), they've all got huge social media followings. ... They've got a lot of reach,” he said. “Because it's an individual sport, they don't get lost in the team. If (a brand) backs that person, they get all of their audience.”



It's that diverse reach that makes the U.S. Open rival the other big show in town — New York Fashion Week, which begins on Sept. 11 — from a marketing perspective.

“Anyone who's looking at content from a brand's runway shows, they're already a fan of the brand. But when Musetti is busting out the (Bottega Veneta jacket) for the world, that's a completely different audience,” Roy said. “It's all about attracting the nontraditional fashion customer.”

In her words: “Everyone loves a good show.”

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AP tennis: <https://apnews.com/hub/tennis>





## ‘He’s a real human being with flaws’: the complicated life of Alexander McQueen hits the stage

The victories and tragedies of the famed British fashion designer make the basis of probing off-Broadway play House of McQueen

David Smith



“You have always made the most beautiful things out of absolute shit.” This is Darrah Cloud’s favourite line in her new play about Alexander McQueen, dubbed the bad boy or enfant terrible of British fashion.

“It’s what he did,” Cloud explains via Zoom from New York. “He had the ability to translate trauma into beauty or joy into beauty or an oyster shell into a dress. I mean, what an extraordinary thing.”

House of McQueen, opening off Broadway on 9 September, explores how McQueen, a taxi driver’s son from working-class London, rose to the top of the fashion industry with a combination of provocative spectacle and flawless craftsmanship.

Cloud adds: “He’s like an analogue person in a coming digital world. The oyster dress still has his DNA on it, I’m sure, because he sewed it himself. It’s not like he sent the design off to Japan and had them make it in a factory. A lot of the fashions are one of a kind because of that.”

The young Lee McQueen – he later switched to his middle name, Alexander, because it sounded posh – left school at 16 and apprenticed as a tailor on Savile Row, where legend has it he scrawled obscenities inside the lining of a jacket destined for Prince Charles.

McQueen pursued a master’s degree at the prestigious art and design college Central Saint Martins, where his graduation collection, inspired by Jack the Ripper, was bought by the fashion stylist Isabella Blow, who became his patron and mentor.

His early collections caused shock waves. In Highland Rape, dishevelled models staggered down the runway with their Scottish-inspired clothing ripped to expose breasts and nether regions. He said: “I don’t want a show where you come out feeling like you’ve just had Sunday lunch. I want you to come out either feeling repulsed or exhilarated.”

In 1996 McQueen got his big break, becoming chief designer at Givenchy, where he clashed with the constraints of a heritage house but produced memorable, sometimes unsettling shows.



He founded his own label, Alexander McQueen, that grappled with death, nature, folklore, and the tension between beauty and horror. His theatrical runway shows included a model encased in a glass box surrounded by butterflies, robotic spray-painting on the catwalk and holographic projections of Kate Moss.

He won four British Designer of the Year awards and a CBE in 2003. But he struggled with mental health and substance abuse and killed himself at the age of 40.

House of McQueen stars Luke Newton, best known for playing Colin in Netflix's Bridgerton, as McQueen and Emily Skinner as his mother, Joyce McQueen. The show is executive-produced by Rick Lazear while Gary James McQueen, the designer's nephew, serves as creative director.

Cloud was approached to write the script in January 2020, and having been awed by the exhibition Alexander McQueen: Savage Beauty at New York's Metropolitan Museum of Art, had no hesitation about jumping on board. "I wanted to do it immediately because I didn't know much about Lee. I was eager to dive into how he did this and where this all came from.

"As a fellow artist spending a life trying to fix the world with my writing, I related to his struggle, to his having been born in the East End of London. He wasn't supposed to get out of that neighbourhood yet he did.

"He did it by believing in himself. Joyce McQueen had a lot to do with that. She plays a big role in the play. I related to the story, I related to his anger, I related to the things that inspired him and how he worked through that."

She adds: "That struggle between art and commerce was lifelong for him and painful. He was a person who did wear his heart on his sleeve. I love people like that. Those people who feel that deeply are gems, are treasures."

Using a non-linear narrative structure, and enhanced by floor-to-ceiling LED panels, House of McQueen considers the mentors, collaborators, and peers who had a profound influence on McQueen's life and boundary-pushing career.

"He wasn't alone. He was nurtured. He was nurtured by a fabulous mum, a supportive but difficult household. Support and appreciation come in different styles. A difficult father might just be your biggest fan. I guess I want people to walk away going 'what a loss' and 'what a great artist' and understanding what it takes to make great art."

The show's director, Sam Helfrich, says these interactions form a "landscape of memory" of people who "caused him great pain and heartache and guilt and tragedy" but also provided "moments of beauty, moments of joy, moments of fantasy".

Helfrich says: "They're all people who could have easily said, 'I'm not interested in you,' and the whole thing would have come to a halt. But one after another after another there are these people in this world who see something.

"That's where the magic comes in. What do they see with a piece of cloth in their hands? What did they see with some punky kid standing before them asking for a job? These are important moments. Making those into theatrical moments was interesting to me."

Even so, McQueen's move to France and relationship with the fashion house Givenchy was tumultuous. Helfrich reflects: "That exchange between art and commerce, the struggle to be an artist and also to make money and serve the needs of people like the House of Givenchy or Gucci, is all part of the mix.

"Lee didn't always make perfect decisions. There's a scene in the play where he meets Tom Ford and that's a very complicated scene. It's a scene where for the audience, you leave the scene thinking, 'Was



that the right decision, was that the right thing to do? Is that a compromise? Did he just somehow diminish himself as an artist? Or maybe he didn't.' It's a complicated scene where you think maybe Lee's not always perfect and doesn't always treat people nicely either."

At the end of his life, two deaths devastated McQueen. Blow took her life in 2007 and, in early 2010, McQueen's beloved mother died. Only days later – on the eve of her funeral – the designer killed himself after taking drugs. The play does not seek to draw firm conclusions about his motivation.

Helfrich says: "It's easy for all of us to be armchair psychologists and say these are the reasons why. But hopefully the play presents a more complicated portrait than that and doesn't end on an obvious 'Oh, well, it was inevitable,' because by the time you get to that point in the play we don't want it to happen: there's too many great things going on right now so this can't be happening. That's what I want people to think."

Helfrich regards the show as "a theatrical event and not a biography" and drew on deep experience in directing opera productions in New York, Salzburg and elsewhere. He directed John Adams' Nixon in China at the Eugene Opera.

He says: "The project does feel operatic in many ways, even though it's not an opera. It's got a lot of scope and it's a big story. It to me is a very Verdi and Shakespearean story in many ways. I was attracted to it for that reason and I think they were attracted to me for the same reason. My thinking is very operatic."

Cloud, for her part, says her career has been spent making people with seemingly obscure lives into epic heroes. "So it kind of fit with this in the sense that I wanted to concentrate on Lee's humanity and familiarity as a human," she explains.

"He's not this untouchable epic person. He's a real human being with flaws. He was difficult and he was funny and he was irrational and neurotic and all the things that we all are. I find that heroic."

House of McQueen is now in previews at the Mansion at Hudson Yards in New York and will open officially on 9 September



# Chanel, Dior, Bottega Veneta, Jean Paul Gaultier... Ces 11 défilés sont les plus attendus de la Fashion Week printemps-été 2026

*Alexandra Pizzuto*

Chanel, Dior, Bottega Veneta, Jean Paul Gaultier... Ces 11 défilés sont les plus attendus de la Fashion Week printemps-été 2026 Voir le diaporama 11 photos Partager l'article Copier le lien Facebook X Pinterest Onze maisons, onze nouveaux visages ou presque. À Paris comme à Milan, la Fashion Week printemps-été 2026 sera marquée par une vague inédite de premiers défilés. Entre ruptures assumées et défis stylistiques, tour d'horizon des débuts les plus attendus de la saison.

C'est un phénomène suffisamment rare pour être souligné : lors de la **Fashion Week printemps-été 2026**, qui se tiendra du 11 septembre au 7 octobre, plus d'une dizaine de créateurs et créatrices présenteront leur premier défilé pour des maisons de renom.

Mercato mode oblige, ces dernières ont vu leurs directions artistiques passées aux mains de jeunes pousses peu connues du grand public, de designers en pleine ascension ou encore de couturier-ère-s à la notoriété confirmée. Des intronisations ultra-attendues, donc, qui dans une industrie du luxe sous haute tension, seront scrutées avec attention.

1/11 Dario Vitale chez Versace, le 26 septembre 2025 à Milan Versace

Fini les shows grandiloquents, les supermodels aux millions de followers et les saluts émouvants de Donatella Versace : les premiers pas de **Dario Vitale**, nouveau directeur créatif de Versace, se feront à Milan, lors d'une présentation intimiste qui se tiendra (presque) à huis clos. Un virage à 360 degrés pour cette maison synonyme d'ostentation, qui marque aussi la collection inaugurale d'un créateur étranger à la famille Versace.

2/11 Louise Trotter chez Bottega Veneta, en septembre 2025 à Milan Getty

Après son départ de Carven, **Louise Trotter** a pris les rênes de Bottega Veneta, succédant à **Matthieu Blazy**, dont l'empreinte artisanale et minimaliste a su redonner ses lettres de noblesse à la maison.

Forte d'un parcours chez Lacoste et Joseph, Louise Trotter est attendue sur une réinterprétation sobre et élégante du luxe à l'italienne. Les professionnel-le-s de la mode sont curieux-euses de découvrir comment elle prolongera, ou déplacera, le récit autour du cuir, du tailoring et d'un quotidien sublimé.

3/11 Simone Bellotti chez Jil Sander, en septembre 2025 à Milan Jil Sander

Nommé juste après le départ de Lucie et Luke Meier, **Simone Bellotti** présentera sa première collection pour Jil Sander au cours de la semaine de la mode milanaise. Après avoir fait ses armes chez Bally, Dolce & Gabbana, Bottega Veneta ou encore Gucci, le créateur italien est salué pour son souci du détail et son sens de l'architecture textile. Est espéré un retour aux fondamentaux épurés de la maison, teinté d'un raffinement un peu plus sensuel et possiblement moins clinique.

4/11 Jonathan Anderson chez Dior, le 1er octobre à Paris Getty

Après avoir pris les rênes de la ligne masculine, Jonathan Anderson signera, lors de la Fashion Week printemps-été 2026, sa première collection féminine pour Dior. Avec plus d'un milliard de vues générées lors de son show homme et une nomination aux collections femmes qui a pris son temps pour être annoncée, c'est sans nul doute l'un des défilés les plus attendus du calendrier. Pour cause : la capacité





de l'Irlandais à conjuguer romantisme et modernité, ironie et rigueur, devrait injecter un nouveau souffle à une maison à l'héritage codé, quitte à profondément le revisiter.

5/11 Miguel Castro Freitas chez Mugler, le 2 octobre 2025 à Paris Mugler

À la tête de Mugler depuis mars 2025, le créateur portugais **Miguel Castro Freitas** — encore peu connu du grand public — présentera sa toute première collection pour la maison fondée par Thierry Mugler au cours de la semaine de la mode parisienne. Alors que la griffe cherche à redéfinir ses contours, ce show s'annonce comme un exercice d'équilibriste. Il pourrait bien y avoir du glamour graphique, une féminité empouvoirante et pourquoi pas, un hommage audacieux aux archives d'une marque à l'aura sulfureuse.

6/11 Mark Howard Thomas chez Carven, le 2 octobre 2025 à Paris Carven

**Carven** joue sa renaissance avec l'arrivée de **Mark Howard Thomas**, ex-bras droit de **Louise Trotter**. Discret, mais très respecté, le créateur britannique devrait proposer une partition stylistique moderne, féminine et suffisamment singulière pour faire exister la marque — désormais dans le giron du groupe chinois Icicle — face à d'autres labels comme Courrèges ou Coperni. Un vrai galop d'essai pour la maison d'ascendance parisienne qui s'apprête à écrire ici son nouveau chapitre.

7/11 Jack McCollough et Lazaro Hernandez chez Loewe, le 3 octobre 2025 à Paris Getty

Restés extrêmement discrets depuis leur nomination, les fondateurs de **Proenza Schouler** s'apprêtent à dévoiler leur toute première vision stylistique pour Loewe. Après le règne visionnaire de Jonathan Anderson, qui a hissé la maison d'ascendance hispanique au rang de marque culte de la mode contemporaine, il faut dire que la barre est haute. Au regard de leur CV vestimentaire, on peut s'attendre à un équilibre subtil entre leur ADN new-yorkais pointu et le savoir-faire cérébral qui a su faire la singularité de Loewe.

8/11 Glenn Martens chez Maison Margiela, le 4 octobre 2025 à Paris Abaca

Après un show couture acclamé par la critique, Glenn Martens lèvera le voile sur sa première collection de prêt-à-porter pour Maison Margiela en octobre prochain. La configuration la plus probable ? Le créateur pourrait bien revisiter la radicalité sous-jacente du défilé haute couture automne-hiver 2025-2026, entre silhouettes déconstruites, esthétisme conceptuel et architecture vestimentaire.

9/11 Pierpaolo Piccioli chez Balenciaga, le 4 octobre 2025 à Paris Abaca

Le choc des mondes. Le directeur artistique le plus poétique de sa génération arrive chez Balenciaga, maison connue pour son cynisme postmoderne et ses défilés dystopiques. Après avoir quitté **Valentino** en janvier 2024, Pierpaolo Piccioli s'attaque à un monument de la mode au sommet de sa hype. Qu'en fera-t-il ? Du romantisme engagé ou de la provocation désamorcée ? Ce sera là aussi l'un des shows les plus scrutés de la saison.

10/11 Duran Lantink chez Jean Paul Gaultier, le 5 octobre 2025 à Paris Getty

C'est une première historique : après une succession de designers en résidence temporaire, la maison Jean Paul Gaultier confie désormais son prêt-à-porter à un directeur artistique permanent, le premier depuis le départ de **son truculent fondateur**. Et c'est le Néerlandais **Duran Lantink** qui s'y colle, le designer ayant séduit grâce à sa vision inclusive, politique et joyeusement irrévérencieuse de la mode. Au programme, sans aucun doute, une collection explosive, entre recyclage décomplexé et partis pris subversifs.

11/11 Matthieu Blazy chez Chanel, le 6 octobre 2025 à Paris Abaca

Dix mois après une nomination qui avait fait l'objet de toutes les spéculations, Matthieu Blazy dévoilera (enfin) sa première collection Chanel. Sera-t-il fidèle à l'esprit de Gabrielle et Karl ou marquera-t-il une rupture radicale ? Depuis ses premières apparitions dans les couloirs de la maison de la rue Cambon, c'est la question qui s'invite sur toutes les lèvres.

Aucun indice, aucun teaser : le suspense est total. Connu pour ses silhouettes désirables chez Bottega Veneta, mais aussi pour son inclination pour l'art contemporain, le créateur frano-belge est bien capable d'injecter un minimalisme raffiné dans l'univers feutré de Chanel. Autre nouveauté ? La présentation de la collection se fera **en soirée**, symbole qu'une nouvelle ère s'apprête à commencer. ■

**CONCURRENCE - CORPORATE**



## Luxury 'blingflation' creates opportunity for cheaper challengers

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## Bernard Arnault Bets on LA's Rodeo Drive With New Tiffany, Louis Vuitton Flagship

(Bloomberg) -- Bernard Arnault is pressing ahead with two major developments on Rodeo Drive in Beverly Hills, tightening his grip on one of the world's most exclusive retail corridors. Arnault's luxury conglomerate, LVMH Moët Hennessy Louis Vuitton SE, is planning a new Tiffany & Co. flagship store on the site of the old Luxe Hotel, which will be demolished, according to city filings reviewed by Bloomberg.

Just a block away, LVMH has submitted plans for a big new Louis Vuitton store and cultural campus designed by architect Frank Gehry – a pivot from the company's original plan to build a hotel, which was rejected by voters in 2023. The new proposal would be the company's largest project yet in the tony Los Angeles-area enclave.

LVMH is deepening its bet on Rodeo Drive as it contends with headwinds including higher US tariffs on European goods and what it described in July as softening demand in key markets such as China and Japan. Despite that weakness, Rodeo Drive still draws a steady flow of wealthy visitors from Asia, the Middle East and the Americas, offering a palm-tree-lined stage and selfie backdrop that few other shopping venues can match.

Rodeo Drive is in a league with shopping high streets such as Madison Avenue and Fifth Avenue in Manhattan and the Miami Design District, said Milton Pedraza, chief executive officer of Luxury Institute, a consulting firm. "There are some places and spaces that are iconic, and they are some of the most pleasant and desirable places to be."

LVMH declined to comment for this article. Executives have previously named Rodeo Drive on a select list of places where it makes more sense to own than rent.

"You can mention Paris, London, New York and Fifth Avenue and probably Rodeo Drive in Los Angeles and that's about it," Jean-Jacques Guiony, LVMH's chief financial officer at the time, said on a 2023 earnings call.

The Paris-based company already has spent more than \$900 million on 12 leased or owned boutiques on Rodeo Drive over the years. That includes a new three-floor Bvlgari boutique opening in October.

Its plans to invest more underscore the strength of high-end luxury in the Los Angeles area even as the regional economy struggles in the aftermath of the deadly wildfires in January, a downturn in Hollywood and US immigration raids backed up by a temporary military deployment.

LVMH bought the Luxe Hotel site for \$200 million in 2021. Plans for the Tiffany project, the most recent version of which was filed Aug. 4 with the Beverly Hills planning commission, haven't been publicly announced.

Designs filed with the city call for a three-story building on Rodeo Drive spanning 30,466 square feet (2,830 square meters), featuring a rooftop indoor-outdoor space for very important clients and a restaurant. The plans by architect Peter Marino are wending their way through the planning department. The plan is occurring as LVMH renovates its Tiffany stores, a process that's about 30% complete, CFO Cecile Cabanis said in July.

The campus proposed for Louis Vuitton calls for about 100,000 square feet in two buildings connected by pedestrian bridges and an underground tunnel, according to an application with the planning commission. The development, which LVMH disclosed earlier this year, would include luxury retail, a cafe, restaurant, open-air terrace, exhibition space and a garden rooftop. If approved by the city, construction could start in 2026 and finish by 2029.

Pedraza likened the concept to a theme park, with LVMH "becoming more like Disney or Universal Studios than they are just purveyors of luxury goods."

LVMH originally planned a Cheval Blanc hotel for the same corner of Rodeo Drive and South Santa Monica Boulevard, a proposal rejected by Beverly Hills voters after a contentious fight over zoning and public benefit.

This time, the company's proposal doesn't require changes in zoning rules. Darian Bojeaux, an attorney who led opposition to the hotel, said she doesn't personally like what's being proposed — but she isn't campaigning against it either, saying it's her understanding that the project complies with local codes.

For Beverly Hills City Councilmember John Mirisch, who also opposed the hotel plan, the earlier fight wasn't over luxury itself but whether the development gave enough back to the community. While he hasn't taken a position on the Louis Vuitton campus, Mirisch said the project could offer a civic benefit if it draws from





LVMH's art holdings.

"If they use that to feature the amazing LVMH world-class art collection and bring that to Beverly Hills, that would be a tremendous community benefit," he said.

LVMH's latest plans cap a buying spree on the street that began more than a decade ago, mirroring its approach in other global hot spots such as New York and Paris, where it paid \$1 billion in 2023 for a retail property on the Champs-Élysées.

In 2012, LVMH paid \$85 million for a site on Rodeo Drive now being developed into a Dior flagship opening later this year. Between 2018 and 2020, the company spent another \$465 million to piece together four parcels for the planned Cheval Blanc hotel.

"There's these hubs where people go and they have expectations of what stores are there — and if you're not there, then the money flows to competitors," said Justin Mateen, a tech and real estate investor who co-founded Tinder.

Mateen and his brother Tyler paid \$211 million in 2024 for a building on the corner of Rodeo and Wilshire Boulevard they plan to rebrand as One Rodeo, a new deluxe retail venue.

Prime real estate on Rodeo Drive typically commands annual rents of between \$960 and \$1,200 a square foot, while store sales often top \$10,000 per square foot, said Houman Mahboubi, a broker with CBRE Group Inc.

"That limited supply creates urgency for groups like LVMH to buy rather than lease," said Mahboubi, who was involved in the sale of the Luxe Hotel site.

Beverly Hills trailed only New York in new luxury openings from July 2023 to July 2024, with Rodeo Drive accounting for more than 40% of all new luxury space in the Los Angeles market, according to a report from Jones Lang LaSalle Inc.

Strong demand illustrates the willingness of high-end brands to splurge on one of the areas that make up the "absolute core" of global glamor, said Jay Luchs, vice chairman at Newmark Group Inc. and a longtime broker on Rodeo Drive. It's not just about securing space on the street, he said. It's about appearing on the feeds of influencers who flock to Rodeo Drive.

"People that have hundreds of millions of followers on Instagram — those are very important in fashion and in influence in the world," he said.

--With assistance from Angelina Rascoet.

More stories like this are available on [bloomberg.com](http://bloomberg.com)

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## LVMH CHAMPION DE LA BOURSE

À la suite de la publication de ses résultats semestriels fin juillet, bien accueillis par les marchés financiers, LVMH est redevenu la première capitalisation boursière de France. Le groupe a bénéficié de la stabilisation des accords douaniers sur le cognac, notamment avec la Chine, ainsi que d'un niveau de trésorerie particulièrement élevé (4 milliards d'euros). Depuis le début du mois d'août, LVMH n'a cessé d'accentuer son avance sur ses concurrents : sa capitalisation boursière atteint désormais 253 milliards d'euros. ●



## MONCLER

### De l'aventure au luxe

Le spécialiste de la doudoune, né dans l'Isère dans les années 1950, est devenu une *success story* de la Bourse de Milan. Avant de réchauffer les citadins par ses vêtements matelassés en duvet d'oie, qui répondent aujourd'hui aux meilleurs codes de la mode et du luxe, il a équipé les expéditions himalayennes et les champions de ski. **PAGE 17**



# Moncler De l'anorak des sommets à la doudoune des villes

**Renaissance** La marque née dans l'Isère en 1952 a connu la gloire des cimes avant de s'engager dans une nouvelle ascension sous la conduite de l'Italien Remo Ruffini, non sans vivre aujourd'hui les turbulences du luxe.

**P**our acheter une doudoune Moncler, inutile de pousser la porte du Vieux Campeur au Quartier latin. Viser plutôt le Faubourg-Saint-Honoré ou les Champs-Élysées, là où la marque exploite des magasins répondant aux meilleurs codes du luxe par le design et les prix. Si elle a relancé une offre – Moncler Grenoble – de vêtements et d'accessoires pour la montagne et le plein air, ces anoraks de ski et vestes en Gore-Tex à 2.100 €, tee-shirts en coton à 300 € ou bonnets de laine

à 200 € ne sont pas à la portée de tous les sacs à dos. Société aujourd'hui italienne, Moncler doit son nom à un village du sud de l'Isère, Monestier-de-Clermont. Elle a été lancée en 1952 par deux Français dont les protections en duvet d'oie ont d'abord équipé les travailleurs de la région, avant de séduire très vite, par ses vêtements techniques, les expéditions partant à l'assaut des sommets himalayens puis, en 1968, l'équipe de France de ski des Jeux de Grenoble. La doudoune matelassée est apparue dans les années

1980, faisant passer la marque des cimes à la ville et... à la mode. Sans éviter, au tournant des années 2000, un essoufflement de la demande pour le produit et la marque, qui a frôlé alors le précipice.

#### EURAZEO EN SOUTIEN

Elle a été reprise en 2003 par l'Italien Remo Ruffini, issu d'une famille d'entrepreneurs du textile et le directeur artistique de la marque depuis 1999. Ce nouveau premier de cordée a pris le virage du luxe, avec le soutien de l'investisseur français Eurazeo,

qui a détenu jusqu'à 45 % de Moncler entre 2011 et début 2019. Il se félicite encore sur son site d'avoir « multiplié son investissement par 4,8 ».

C'est dans cette période, le 16 décembre 2013, que le groupe s'est aventuré sur le podium de la finance par une introduction mémorable à Piazza Affari : offerte à 10,20 €, l'action s'est envolée de 47 % dans la journée, Moncler devenant le troisième acteur du luxe à la Bourse de Milan, avec une capitalisation de 3,7 milliards d'euros, derrière Luxottica et Ferragamo. Si ce dernier a vu sa valeur fondre depuis de 4,7 milliards à 824 millions, celle de Moncler dépasse désormais les 13 milliards.

### LVMH ACTIONNAIRE

L'action n'a certes pas échappé à la défiance qui a frappé les acteurs du luxe cette année, entre affaiblissement de la demande, taxes douanières et chute du dollar (lire ci-dessous). Le cours de Moncler a perdu 28 % depuis son dernier record, mais celui-ci remonte seulement au 14 février, illustrant sa résistance quand d'autres ont flanché dès 2024.

Après Eurazeo, la valeur a bénéficié l'automne dernier du coup de pouce d'un autre français, bon connaisseur du secteur : LVMH ! Le numéro un mondial du luxe (propriétaire d'Investir) a acquis 10 % du holding Double R de Remo Ruffini en septembre 2024, avec la possibilité de monter à 22 % dans les dix-huit mois suivants, de quoi conférer au groupe de Bernard Arnault une participation indirecte de 4,1 % dans Moncler. Son fils Alexandre en est devenu administrateur en avril. Double R détenait au 30 juin 17,5 % de la société cotée.

Dans la durée, au-delà de l'intérêt d'un puissant confrère, le parcours

boursier de Moncler tient à la renaissance de la marque, le chiffre d'affaires du groupe étant passé de 580 millions en 2013, année de la cotation, à 3,1 milliards en 2024. La marque Moncler y a contribué pour 2,7 milliards, le solde de 400 millions venant de Stone Island, affaire de prêt-à-porter italienne acquise en 2020 afin de compenser la saisonnalité des doudounes : le quatrième trimestre représente plus de 40 % de leur chiffre d'affaires.

La marque Moncler reste toutefois la locomotive du groupe, lui assurant une marge opérationnelle frôlant 30 %. Son succès tient à une stratégie en deux axes, produits et distribution, détaillée par Eurazeo : les premiers doivent offrir « une gamme enrichie, plus luxueuse et toujours plus audacieuse mais qui reste fidèle à l'ADN originel de la marque ». Quant à la distribution, elle « évolue vers des points de vente conçus comme des lieux de vie et repose sur des magasins flagship situés stratégiquement dans des villes indissociables de la mode et du luxe, à l'instar de Paris, Tokyo, Londres ou Milan ». Les ventes en gros de Moncler ne représentaient plus que 14 % du total fin 2024, alors que le réseau à son enseigne s'est étoffé, à 286 magasins.

La production est assurée par des usines en propre et des sous-traitants, en Italie et en Europe de l'Est, surtout. Son modèle se révèle en tout cas vertueux en matière de bilan, riche d'une trésorerie nette de 1,3 milliard fin 2024.

L'entreprise s'est illustrée sur le dernier exercice par une croissance restée dynamique pour la marque Moncler, de 8 % hors effets devises (-1 % pour Stone Island). Elle a été d'autant plus

notable que la moitié de son chiffre d'affaires est réalisée en Asie, essentiellement en Chine.

Cette année 2025 devrait voir le roi de la doudoune rattrapé par le refroidissement de la demande, « avec une performance qui n'est plus très éloignée de la moyenne du secteur », constatait fin juillet l'analyste d'Oddo BHF, dans une note en réaction aux comptes semestriels, sanctionnés en Bourse. La croissance à devises constantes s'est limitée à 1 % pour Moncler au premier semestre, après une baisse de 2 % d'avril à juin, de quoi laisser augurer un retour de la marge opérationnelle du groupe au-dessous de 29 % cette année, selon le consensus FactSet.

La direction s'est montrée prudente pour le second semestre, invoquant « l'incertitude élevée » induite par le contexte géopolitique et économique. Cela dit, avec un ratio cours-bénéfice 2026 tombé à 20 fois, Moncler aussi a participé au mini-rally du luxe en cette fin d'été. — CÉCILE LE COZ

### NOTRE CONSEIL

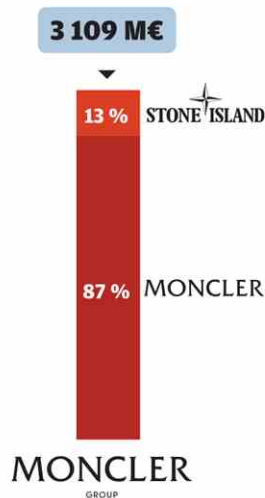
**ACHETER** La stratégie engagée depuis 2003 s'est révélée gagnante jusqu'au coup de froid qui pénalise le marché du luxe cette année. La baisse de valorisation peut inciter à se placer, sachant que la performance du quatrième trimestre, capital pour les doudounes, constituera un test pour la désirabilité de la marque et la réactivité de la direction aux vents contraires. **Objectif : 58 €** (MONC, à Milan). **Prochain rendez-vous : le 28 octobre**, chiffre d'affaires à neuf mois.

« Moncler subit un net ralentissement avec une performance qui n'est plus très éloignée de la moyenne du secteur »

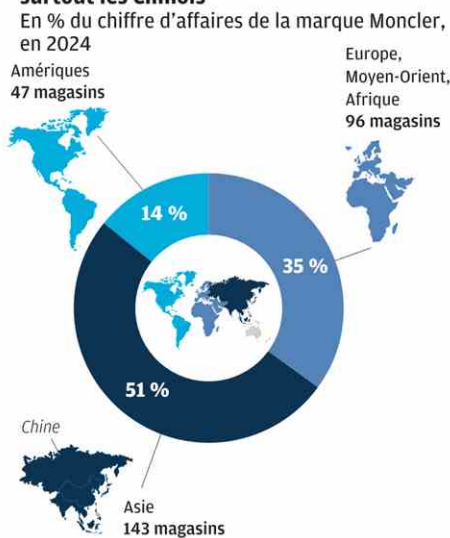
Oddo BHF, dans une note le 24 juillet

### Le groupe italien s'est développé dans le monde en construisant son propre réseau commercial

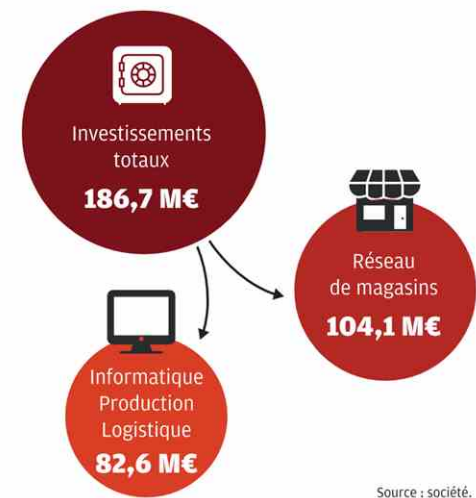
**Une seconde marque depuis 2020 mais Moncler reste la locomotive**  
En % du chiffre d'affaires, en 2024



**Des doudounes qui réchauffent surtout les Chinois**  
En % du chiffre d'affaires de la marque Moncler, en 2024



**Plus de 100 millions d'euros pour l'ouverture et la rénovation des boutiques**  
En 2024 (Moncler + Stone Island)



Source : société.

### CRITÈRES D'INVESTISSEMENT

#### COMPORTEMENT DE L'ACTION

|                             |                   |
|-----------------------------|-------------------|
| <b>PERFORMANCE DU TITRE</b> |                   |
| COURS AU 28-8-25 :          | 50,60 €           |
| VARIATION 52 SEMAINES :     | - 8 %             |
| 2025 :                      | - 0,75 %          |
| <b>VOLATILITÉ</b>           |                   |
| BÊTA 52 S. :                | 0,9 FOIS          |
| EXTRÊMES 52 S. :            | 70,48 € / 45,46 € |

#### PERFORMANCE OPÉRATIONNELLE

|                                |        |
|--------------------------------|--------|
| <b>EVOLUTION DE L'ACTIVITÉ</b> |        |
| EVOL. MOYENNE (2021-2024) :    | 15 %   |
| EVOL. 2025 EST. :              | STABLE |
| <b>BNPA</b>                    |        |
| EVOL. MOYENNE (2021-2024) :    | 16 %   |
| EVOL. 2025 EST. :              | - 6 %  |

#### CONFIANCE DANS LA SOCIÉTÉ

|                                |         |
|--------------------------------|---------|
| <b>SOLIDITÉ DU BILAN</b>       |         |
| TRÉSO. NETTE / FONDS PROPRES : | 36 %    |
| DERNIER ACTIF NET PAR ACTION : | 13,05 € |
| <b>CONSENSUS DES ANALYSTES</b> |         |
| A 30 %                         |         |
| C 70 %                         |         |
| V 0 %                          |         |

#### INTÉRÊT BOURSIER

|                             |                       |
|-----------------------------|-----------------------|
| <b>RENDEMENT</b>            |                       |
| DIVIDENDE 2025 ESTIMÉ :     | 1,20 €                |
| RDT 2024 : 2,6 %            | RDT 2025 EST. : 2,4 % |
| <b>VALORISATION ESTIMÉE</b> |                       |
| PER 2025 :                  | 23,2 FOIS             |
| PER 2026 :                  | 21,4 FOIS             |



# ACTIONS

Le conseil  
de la semaine  
d'Investir



Par Jean-Luc Champetier

## EssilorLuxottica Verres, montures et... haute technologie

**L**e groupe italo-français dirigé par Francesco Milleri et Paul du Saillant négocie avec le gouvernement japonais son renforcement au capital de Nikon, partenaire depuis vingt-cinq ans au sein d'une coentreprise à parts égales produisant des verres optiques. EssilorLuxottica a hissé sa participation de 5,1 % en octobre 2024 à 9 % et se rapprocherait des 20 %. Nikon maîtrise une technologie stratégique de lithographie sur microprocesseurs utilisée pour les lunettes connectées.

Un savoir-faire précieux puisqu'un partenariat à long terme a été noué avec Meta (Facebook, WhatsApp, Instagram) dans ce domaine des *smart glasses*, que certains, comme Mark Zuckerberg, voient déjà remplacer les smartphones. Dans ce cadre, Meta avait annoncé son intention d'entrer au capital d'EssilorLuxottica en juillet 2024, et en détenait

Essilorluxottica  
En €



3 % un an plus tard, avec une montée envisagée à 5 %. Aucun autre membre du Cac 40 ne compte une Big Tech américaine parmi ses actionnaires !

Après le succès remarqué des lunettes connectées Ray-Ban Meta, les Oakley Meta ont été lancées en juin dernier, en s'appuyant sur une autre marque en propre d'EssilorLuxottica. Ce nouvel appareil prometteur est doté de fonctions utiles (photo, vidéo,

musique, commande par la voix, publications sur les réseaux sociaux...) et la fonction Meta AI est activable aux États-Unis.

### ÉLARGIR LA MARGE

De plus, la dimension *medtech* d'EssilorLuxottica ne cesse de s'affirmer. Cette valeur ajoutée accrue pourrait aider le groupe à se rapprocher de son objectif jugé ambitieux d'une marge opérationnelle courante entre 19 % et 20 % en 2026, contre 16,65 % (+ 0,20 point) en 2024. Le consensus des analystes est pour l'heure sceptique, avec une prévision de 17,4 % en 2026. Au premier semestre (où elle est plus élevée qu'au second), la rentabilité s'est effritée à 18,05 % (- 0,24 point sur un an), mais a été stable à taux de change constants (hors baisse du dollar). Outre ses marques de verres Varilux et Transitions, EssilorLuxottica compte sur de nouveaux moteurs de croissance : les

verres Stellest (ralentissement de la myopie des enfants) et les montures Nuance Audio contre les légères déficiences auditives. L'expertise dans les technologies médicales s'accroît aussi par acquisitions, grâce à un cash-flow libre de 2,4 milliards d'euros par an.

Début août, a été annoncé le rachat du belge Automation & Robotics (contrôle automatisé de la qualité des verres). Cela fait suite à d'autres emplettes, avec la société allemande Heidelberg Engineering, leader mondial de l'analyse du fond de l'œil, la canadienne Cellview (imagerie rétinienne) et l'italienne Espansione dans le traitement de l'œil sec.

### NOTRE CONSEIL

**ACHETER** Une belle valeur de fond de portefeuille.

**Objectif : 315 € (EL).**

**Prochain rendez-vous :** le 16 octobre, revenus trimestriels.

### CRITÈRES D'INVESTISSEMENT

#### COMPORTEMENT DE L'ACTION

##### ● PERFORMANCE DU TITRE

COURS AU 28-8-25 : 263,40 €  
VARIATION 52 SEMAINES : 22,63 %

2025 : 11,80 %  
● VOLATILITÉ  
BÊTA 52 S. : 0,5 FOIS  
EXTRÊMES 52 S. : 298 € / 202,10 €

#### PERFORMANCE OPÉRATIONNELLE

##### ● ÉVOLUTION DE L'ACTIVITÉ

EVOL. MOYENNE (2021-2024) : 10 %  
EVOL. 2025 EST. : 5 %

● BNPA  
EVOL. MOYENNE (2021-2024) : 13 %  
EVOL. 2025 EST. : 5 %

#### CONFIANCE DANS LA SOCIÉTÉ

##### ● SOLIDITÉ DU BILAN

DETTE NETTE / FONDS PROPRES : 27 %  
DERNIER ACTIF NET PAR ACTION : 87,70 €

● CONSENSUS DES ANALYSTES  
A 59 %  
C 41 %  
V 0 %

#### INTÉRÊT BOURSIER

##### ● RENDEMENT

DIVIDENDE 2025 ESTIMÉ : 4,10 €  
RDT 2024 : 1,5 % RDT 2025 EST. : 1,6 %

● VALORISATION ESTIMÉE  
PER 2025 : 37,5 FOIS  
PER 2026 : 33,7 FOIS



## Borsa

# Semestre in calo per **Lanvin group**

Il fatturato della società asiatica quotata a Wall street è sceso del 22% a 133 milioni di euro. Peggiora l'ebitda, in rosso per quasi 52 milioni. Le vendite di Lanvin, Wolford, Sergio Rossi e Caruso in flessione a doppia cifra. **Federica Camurati**

**P**rimo semestre ancora in difficoltà per **Lanvin group**. I numeri riflettono la debolezza del settore fashion & luxury a livello globale, ma anche anche la fase di riposizionamento strategico che sta affrontando il gruppo asiatico quotato a Wall street. Nella prima metà dell'anno il fatturato della società è calato del 22% a 133 milioni di euro, mentre il profitto lordo è sceso da 98,3 a 71,9 milioni con un margine al 54%, con il secondo trimestre che ha mostrato i primi segni di miglioramento grazie allo smaltimento delle scorte della stagione precedente e a una continua efficienza dei costi. La flessione del fatturato è dovuta principalmente alla contrazione delle vendite wholesale nella regione Emea, alla cautela dei consumatori nella Greater China e al rallentamento generale del mercato del lusso, con la decisione proattiva del gruppo di accelerare il proprio riposizionamento strategico a livello geografico e di assortimento dei prodotti. Significativa, comunque, la «forte ripresa» dell'e-commerce in Nord America per **Lanvin**, la crescita del 14% delle vendite wholesale per **Wolford** e la continua forza di **St. John** con un margine lordo stabile al 69%. L'ebitda è tuttavia peggiorato ulteriormente, scendendo da un rosso di 42,1 milioni a -51,9 milioni

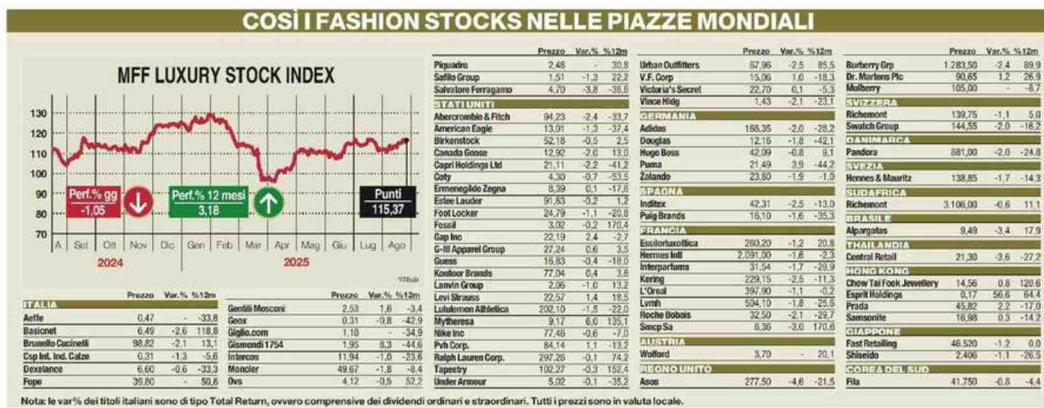
di euro nel semestre. Tutti i brand del gruppo hanno riportato una marcata flessione delle vendite, in particolare Lanvin (-42,1%), **Sergio Rossi** (-24,9%), **Wolford** (-22,6%) e **Caruso** (-10,7%). Stabile solo St. John attorno ai 39 milioni di euro di vendite. Sebbene il contributo al risultato sia rimasto sotto pressione, la riduzione proattiva delle spese generali e gli investimenti di marketing più mirati hanno, secondo il management, gettato le basi per un miglioramento della performance nella seconda metà dell'anno. Le priorità a livello di gruppo per il secondo semestre includono il continuo perfezionamento della presenza al dettaglio e la promozione dell'efficienza operativa, il miglioramento dell'assortimento dei prodotti, il lancio di campagne di marketing mirate e il rafforzamento delle partnership wholesale. (riproduzione riservata)



► 30 août 2025



Un look Lanvin

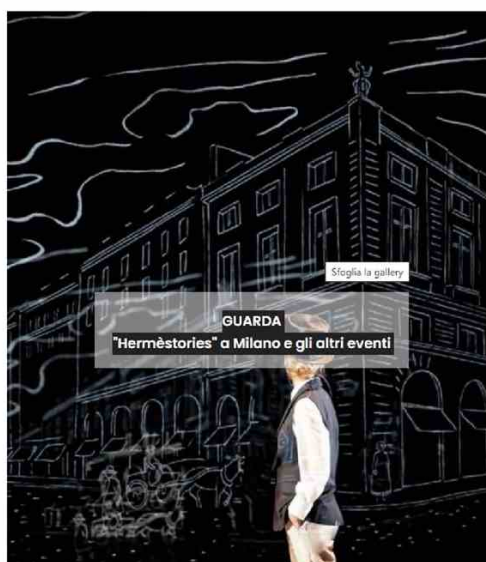


**CONCURRENCE - LUXE**

## “Hermèstories” a Milano e gli altri eventi da non perdere

Il "Festival di Emergency" a Reggio Emilia, il "Ragusa Foto Festival", "Danza Urbana" a Bologna, "Easy Fish" a Lignano Sabbiadoro e tanti altri appuntamenti da segnare in agenda

Di Redazione



Scritto e diretto da Pauline Bayle, *Hermèstories* è un invito a scoprire le creazioni più famose della maison francese. **Protagonista di questo viaggio è Lad, una sorta di scudiero**, che esplora la sede parigina di Hermès in Faubourg Saint-Honoré, tra oggetti che prendono vita, meravigliosi tessuti e accessori che hanno fatto la storia della moda. A **Milano** dall'11 al 21 settembre.

*Futurismo e futuristi siciliani* vuole dare voce a un aspetto meno noto del Movimento: la sua presenza e la sua evoluzione nell'isola. La mostra è a **Centuripe (Enna)**, fino al 4 novembre. Dopo un anno di tournée, torna a **Venezia** dove debuttò nel luglio 2024 *Titizé. A Venetian Dream*, spettacolo denso di suggestioni che trova le sue radici nella commedia dell'arte, pensato per raccontare il rapporto tra la città lagunare, l'acqua e l'uomo. Fino al 21 settembre.

Torna a **Reggio Emilia** il *Festival di Emergency*: tre giorni di storie e idee per cambiare il mondo, dal 5 al 7 settembre. Gli spazi pubblici di **Bologna** sono il palcoscenico di *Danza urbana*, dal 3 al 7 settembre. Programma vario e articolato per *MITO SettembreMusica* a Torino e Milano, dal 3 al 18 settembre.

La fotografia contemporanea e, in particolare, il lavoro dei giovani al centro del *Ragusa Foto Festival* che “invade” il borgo di Ibla e i suoi palazzi barocchi fino al 28 settembre. Torna per la sua sesta edizione il *Festival Internazionale delle Identità del Mediterraneo – Marzamemi Cinefest*, dal 6 al 10 settembre.

La 9ª edizione di *Easy Fish* torna ad animare **Lignano Sabbiadoro (Udine)** dal 4 al 7 settembre 2025. Dal 4 al 7 settembre, la **Villa del Grumello (Como)** ospita la quarta edizione del festival *Villa del Grumello. Danza*.



## Louis Vuitton restaure la fontana di piazza Fontana: la donazione del gruppo LVMH per la “vasca”

La donazione ha un valore di 87mila 800 euro. L'ultimo intervento sulla fontana, sottoposta agli agenti atmosferici e all'usura dell'acqua, risale al 2012-13. Ascolta l'articolo La fontana del Verziere in piazza Fontana, la più antica di Milano, sarà restaurata grazie alla donazione del gruppo del lusso LVMH (Louis Vuitton). Si tratta di un intervento di restauro conservativo di una delle fontane più significative in città, che a oggi presenta evidenti segni di degrado nella vasca, dovuti a incrostazioni, sbiancamenti e disgregazioni superficiali per la costante esposizione ad agenti atmosferici e per l'azione continua dell'acqua.

La giunta comunale ha accettato la donazione obbligatoria proposta da LVMH – nello specifico dalla branca italiana LVMH profumi e cosmetici Italia srl - che si occuperà del progetto e del restauro della fontana. L'ultimo intervento di manutenzione conservativa risale al biennio 2012-2013 e aveva comportato operazioni di pulitura, stuccatura e sostituzione della parte impiantistica.

La donazione comporterà la completa copertura dei costi operativi e gli oneri organizzativi, per un valore complessivo di 87.800 euro. E prevede fra l'altro la redazione di una mappa del degrado e poi, pulitura, stuccatura, trattamenti finali e protettivi, interventi, se necessari, alla pavimentazione anche il restauro degli elementi metallici e lapidari. Di questi 87.800 euro, l'effettivo costo stimato dei lavori ammonta a 68.865 euro, mentre la restante parte andrà a coprire gli incarichi di progettazione, quelli di direzione lavori, oltre a oneri e spese. Cifre ritenute adeguate dall'ufficio comunale Unità Fontane e Monumenti, che supervisionerà con il personale della Sovrintendenza le opere di restauro. Si tratta di un progetto nato dopo che Dior - marchio appunto di LVMH - ha firmato lo scorso anno l'albero di Natale nell'ottagono di Galleria Vittorio Emanuele.

“Ringrazio LVMH per questa donazione che permetterà di riportare alla sua bellezza originaria uno dei simboli della storia della nostra città. Un monumento che ha attraversato quasi 250 anni della vita di Milano e che rappresenta anche un'opportunità educativa e di inclusione sociale, contribuendo a rafforzare il legame tra passato e futuro della città”, ha commentato l'assessora ai Quartieri e alla Partecipazione Gaia Romani. E ha aggiunto: “Il suo restauro significa quindi tutelare la storia e la cultura stesse della nostra comunità”.

La fontana, testimonianza del patrimonio monumentale milanese e realizzata su progetto dell'architetto Giuseppe Piermarini nel 1782, fu anche teatro della strage del 12 dicembre 1969 in cui morirono 17 persone e altre 88 rimasero ferite. È stata la prima fontana di Milano, voluta da Maria Teresa d'Austria nel luogo dal quale fu allontanato il “Verzee” – il mercato ortofrutticolo cittadino – dell'Arcivescovo.





## Seoul Airport's Duplex Chanel Boutique Is A Head-Turner—With Dior On The Way

The double-height Chanel store serves as a new landmark in a terminal packed with luxury labels competing for attention.



Partnering with French luxury house, Chanel, South Korean travel retailer, Shilla Duty Free, has just opened its first two-level boutique in the travel retail channel in South Korea—at Incheon International Airport which serves Seoul, the capital. And Shilla is also set to introduce a Dior boutique in the first half of next year.

Just as passenger growth is surging again at the Korean Air hub—numbers topped 70 million last year, up 27%—the retailer has unveiled the double-height, eye-catching structure, which is almost three times larger than the previous store.

Situated in Terminal 2, the boutique is well located for the high-spending passengers using the facility. T2 serves long-haul international flights to North America, Europe and Oceania, and premium regional routes within Asia, especially those operated by the SkyTeam alliance of which Korean Air is a member.

T2 is already a haven for luxury. Hyundai Duty Free operates a Gucci store featuring ready-to-wear, handbags, shoes, and jewelry; Hermès was reopened by Shinsegae Duty Free after a brief exit; and Shilla operates several other luxury flagship stores including Omega and Tiffany.

The new Chanel store has been designed by celebrated New York-based architect Peter Marino, whose bold monochrome Modernist design can be seen at a number of Chanel boutiques around the world, including downtown Seoul and at the first watches and jewelry boutique in the U.S. on Fifth Avenue in New York.





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Inside, the Incheon boutique there are dedicated areas for Chanel ready-to-wear apparel, handbags, shoes, watches, and fine jewelry, a category that is currently seeing supercharged growth at rival Lotte Duty Free, in its downtown stores.

The T2 store also features contemporary artwork in keeping with Chanel's founder Gabrielle Chanel's involvement in art patronage. The ground floor walls are lined with ceiling-height cabinets that showcase some of Chanel's more iconic bags as well as the latest new-season offerings.

Great expectations for oversized Chanel unit

"We expect this duplex boutique to be a landmark at Incheon, in terms of size, interior design, the range of products it offers, and its differentiated customer service," said a Shilla Duty Free spokesperson.

Chanel will expect at least the same, and most likely more. Last year, the company saw its sales decline by 4.3% to just under \$19 billion and operating profit crash by 30% to \$4.48 billion, both year-over-year. At the same time, the brand made record investments and prioritized real-estate acquisition.

"While increasing investment by over 40% to \$1.8 billion, maintaining high levels of brand support activities at more than \$2.4 billion, and investing continuously in our people had a direct impact on profitability, at Chanel we take a long-term view in everything we do," said Philippe Blondiaux, global chief financial officer in May.

In 2024, Chanel expanded its global footprint with new boutique openings in prime locations, including Fifth Avenue in New York, Nanjing, Chengdu, and Tokyo. This year and beyond, the company is maintaining that momentum, including investment in the travel retail channel, and Incheon is possible the best example of that.

Blondiaux said there will be further expansion in markets such as India and Mexico, as well as new boutiques in Mainland China, Japan and Canada. Much will also rest on Matthieu Blazy who has been appointed artistic director, which CEO Leena Nair said was "a new chapter for the House of Chanel."





## Jonathan Anderson présente sa première création Dior haute couture à la Mostra de Venise

Le tapis rouge vénétien est devenu un podium à ciel ouvert pour le nouveau directeur créatif de la maison Dior. Il a dévoilé sa première robe portée par l'actrice italienne Alba Rohrwacher, une silhouette aux accents victoriennes.

Depuis sa nomination à la direction créative de la maison Dior, le nom de Jonathan Anderson est sur toutes les lèvres. Après un premier défilé homme remarqué en juin dernier, la fashion sphère trépigne de découvrir sa vision pour la femme, attendue lors de la prochaine Fashion Week parisienne en octobre. Mais avant cette échéance, le créateur nord-irlandais a choisi le tapis rouge de la Mostra de Venise pour offrir un avant-goût de son univers. C'est l'actrice italienne Alba Rohrwacher qui a eu l'honneur de dévoiler la première silhouette Dior haute couture sous son ère : une robe dramatique à la tournure théâtrale, évoquant les crinolines du XVIII<sup>e</sup> siècle. Drapée d'un bleu marine intense à l'avant et révélant un dos subtilement décolleté, la pièce, fruit de 126 heures de travail minutieux, fait écho aux accents victoriens déjà entrevus dans sa collection homme et annonce peut-être la tonalité de son vestiaire féminin.

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La Mostra, terrain d'expression des nouveaux directeurs artistiques

Depuis plusieurs mois, la valse des directeurs créatifs redessine la carte de la mode. Les grandes maisons tournent la page de figures légendaires pour confier leur avenir à de nouveaux prodiges. Nombre d'entre eux n'ont pas encore révélé leurs intentions sur les podiums, mais trouvent dans la Mostra de Venise un écrin idéal pour une première démonstration. Aux côtés de Jonathan Anderson pour Dior, Dario Vitale s'est lui aussi imposé. Successeur de Donatella Versace depuis mars dernier, il a fait rayonner sa vision grâce à Julia Roberts : d'abord en blazer bleu marine, chemise rayée et jean lors de la conférence de presse, puis en robe couture marine brodée le soir, silhouette d'une puissance théâtrale. D'ici au 6 septembre, d'autres signatures fraîchement nommées pourraient bien saisir l'occasion pour s'inviter à leur tour sur ce tapis rouge désormais stratégique.

À ÉCOUTER

Entre Elles

Le podcast des conversations intimes entre mères et filles, par Nadia Daam.

Écoutez ce podcast sur :





## Giorgio Armani launches the Armani/Archivio digital platform at the Venice Film Festival

Giorgio Armani marks its 50th anniversary with Armani/Archivio, a digital platform featuring thousands of documented looks. Debuting at the Venice Film Festival, it opens Aug. 30 with an initial selection of 57 pieces.



The Giorgio Armani fashion house is celebrating its 50th anniversary. Founded by the designer of the same name on July 24, 1975, the brand marked the milestone with the launch of Armani/Archivio, a digital platform dedicated to sharing its historical heritage.

The platform will be celebrated on Saturday, Aug. 30, at the Venice International Film Festival, with an invitation-only dinner benefiting UNICEF, followed by a party for about 500 guests at Tesa 113 in the Arsenale. After the event, Giorgio Armani will donate to UNICEF's "Global Humanitarian Thematic Fund," which supports rapid and effective responses to conflicts.

Armani/Archivio — which brings together thousands of documented original looks from the Giorgio Armani women's and men's collections — will be accessible starting Saturday, Aug. 30, at [archivio.armani.com](http://archivio.armani.com). The platform will also have a physical location near Milan.





All Armani Group employees will have full access to the platform, while the public can explore an initial selection of 57 looks.

“The unique project brings to life a space of cultural enrichment, a conceptual dictionary recounting fifty years of creativity, consistency, and evolution. In a dialogue between past and present, the project also includes the selection and presentation of iconic garments from historical collections: some looks, carefully preserved and chosen for their timeless relevance, are being shown again so they can continue to tell their story and meet new generations of fans,” the company said in a statement.

Following its debut in Venice, the curated looks will be unveiled through a series of exclusive drops in seven flagship boutiques worldwide. The journey begins in Milan, Paris, and London, before heading to the United States with Los Angeles—timed to coincide with the Academy Museum Gala on Oct. 18—and New York. The final stops will be in Asia, with presentations in Beijing and Tokyo.

From Sept. 16–29, Milan's Rinascente — the iconic department store where Giorgio Armani took his first steps in fashion — will dedicate its windows to Armani/Archivio. The installation pays tribute to the designer's origins, offering a visual journey through five decades of style and storytelling.

The 50th-anniversary celebrations will transition into Fashion Week with the public opening on Sept. 24 of an exhibition featuring 150 Giorgio Armani looks, displayed alongside artworks in the rooms of the Pinacoteca di Brera. The designer will then close Fashion Week with a fashion show in the courtyard of honor of Palazzo Brera, presenting the Giorgio Armani women's Spring/Summer 2026 collection together with selected Giorgio Armani men's looks from the latest collection presented in June.



## Giorgio Armani Five decades at the helm of at 91 his Italian fashion behemoth

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## The king of fashion: Giorgio Armani on his 50-year reign

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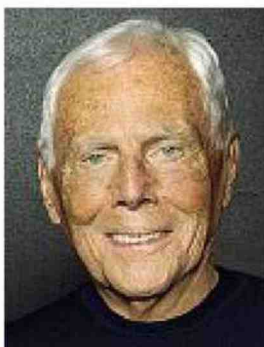
Sul «Financial Times»

# Armani: la successione sarà organica e non di rottura

«Vorrei che fosse un processo organico, non una rottura». A dirlo è Giorgio Armani riferendosi alla futura conduzione delle attività e dell'azienda che portano il suo nome. In occasione di un'intervista al *Financial Times* uno dei più celebri stilisti italiani si è soffermato sul passaggio di responsabilità al vertice della società di cui ancora oggi è presidente, amministratore delegato e unico azionista. «I miei piani consistono in una graduale transizione delle responsabilità che ho sempre gestito verso le persone a me più vicine», spiega Armani, citando Leo Dell'Orco, suo braccio destro nonché stretto collaboratore da tanti anni, oltre che i familiari e il team interno. Nel ritratto che emerge dall'intervista spiccano alcuni dei tratti più distintivi noti dello stilista, come l'inesauribile ricerca della perfezione che lo ha portato a lavorare senza sosta, trascurando talvolta amici e familiari. «All'inizio volevo semplicemente vestire le persone, e in fondo è ancora così. La mia forza è credere nelle mie idee e avere la determinazione, a volte la testardaggine, per portarle avanti», racconta, ammettendo

**2,3**

**Miliardi di euro**  
I ricavi netti consolidati del gruppo Armani nel 2024

**Lusso**

Giorgio Armani, 91 anni, stilista e ceo della società che ha fondato 50 anni fa

ancora dopo mezzo secolo di attività un'attenzione maniacale per i dettagli. «La mia più grande debolezza è che controllo tutto». Una caratteristica, quest'ultima, confermata nelle settimane scorse quando per motivi di salute ha presidiato e seguito le sfilate da remoto: «Ho supervisionato ogni aspetto dello show a distanza tramite collegamento video, dalle prove alla sequenza, fino al make up». Tra pochi giorni, durante la Milano Fashion Week verrà celebrato il cinquantesimo anniversario della maison, con l'inaugurazione di una mostra alla Pinacoteca di Brera. «Tutto quello che vedrete è stato fatto sotto la mia direzione e approvazione», segnala lo stilista novantunenne che nel 2024 ha archiviato l'esercizio con 2,3 miliardi di euro di ricavi. Armani non nasconde la soddisfazione per il fatto che dopo decenni di attività i suoi capi e le sue creazioni siano desiderati e ricercati dai vintage seller: «Se quello che ho creato mezzo secolo fa è apprezzato da un pubblico che all'epoca non era nemmeno nato, questa è la ricompensa più grande». Dal 1975 ad oggi l'azienda ha realizzato i costumi per oltre 200 film, tra cui, *American Gigolo* (1980), *Gli Intoccabili* (1987), *Quei bravi ragazzi* (1990) e *The Wolf of Wall Street* (2013).

**An. Duc.**

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# Il futuro di Armani

Il re della moda: "La successione sarà organica, non di rottura"  
Il ruolo chiave dei nipoti dello stilista e del compagno Dell'Orco

## LA STORIA

MARIA CORBI

La prima volta che Giorgio Armani parlò della sua successione è stato nel 2012, in China, a Beijing, alla sfilata One Night Only, dove rivelò quanto la famiglia per lui sia importante. «I miei nipoti hanno tutto il mio affetto! Cosa devo dire di più?», scherzava il grande stilista parlando di Silvana e Roberta Armani, figlie del fratello Sergio, scomparso molti anni fa e di Andrea Camerana, figlio della sorella Silvana. Nel 2016 la costituzione di una fondazione ad hoc per la successione e assicurare così nel tempo gli assetti di governance dell'azienda per mantenerli «rispettosi e coerenti con alcuni principi che mi stanno particolarmente a cuore e che da sempre ispirano la mia attività di designer ed imprenditore». Due anni fa, alla soglia dei 90 anni, la stipula di minuziose istruzioni nello studio di un notaio. E adesso, alla vigilia dei festeggiamenti, alla fashion

week milanese di settembre, per il cinquantesimo anniversario dell'azienda, Giorgio Armani, torna sul tema e ribadisce al Financial Times la fiducia nella famiglia e nel circolo magico che lo accompagna da sempre, tra cui c'è anche il suo compagno, Leo Dell'Orco, responsabile del design maschile del gruppo che per la prima volta questa estate è uscito in passerella a prendersi gli applausi per la collezione uomo al posto del maestro (sia lui che i 3 nipoti siedono in cda). «I miei piani per il dopo consistono in un graduale passaggio delle responsabilità che ho sempre ricoperto alle persone più vicine a me», ha spiegato Armani. «Come Leo Dell'Orco, i membri della mia famiglia e l'intero team di lavoro. E poi un auspicio: «Vorrei che la successione fosse organica e non un momento di rottura».

Lasciare il suo gruppo, fondato nel 1975 insieme a Sergio Galeotti (scomparso nel

1985) in buone mani e non gravato da liti ereditarie, è un pensiero che vince la naturale scaramanzia. Après moi, le déluge (Dopo di me il diluvio) è un pensiero che non può sfiorare chi come Giorgio Armani ha sempre voluto supervisionare tutto ammettendo che la sua più grande debolezza sia proprio il controllo. Tanto che a 91 anni è direttore creativo, ma anche amministratore delegato e unico azionista dell'azienda che oltre oggi alla moda ha molti altri ambiti di interessi (fatturato netto a 2,3 miliardi di euro nel 2024). Ultima acquisizione, La Capannina di Forte dei Marmi, storico locale creato da Achille Franceschi nel 1929, un "affare" e un piede nel mondo dell'intrattenimento. Perché il mondo Armani è tanta roba, una galassia di investimenti nel campo immobiliare, nella bellezza, nell'hotellerie, nella ristorazione e anche in un negozio di fiori. Insomma non



solo moda, un impero da lasciare a persone che sappiano prendersene cura.

Nel 2017 Giorgio Armani aveva detto, sempre al Financial Times, che per la successione «era tutto pronto». Sul «dopo» era tornato nelle ultime pagine del libro «Per Amore», un diario della propria vita, in cui accenna a «quella che i giornali, un po' crudelmente, chiamano la successione di Armani». «Il piano lo ho preparato, con il mio usuale pragmatismo e la mia grande discrezione, ma non lo rivelo, perché ci sono ancora. Io continuo a lavorare». Per lui tutto si consuma qui ed ora, nel suo ufficio di via Borgonuovo, e nel backstage delle sfilate che cura con una attenzione maniacale, delegando pochissimo, anche adesso che la salute non lo assiste. Niente gli sfugge e tutto controlla in videochiamata costante.

Un'attenzione maniacale ai dettagli rivelata anche nel carteggio «segreto» visionato dalla agenzia Reuters nel 2023 dove per il «dopo» lo stilista, non lascia nulla al caso, nemmeno il suo stile unico.

Secondo questo documento le azioni del gruppo verranno divise secondo il piano conservato da un notaio milanese e visionato dalla agenzia Reuters, che stabilisce i futuri principi di governance. Lo statuto divide il capitale sociale in sei categorie con diritti di voto e poteri diversi, ed è stato modificato per crearne anche al-

cune senza diritto di voto. Non è chiaro come verranno distribuiti i diversi blocchi azionari, ma secondo gli esperti di corporate governance interpellati allora da Reuters «si tratta di un'organizzazione che riduce i margini di disaccordo tra gli eredi». Un'organizzazione che prevede inoltre la distribuzione del 50% degli utili netti agli azionisti.

Nel documento alcune indicazioni obbligatorie: il divieto di quotazione in Borsa per i primi cinque anni ma anche regole chiare per qualsiasi potenziale attività di M&A (ossia fusioni e acquisizioni di altre aziende) che dovranno avvenire con «approccio prudente alle acquisizioni finalizzato unicamente a sviluppare competenze che non esistono internamente dal punto di vista del mercato, del prodotto o del canale». Lo statuto della fondazione prevede inoltre che si gestisca la partecipazione al gruppo con l'obiettivo di creare valore, mantenere i livelli occupazionali e perseguire i valori aziendali.

Per quanto riguarda lo stile c'è l'impegno alla «ricerca di uno stile essenziale, moderno, elegante e non ostentato, con attenzione ai dettagli e alla vestibilità». La sua poetica estetica, capi che resistono al tempo, a iniziare dalle giacche fluide, destrutturate diventate la sua firma. Uno stile lontano «dalla volatilità a volte frenetica della moda», come ha detto al Financial Times

nell'ultima intervista. «Ma non mi piace particolarmente l'idea di essere etichettato come anti-moda. La mia è invece una posizione in cui lo stile prevale sulle tendenze fugaci che cambiano senza motivo. Se ciò che ho creato 50 anni fa è ancora apprezzato da un pubblico che non era nemmeno nato all'epoca, questa è la ricompensa definitiva». Messaggio chiaro e una missione: portare nel domani la sua idea di bellezza. —

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Roberta, Silvana e Andrea Camerana siedono già nel cda della maison

La missione: portare nel domani la sua idea di bellezza creando valore

**50**

Gli anni di attività del colosso della moda che è stato fondato da Armani nel 1975

**2,3**

Miliardi di euro È il fatturato realizzato nel 2024 dalla maison

**S Operazioni estive**





**Gli abiti per i calciatori della Juve**  
Ad agosto Armani firma per realizzare il guardaroba formale della Juventus



**L'acquisto della Capannina**  
Qualche giorno fa l'acquisizione della Capannina di Forte dei Marmi



Lenipoti di Armani, Roberta e Silvana con il designer Leo Dell'Orco



**Il patron**  
Giorgio  
Armani,  
91 anni,  
ha fondato  
il gruppo  
nel 1975  
Già nel 2012  
aveva  
parlato di  
successione  
rivelando  
quando per  
lui sia  
importante  
la famiglia



LA MOSTRA

# Bulgari ospite d'onore di Artigianato e Palazzo

**C**eramisti, incisori, liutai, falegnami, gioiellieri. Sono cento gli artigiani italiani e stranieri, che spaziano dalle botteghe storiche a quelle emergenti, che prendono parte alla 31esima edizione di "Artigianato e Palazzo", la manifestazione fiorentina che fa capo a Sabina Corsini e Neri Torrigiani. Il tema di questa stagione è il rapporto tra arte, design e la maestria degli artigiani. E la "mostra principe", clou della manifestazione, è dedicata a Bulgari che presenta "Icône da indossare: quando l'accessorio diventa racconto". Saranno esposti sotto la Loggia del Buontalenti del Giardino Corsini, sede della manifestazione dal 12 al 14 settembre, i preziosi accessori di Bulgari, nati, a partire dal 2024, sotto la direzione creativa di Mary Katrantzou, la designer di origini greche, come il fondatore dello storico brand Sotirio Bulgari.

«La stessa attenzione riservata all'incastonatura delle gemme rare e alle montature più preziose - ricordano da Bulgari - è applicata anche nella realizzazione delle borse con chiusu-

re e catene trasformate in dettagli gioiello». E Mary Katrantzou sottolinea: «La borsa Bulgari è una icône che celebra la convergenza tra storia, arte e innovazione», un processo che nasce nella Manifattura di Firenze.

«La mostra di quest'anno è un invito a guardare il settore dell'artigianato con prospettive diverse - ricordano i due organizzatori - ecco perché, partendo dalla celebre frase dell'architetto Ernesto Rogers "Dal cucchiaino alla città", puntiamo l'attenzione sugli artigiani che realizzano sia opere micro che macro». Qui si inseriscono l'opera site-specific "Delizia" di Edoardo Piermattei «che esalta i valori storico-culturali del Giardino Corsini» e la mostra "Macro" di Cosimo Bonciani. Starhotels, in particolare, presenta l'esposizione "L'Italia nel cuore", dentro il progetto la "Grande bellezza" con 50 cuori interpretati da altrettanti artigiani. Nella tre giorni fiorentina spazio anche per "Artigiani golosi", sezione dedicata al food - **L.asna**.

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**SABINA  
CORSINI**  
Organizzatrice della  
kermesse





## EXCLUSIVE: Zhang Ruonan Is Givenchy's New Brand Ambassador in China



Zhang Ruonan Courtesy of Givenchy

**ALL IN THE FAMILY:** Givenchy has appointed Zhang Ruonan its brand ambassador in China, effective immediately.

The prominent actress teased her fashion partnership by attending Sarah Burton's debut Givenchy fashion show last March wearing a slim, one-sleeve dress in a striking papaya color, and toting a mini Antigona bag in box leather.

"Givenchy is a brand I adore very much," Ruonan said in a statement shared first with WWD.

She added that she's "happy indeed to be a part of this big family. I greatly admire the vision of Sarah Burton, and I cannot wait to explore more elegant works that celebrate the spirit of independent and confident women."





Zhang Ruonan at the Givenchy fall 2025 fashion show in Paris. Stefane Feugere/WWD

Ruonan rose to prominence in 2018 with her starring role in the coming-of-age film “Cry Me a Sad River,” winning acclaim for what Givenchy described as a “nuanced and heartfelt performance.”

Her role in the dramatic series “The First Frost” has further fanned her international fame.

Ruonan has a dedicated following across Chinese social media. She has 5.4 million followers and 4 billion impressions of her name’s hashtag on Xiaohongshu. On Weibo, she has more than 15 million fans and 26-plus million followers on Douyin, the Chinese version of TikTok.

A regular guest on popular reality shows in China, Ruonan appears in one opposite Givenchy ambassador Fan Chengcheng, younger brother of Fan Bingbing.

“Continuously pushing artistic boundaries, Zhang Ruonan challenges herself with diverse roles, showcasing feminine growth through versatile performances and her authentic, unpretentious personal style,” Givenchy said in a statement.



So far, the Sarah Burton era at Givenchy is taking shape as as a woman-centric one. For the fall 2025 campaign, Burton conscripted Collier Schorr to turn her lens on many of the top models from Burton's hit debut show — and some of the female-strong backstage crew, as reported. It reflects her vision of “multigenerational womanhood,” according to the house.





## Why the L'Oréal Paris-Mugler makeup collab is a win-win

The French fashion house is teaming up with L'Oréal Paris to launch a limited-edition range of colour cosmetics inspired by the Mugler archives, before it opens a new chapter with creative director Miguel Castro Freitas.

By Laure Guilbault



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Mugler is returning to makeup after a 15-year hiatus, through a limited-edition collection with L'Oréal Paris.

Mugler, whose fragrance business includes blockbusters like Angel and Alien, hasn't produced makeup for years. Thierry Mugler launched a makeup line in 2008, which was discontinued in early 2010. L'Oreal Group acquired Mugler (both the fashion business and Mugler Parfums) in 2020.

The new makeup collection, which includes a cushion foundation (in 10 shades), a liner, a mascara, lipsticks, radiance sticks and eyeshadow palettes, will be available to shop on Monday in the US, China, Europe, Latin America and Africa. "It's a way to push the envelope in two major areas: L'Oréal Paris's mission of accessible luxury and creativity, with both extraordinary looks and product innovation," says Olivier Monteil, SVP of global image and content at L'Oréal Paris. Among innovations are the cushion foundation — a liquid foundation soaked into a sponge-like cushion within a compact case, a format popular in Asia — and the lipstick, which features hyaluronic acid. This aligns with the market's shift towards 'skinification', or skincare-infused makeup that hydrates and protects, according to Monteil.

With this collaboration, L'Oréal Paris renews its tradition of fashion-makeup tie-ups. Previous collabs were with Balmain (2017), Isabel Marant (2018), Karl Lagerfeld (2019) and Elie Saab (2021). "Each of these collaborations allow us to present one aspect of the brand's DNA," says Monteil. "With Mugler, we are exploring this idea of elevation and transformation. The power of L'Oréal Paris is to transform women through skincare, hair colouring, haircare and of course makeup, which is undoubtedly the most





extreme tool of expression. And Mugler is an extremely transformative brand that empowers women visually and emotionally.”

It helps that Mugler is part of the L’Oréal Group portfolio. “But if it hadn’t been a creative no-brainer, both for Mugler and for us, it wouldn’t have happened,” says Monteil.

Mugler managing director Adrian Corsin echoes the sentiment. “There are many similar values between Mugler and L’Oréal Paris: femininity, empowerment, diversity, transformation,” he says. It’s also good timing, Corsin adds. New Mugler creative director Miguel Castro Freitas will make his debut during Paris Fashion Week. “As the makeup collection focuses on Mugler’s codes such as the power of glamour and metamorphosis, and the Muglerian archetypes — the femme fatale, the siren, the fantastical butterfly creature — it makes a perfect transition before the house starts a new story on 2 October.”

The makeup collection is supported by a campaign film shot by Colin Solal Cardo and starring L’Oréal Paris global ambassador Kendall Jenner. (Jenner walked the L’Oréal Paris runway show during Paris Fashion Week last year in a Mugler look.) Three looks worn by Jenner in the campaign are part of Mugler’s Re/Edit capsule, a collection of re-edition Mugler looks from the archives, slated for release in September: 1998’s tailleur lingerie, 1997’s tailleur chimère and 1998’s corset Jeu de Paume. The fourth campaign look features the fourreau papillon, the butterfly dress from ‘Les Insectes’ collection in 1997.

The Re/Edit capsule was somewhat of a transition collection between the departure of previous creative director Casey Cadwallader in March and the arrival of Castro Freitas. “We’ve celebrated the archives. We see these Re/Edit and makeup collections as a very strategic move: closing this chapter of revisiting the past, because starting in October, we’ll be focusing on the future,” says Corsin.

L’Oréal Paris’s global makeup artist Harold James, who was appointed in April, conceived Jenner’s beauty looks for the campaign (including applying Mugler’s galactic blue from the Midnight eyeshadow palette at the inner corner of the eye to resonate with the butterfly wings), as well as additional looks for the L’Oréal Paris website. “The collection was created to be worn both day and night. The idea is really to be able to express yourself, to play with this transformative aspect each time,” says James. “If you want to go really far and take it to the extreme by mixing textures and layering, you can, but if you just want to have a little bit of Mugler’s runway in your hands, you can have that, too.”

Prices range from €14.99 for the liner to €24.99 for the eyeshadow palette, or cushion foundation. The distribution strategy is focusing on e-commerce, including TikTok Shop globally (Douyin in China), Zalando, Chinese platform Tmall, and European beauty e-tailer Notino. “We’re following a drop model, with limited quantities and instant availability,” Monteil says, noting that the media plan is also focused online.

The capsule is small considering the scale of L’Oréal Paris, whose revenue passed the €7.5 billion mark in 2024, according to estimates by Kepler Cheuvreux analyst Charles-Louis Scotti. (L’Oréal Group doesn’t break out sales for individual brands within the consumer products division.) But it’s a significant project as it contributes greatly to the brand value, according to Monteil.

L’Oréal Paris strongly believes in collaborations, and could expand beyond fashion tie-ups in the future. “I think we are going to open up the field of possibilities. Other universes inspire us greatly — maybe tomorrow it will be a totally unexpected collaboration in the entertainment industry, but always with this idea of expressing aspects of L’Oréal Paris in an enhanced way, or even revealing them when they are less known,” says Monteil.

As for Mugler, Corsin says collaborations are a way to test and learn. “We made shoes with Jimmy Choo; then we launched shoes. We collaborated with Gentle Monster on eyewear; then we launched eyewear. We always see it as a way to test new categories and see how our audience reacts,” he says.





This is adding to the bigger push into cosmetics from fashion and luxury houses. Most recently, Louis Vuitton made a splash when it entered the makeup arena. Despite some headwinds, the global colour cosmetics market is projected to reach \$91.8 billion by 2027, up from \$76.9 billion in 2024, according to Euromonitor. At a time when the fashion industry is navigating a downturn, Euromonitor forecasts 6.8 per cent growth in the colour cosmetics market between 2025 and 2026.

“When it comes to makeup, there’s nothing set in the calendar, but we never know what the future holds,” Corsin says.

*Comments, questions or feedback? Email us at [feedback@voguebusiness.com](mailto:feedback@voguebusiness.com).*



**RESPONSABILITE SOCIALE ET ENVIRONNEMENTALE**

# The Sustainability Briefing: Is Fashion's Era of Cheap Thrills Finally Over?

The US is ending all tariff exemptions for low-priced packages, while India is grappling with hefty new duties for American shipments and Taylor Swift is doing the diamond industry's marketing for it.

By Sarah Kent



This week's briefing comes to you from Florence, where I've been based for a quick reporting trip the last few days (more on that in next week's edition).

It's still August in Italy, so things are quiet, but there's already a slightly frenetic energy in the air ahead of a high stakes September for luxury brands and their "Made in Italy" supply chains.

That's all still to come. This week has been all about the latest twists in Trump's trade war: a final end to duty-free US shipments for low-value packages means cheap, fast fashion is going to get slower and pricier, while India is facing hefty new tariffs. Then of course, there's Taylor Swift's engagement to Travis Kelce, which the beleaguered mined diamond industry is trying to turn into a marketing moment.

Read on for my take on all this and more, and as always, send me thoughts, feedback and tips.

## Cheap Thrills

Every week, American consumers take delivery of millions of relatively low-value, international packages containing everything from Shein hauls to Etsy crafts.

Until recently, so long as these purchases cost less than \$800, they carried no duties, helping lubricate the rapid flow of cheap foreign fashion into the world's biggest consumer market.

Now those shipments are going to get slower and more expensive.

From Friday, the US will start to tax cheap imports, no matter where in the world they come from, ending an exemption that has lasted for nearly a century.

Duties on low-cost packages from China (read Shein and Temu shipments for peak fashion relevance) have been in place for months already, but the new customs regime closes off any potential work around by shipping via other countries and will affect international discount sellers and online marketplaces no matter where they are based in the world.

## So What?

So far, many companies have held off passing price increases on to consumers, but as tariffs begin to bite, this may change.



Processing all these low-value packages through customs is also going to take time (US Customs and Border Protection reckons more than 1 billion shipments entered the country under de minimis last year). To expedite things, postal carriers can opt to pay a flat fee, but that starts at \$80 for shipments from countries with the lowest import duties into the US.

So far, rollout has been predictably chaotic. International carriers have suspended some services to the US as they try to figure out how the new customs regime will work. Online marketplace Etsy has halted its shipping-label service for US-bound packages shipped by providers in the UK, Australia and Canada until there's greater clarity around delivery.

Some brands, like Korean skincare label Olive Young, have already announced price hikes. The company said it will introduce a 15 percent customs fee at checkout for all American shipments from this week.

### Not Just America

Other countries are also trying to curb the avalanche of cheap Chinese stuff hitting their markets.

In Latin America, governments from Mexico to Chile are starting to tax low-cost imports, while Europe and the UK are also looking at revising customs rules for cheap packages. This fall, French legislators are due to finalise a radical anti-fast-fashion law that could stop brands like Shein from advertising and impose "sin tax"-like penalties on polluting products.

### Yes, But

The ultra-fast-fashion industry is down but not out. To an extent, the rollback of de minimis exemptions for all packages levels a playing field previously stacked against packages from China. Temu resumed direct shipments to the US earlier this week and is increasing advertising spend in the country once more.

"To the extent that the US consumer is going to change their taste for, you know, cheap quick goods, I don't know. They just might not be as quick or as cheap."

— Bloomberg reporter Laura Curtis on the Big Take Podcast

### India's Tariff Turmoil

This time of year, the whirl of industrial sewing machines should punctuate the air across India's fashion and textile manufacturing hubs, as factories gear up production to make sure new lines hit the shelves in time for the busy Christmas sales season.

Instead, some factories are sitting empty, as the country reels from crushing new duties imposed on imports to the critical US market.

On Tuesday, India got hit with 50 percent tariffs, making it one of America's highest-taxed trading partners.

The US had already introduced duties of 25 percent on imports of Indian goods earlier this month, but made good on threats to double the tariff rate this week in retaliation for Indian purchases of Russian oil — a trade the US says helps fund the war in Ukraine.

The move is a disaster for India's sizable fashion, textiles and jewellery manufacturing sectors, effectively pricing them out of the country's largest export market. Textile and apparel manufacturers in regions including Tirupur, Delhi and Surat have already halted production due to "worsening cost competitiveness," according to the Federation of Indian Export Organisations.

### Who Wins?



India's loss is likely Bangladesh's gain. After a perilous few months, the fashion manufacturing giant is looking at 20 percent duties for US shipments (a big improvement from the 37 percent initially proposed by the US in April) and now much reduced competition from its rival neighbour.

### Who Loses?

Meanwhile, the livelihoods of millions of low-paid garment workers hang in the balance. Factories in Tamil Nadu have already begun cutting jobs and reducing hours, according to business and human rights consultant Nandita Shivakumar.

"The crisis has once again exposed fashion brands' behaviour: when shocks strike, they retreat," she wrote on social media this week. "Once again, suppliers and workers in the Global South are carrying the burden."

### Best Believe I'm Still Bejewelled

Unless you've been living under a rock, you should know by now that pop royalty Taylor Swift and American football star Travis Kelce are engaged. Brands are already jostling to cash in on Tayvis wedding fever (American Eagle dropped news of a collab with Kelce less than 24 hours after the engagement was announced). But the biggest winner so far may be the mined diamond industry.

The massive vintage rock on Swift's ring — prominently featured in her engagement post — is arguably the best thing to happen to the sector since Marilyn Monroe put on a magenta sheath dress and shimmied down some stairs singing 'Diamonds Are a Girl's Best Friend.'

The diamond market could do with the boost. Once coveted and considered de rigeur for declarations of lasting love, the position of mined stones is now under assault from lab-grown alternatives. Demand and prices are down, with many couples now opting for artificial options when they get engaged.

*Vogue* is already on top of the important questions, asking will Taylor Swift's engagement ring launch a trend for old mine cut diamonds? The industry certainly hopes so.

"Judging by the tens of millions of people who are showing their excitement on Instagram, we can now expect a resurgence in old mine cuts and other heritage ring designs," De Beers CEO Al Cook wrote on LinkedIn. "Taylor's ring might be extraordinary in its size and rarity. But it is a reminder that every natural diamond is a unique and ancient treasure from the Earth - as special as the couple it brings together."

Translation: "Thank god she didn't opt for lab-grown."

The bottom line: While mined stones are back in the conversation, this doesn't fix the diamond industry's malaise. In fact, it's facing fresh problems in the shape of Trump's new tariffs on India, since the country is one of America's biggest suppliers of cut stones. Meanwhile, the consensus in BoF's edit meetings this week was that demand for giant gems à la Swift could actually juice the lab-grown market, which opens up the option for much bigger stones at less exclusive price points.

Want more? Keep an eye out for Diana Pearl's upcoming story on the Tayvis engagement and what it means for fashion and jewellery.



## Le recyclage des plastiques peut-être demain

Les jouets en plastique qui ne peuvent pas être réemployés finissent en CSR (combustibles solides de récupération) après avoir été broyés. « Dans les jouets il y a plein de matières. Le jour où il y aura une filière plastique digne de ce nom peut-être qu'on pourra isoler les parties plastique des jouets et les envoyer dans cette filière », dit Roselyne Boucheron.

Pour l'heure des projets existent dans cette filière, mais « la difficulté c'est qu'il y a plein de catégories de plastiques, et chaque plastique ne va pas se recycler de la même manière », explique-t-elle en soulignant que depuis 2020 une quinzaine de projets - petits ou grands - ont été présentés à l'Ademe. « On a un dossier déposé pour une filière régionalisée mais pas pour tous les plastiques. On n'a pas le PET qui est le plastique le plus noble, mais pour lequel le recyclage est bien cadré par Citéo qui veut que le seul débouché pour les bouteilles en plastique soit leur transformation en paillettes

de PET avec une compatibilité alimentaire pour refaire des préformes », dit-elle en expliquant que cela coûte très cher.

### Une extension des consignes de tri prévue en 2026

Des porteurs de projets y réfléchissent et l'un d'eux envisage de produire des préformes pour alimenter les embouteilleurs locaux. Mais « l'équilibre économique dépend du coût de rachat des paillettes », dit-elle en soulignant que ces paillettes devront donc être produites par quelqu'un qui aura trouvé « un modèle économique pour sortir des paillettes de grade alimentaire à un tarif intéressant ». Ce qui éviterait d'importer des préformes et d'exporter les bouteilles en plastique.

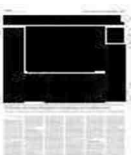
Concernant le PEBD (Polyéthylène basse densité) - films étirables, plastiques un peu souples - « les plasturgistes locaux

récupèrent déjà leurs chutes et des chutes chez leurs clients et ont des extrudeuses pour retransformer ce plastique pour le réinjecter dans leur process », dit Roselyne Boucheron en citant les sacs de caisse, les sacs-poubelle. Des plastiques qui rentreront dans la poubelle jaune avec l'extension des consignes de tri prévue normalement ici en 2026 (mais qui pourrait prendre un peu de retard dans certaines communes).

Quant au PEHD (plastique haute densité) - barquettes, bouchons... - « On a des acteurs du territoire qui se sont équipés de presses à injection pour sortir des objets en série », dit-elle. Il peut aussi y avoir des mélanges avec d'autres plastiques pour faire par exemple des bobines de fil pour imprimantes 3D ou encore « des plaques pouvant être utilisées pour faire des meubles ». Elle évoque encore une entreprise qui recycle le PEHD pour fabriquer des récupérateurs d'eau.

P. E.

## **CONJONCTURE - TENDANCES**



# Droits de douane : revers judiciaire pour Trump

Une cour d'appel fédérale a confirmé, vendredi, qu'une grande partie des taxes douanières étaient illégales

NEW YORK - correspondant

Dans la guerre commerciale qu'il mène au reste du monde, Donald Trump vient de subir un revers majeur, infligé par la justice de son propre pays. Une cour d'appel fédérale a confirmé, vendredi 29 août, que les droits de douane généralisés, appliqués unilatéralement par le président américain aux autres pays de la planète, sont illégaux. Cette décision vient potentiellement balayer l'un des piliers de la politique économique trumpienne.

La bataille judiciaire n'est cependant pas finie. Le jugement de 127 pages confirme une première décision qui avait été rendue durant l'été par la cour de commerce international, une juridiction américaine d'un degré inférieur. Elle ne prendra effet que le 14 octobre, le temps pour l'administration de saisir la Cour suprême sur ce sujet, dans l'espoir qu'elle invalide les avis des juges. Le président républicain en appelle en effet à la plus haute juridiction des Etats-Unis, à majorité conservatrice. Dans un message sur son réseau Truth Social, vendredi soir, il a rappelé que les taxes étaient encore en vigueur et a dramatisé l'enjeu : « Si elle était maintenue, cette décision détruirait littéralement les Etats-Unis d'Amérique. »

Il s'agit surtout d'une question centrale pour Trump. Les droits de douane généralisés sont l'alpha de sa politique économique et l'oméga de sa vision géopolitique : selon lui, ces taxes permettent tout à la fois de combattre le déficit commercial, de relancer l'industrie, de remplir les caisses de l'Etat, de régler ses comptes avec les pays étrangers accusés de profiter de la générosité des Etats-Unis, voire de punir ceux menant des politiques intérieures qui lui déplaisent. Et peu importe que certains de ces objectifs soient contradictoires ou que son analyse des rapports commerciaux avec les autres pays soit contestable.

Pour comprendre ce que les juges reprochent à la Maison Blanche, il faut remonter au début du mandat. Dans les premières semaines, Donald Trump avait imposé des droits de douane massifs au Mexique et au Canada, les deux

premiers partenaires des Etats-Unis. En temps normal, c'est le Congrès qui a la main sur la politique commerciale. Mais l'administration avait trouvé une parade : un texte de 1977, l'International Emergency Economic Powers Act (la loi sur les mesures économiques internationales d'urgence), qui, en cas de force majeure, étend les pouvoirs du président. Toute la question est de savoir jusqu'où.

Les droits de douane avaient été appliqués au nom de « l'urgence nationale » de la lutte contre les cartels de la drogue et les filières du Fentanyl, qui traversent la frontière mexicaine – ce qui est incontestable – et canadienne – ce qui est moins évident. La Chine, accusée de fournir les précurseurs chimiques nécessaires à la fabrication du produit, s'était également vu infliger des taxes à l'exportation vers les Etats-Unis.

## Va-et-vient et menaces

Fort de ce coup d'essai, Donald Trump avait décidé, début avril, lors d'une mise en scène théâtrale baptisée « Liberation Day », de dévoiler une liste de pays qui feraient désormais face à des droits de douane dits « réiproques ». Dans l'esprit du président américain, tous les Etats qui entretiennent un excédent commercial sur les biens avec les Etats-Unis « profitent » de la situation. Un cas d'« urgence » qui justifie l'emploi de la même loi. L'Union européenne (UE) en faisait partie : elle exporte davantage de biens vers les Etats-Unis qu'elle n'en importe, même si, en tenant compte des services, la balance tend à s'équilibrer.

Après une série de va-et-vient, de menaces et de reculades trumpiennes, les droits de douane, concernant quelque 70 pays, sont finalement entrés en vigueur le 7 août, avec un plancher général de 10 % et des montants supérieurs pour nombre de pays (15 % pour l'UE). « Des milliards de dollars de droits de douane affluent maintenant vers les Etats-Unis d'Amérique », a jubilé Donald Trump sur son réseau Truth Social. Seule la Chine, pourtant désignée comme la principale menace pour l'économie américaine, a obtenu trois mois de délai supplémentaires.

Pendant que les négociations

économiques battaient leur plein, la machine judiciaire était, elle aussi, en marche. Le premier coup de semonce est intervenu le 28 mai. Des sociétés privées d'import, rejointes par 12 Etats américains, surtout démocrates, ont porté l'affaire devant la cour de commerce international.

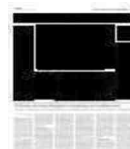
Les trois juges saisis ont estimé que l'interprétation de l'International Emergency Economic Powers Act par l'administration était erronée et que le texte ne donnait pas autorité au président pour appliquer ces taxes généralisées extraordinaires.

C'est cette lecture que vient de conforter la cour d'appel fédérale, avec sept voix pour et quatre contre. Elle note que les mots « droits de douane » ne figurent même pas dans la loi, celle-ci « ne donne pas au président une vaste autorité » en la matière. Donald Trump a donc outrepassé ses prérogatives et empiété sur celles du Congrès. Il est à noter cependant que les sept magistrats qui ont tranché en défaveur du camp Trump ont été nommés par des présidents démocrates, tandis que les quatre autres l'ont été par des républicains.

Est-ce une indication sur la position qu'adoptera la Cour suprême, à majorité conservatrice ? L'enjeu est considérable. Plus que le sujet des droits de douane, c'est au fond la question de savoir jusqu'où Donald Trump peut étendre son emprise qu'elle doit désormais juger. Le 1<sup>er</sup> juillet, elle avait rendu un arrêt très favorable au président en interprétant de manière extensive l'immunité dont il dispose, mettant ainsi fin aux poursuites dans l'affaire de la tentative de coup d'Etat du 6 janvier 2021. Désormais, elle est appelée à se prononcer sur l'équilibre entre pouvoirs exécutif et législatif, au fondement du système démocratique américain.

L'autre réaction attendue est celle des marchés. A l'heure où le jugement est tombé, Wall Street avait fermé ses portes et ne les rouvrira que mardi, après le jour férié du Labor Day. Au fond, les milieux économiques ne seraient pas mécontents de voir tomber les droits de douane. Mais, paradoxalement, l'entrée en vigueur des taxes, le 7 août, avait été ac-





cueillie avec placidité : certes les entreprises n'apprécient guère les droits de douane, mais elles aimaient encore moins le flou qui les avait précédés. Avec cette décision de la cour d'appel, elles viennent de replonger dans un océan d'incertitude. ■

NICOLAS CHAPUIS

**« Si elle était  
maintenue, cette  
décision  
détruirait  
littéralement  
les Etats-Unis  
d'Amérique »**

DONALD TRUMP



Portrait de Donald Trump, sur la façade du ministère du travail, à Washington, vendredi 29 août. JOSE LUIS MAGANA/AP





## ÉCONOMIE

# Le Parlement européen pourrait rejeter l'accord Europe-États-Unis

Les concessions de Bruxelles sur les droits de douane sont formellement adoptées. Certains députés s'y opposent.

Solenn Paulic Bruxelles

Un « deal » toujours aussi difficile à vendre. La Commission européenne a lancé jeudi le travail législatif pour supprimer tous les droits de douane sur les biens industriels américains, ce qui permettrait, conformément à l'accord du 27 juillet signé à Turnberry entre Donald Trump et Ursula von der Leyen, de réduire les taxes douanières imposées aux automobiles européennes, de 27,5 % à 15 %. Ces concessions sur les produits américains suscitent de nombreuses critiques en Europe.

Et les récentes provocations trumpiennes visant la législation européenne sur le numérique, entre nouvelles menaces de droits de douane ou suspension de visas pour des officiels de l'UE, n'aident pas la Commission. Jusqu'ici alignés derrière Ursula von der Leyen, pour qui l'UE a obtenu le meilleur accord possible, les commissaires Stéphane Séjourné et Teresa Ribeiro ont ouvert une brèche cette semaine. Et jugé logique que Bruxelles revoie les termes de l'accord et les concessions faites en cas de concrétisation des menaces sur les textes DMA et DSA (Digital Market Act et Digital Services Act).

Au Parlement européen (PE), les couteaux sont également de sortie. Le président socialiste allemand de la commission Commerce international, Bernd Lange, n'a pas écarté la possi-

bilité d'un veto. Le PE, au même titre que les États membres, aura à valider la négociation et les mesures promises aux Américains présentées jeudi.

La Commission s'épuise à le dire : ses concessions n'auront qu'un coût minimal pour les Européens alors que « 67 % des exportations américaines vers l'UE sont déjà exemptées de droits de douane », résume un fonctionnaire. Pour les biens industriels comme les voitures et les pièces détachées, l'UE supprimera définitivement le taux résiduel de 10 %. Elle supprimera également tous les droits de douane existants sur les machines, machines-outils, plastiques, médicaments ou produits chimiques.

## Désavantageux et déséquilibré

Pour le secteur agricole, elle offre un accès préférentiel au marché européen, entre droits nuls ou réduits. Assurant que les secteurs les plus sensibles dans l'UE sont préservés, elle prévoit des quotas sans taxes de 25 000 tonnes de porc ou 3 000 tonnes de viande de bison. Pour les produits laitiers, ce sera 10 000 tonnes. Toute importation au-delà de ces quotas sera soumise aux droits actuels. Mais pour certains fruits et légumes, davantage produits dans l'UE, comme les tomates ou des artichauts, la Commission maintient des droits, même réduits.

Alors que les blocs échangent près de 360 milliards d'euros de biens par an,

ces concessions tarifaires ne coûteront « que » 5 milliards d'euros aux Européens, assure-t-on à la Commission.

Pour le reste des promesses, comme l'achat de 750 milliards d'euros d'énergie aux États-Unis ou les 600 milliards d'investissements sur trois ans, les États membres et le PE n'auront rien à dire, ces engagements sur le papier ne reposant que sur les décisions des entreprises privées. Toutes ces concessions pourront aussi être suspendues à tout moment en cas de problème.

Désavantageux et déséquilibré, cet accord ? « Oui », maintient l'élue Marie-Pierre Védrenne (Groupe Renew), qui s'attend encore au « pire » avec Donald Trump. Et qui reconnaît que l'accord a été surtout taillé pour sauver l'industrie automobile européenne et sans doute garder Washington aux côtés de Kiev. « Mais ce n'est pas une raison pour ne pas voter en faveur », ajoute l'élue française, qui juge crédible le risque de rejet au Parlement, notamment avec une force d'extrême droite ou conservatrice qui pourrait repousser un accord synonyme de capitulation. La socialiste française Aurore Lalucq, qui dénonçait le 28 juillet une « extorsion » américaine, a aussi appelé l'UE au « courage » et au rapport de force. Du bluff ? « Le PE cherche à se mettre dans le jeu », juge un diplomate, qui ne le croit pas capable de renverser la table. Le tout premier examen de l'accord prévu le 3 septembre consti-





tuera en tout cas un premier test très sérieux. ■



JEAN-CHRISTOPHE VERHAEGEN / AFP