

FT BUSINESS
OF LUXURY
SUMMIT
Venice 2007
OLD LUXURY IN NEW MARKETS
NEW LUXURY IN THE OLD WORLD

Programme

3 - 5 JUNE 2007

3 June 2007

Dear Participant

On behalf of the Financial Times, I would like to welcome you to the 2007 FT Business of Luxury Summit in Venice.

This year's Summit brings together over 400 senior executives, corporate decision-makers and financiers from around the world, for what is now recognised as the premier thought-leadership forum in the luxury sector.

The programme incorporates interactive panel discussions, case studies, keynote presentations and bespoke research. Topics this year will include:

- Globalisation – So Yesterday?
- One Product in So Many Languages
- Green Luxury – Does the Consumer Care?
- Driving Four-Wall Foot Falls
- Public Equity, Private Equity and Venture Capital: Can Creative Businesses be Owned by 'Rational' Investors?
- Value Creation or Value Destruction? The New Realities of Family Ownership

The Summit opens with a Welcome Reception on Sunday 3 June at the Palazzo Grassi and there will be a Gala Reception and Dinner on the evening of Monday 4 June.

We are certain that this Summit will once again be an exciting and memorable event and hope that you find it interesting and informative. Should you need any assistance during your time with us, please contact a member of the FT Conferences team, who will be happy to assist you. Our schedule of future events can found on our website www.ftconferences.com including details of our 2008 FT Business of Luxury Summit.

We are delighted that you have been able to join us.

Yours sincerely



Jayne Van Hoen
Global Director of Conferences & Events
Financial Times

Programme

MONDAY 4 JUNE 2007 • VENICE • ITALY

09:30 **CHAIR'S WELCOME ADDRESS**
Mr Lionel Barber, Editor, *Financial Times*

09:40 **KEYNOTE OPENING ADDRESS**
Mr Ralph Toledano, Chairman and CEO, *Chloe International*
Interview:
Mr Lionel Barber, Editor, *Financial Times*

10:10 **DEBATE: GLOBALISATION - SO YESTERDAY?**
The macro – does it matter? Understanding the relevant macro economic trends and outlook as they relate to the management of a fashion and luxury business. How do these trends, in practical terms, influence the tactical and strategic decision matrix of a luxury and fashion company? How do we deal with the instability of key currency exchange rates in terms of revenue streams and product and operating costs?
Mr Stephen Roach, Managing Director & Chief Economist, *Morgan Stanley*
Mr Martin Wolf, CBE, Associate Editor and Chief Economics Commentator, *Financial Times*
Moderator:
Mr Lionel Barber, Editor, *Financial Times*

11:00 Refreshment Break

11:20 **KEYNOTE CASE STUDY**
Mr François Curiel, Chairman of Christie's Europe, *Christie's*

PANEL: ONE PRODUCT IN SO MANY LANGUAGES.

Luxury is a global concept. But does the definition of luxury vary from culture to culture? Do the global luxury brands need to tailor their products to fit the local market? Is a luxury brand name by definition a global brand name? Or is it possible for some luxury brands to be considered luxury at a local/regional level but not at a global level?

Ms Bonnie Brooks, President, *The Lane Crawford Joyce Group*
Mr Vincenzo Cannatelli, Chief Executive Officer, *Ferretti Group*
Mr François Curiel, Chairman of Christie's Europe, *Christie's*
Mrs Lisa Montague, Chief Operating Officer, *Mulberry*
Moderator:
Mr Michael Zaoui, Institutional Securities Group, Chairman, M & A Europe, *Morgan Stanley*

12:30 **CASE STUDY: WHO IS THE GLOBAL CONSUMER?**
An overview of geographic, demographic and psychographic segmentation, an assessment of relevant trends in global consumer behaviour and preferences; trends in travel and tourism relevant to luxury and fashion; understanding the differences between the opportunities in the 'mature' markets (US, EU, Japan) and 'emerging' markets (China, Russia, India, Middle East).
Ms Sian Davies, CEO, *Henley Centre HeadlightVision*
Moderator:
Ms Vanessa Friedman, Fashion Editor, *Financial Times*

13:00 Lunch

14:10 **ONLINE LUXURY - THE NEXT GENERATION**
Mr James Gardner, CEO, *createthe group*

14:20 **DEBATE: GREEN LUXURY – DOES THE CONSUMER CARE?**
Can you quantify the bottom line impact of adding an ethical dimension to a brand? How do you measure the results? What is the tipping point between this investment and returns?
Mr Thierry Dombrevail, Executive Vice President and COO, *Toyota Motor Europe*
Mr John Hooks, Deputy Managing Director, *Giorgio Armani Group*
Ms Mylene Borrel, Head of Buying & Merchandising for Luxury Goods, *Printemps*
Moderator:
Mr Jacques-Franck Dossin, Executive Director, *Goldman Sachs International*

15:30 Refreshment Break

15:50 **KEYNOTE CASE STUDY:**
Mr Mark Lee, CEO, *GUCCI*

PANEL: DRIVING FOUR-WALL FOOT FALLS

In the race to get more and more consumers through shop doors, how important are added cultural attractions? Is this only true for epicentres, or all kinds of retail environments? How far do you have to go? What kind of commitment is required from a brand? Is this only true of older markets or also for emerging markets? How much of it is learned behaviour from other retail sectors?

Mr JW Kaempfer, Chairman, *McArthurGlen UK Ltd*
Mr Mark Lee, CEO, *GUCCI*
Mr Federico Marchetti, Founder and CEO, *YOOX Group*
Mr Stanislas de Quercize, President & CEO, *Van Cleef & Arpels*
Moderator:
Mrs Gillian de Bono, Editor, *How to Spend it*, *Financial Times*

17:00 **KEYNOTE CLOSING ADDRESS**
Mr Renzo Rosso, President and Founder, *Diesel*
Interview:
Mr Adrian Michaels, Milan Correspondent, *Financial Times*

17:30 **CLOSE OF FIRST DAY**

**FT BUSINESS OF LUXURY SUMMIT
GALA DINNER**

Welcoming Address:

Mr John Ridding, CEO, *Financial Times*

19:15 - 23:00

Venue: Westin Excelsior Hotel, Venice Lido

Dress: Black Tie

TUESDAY 5 JUNE 2007 • VENICE • ITALY

CHAIR:

Mr Lionel Barber, Editor, *Financial Times*

09:30 OPENING KEYNOTE ADDRESS

Mr Michele Norsa, CEO and Group Managing Director, *Salvatore Ferragamo Italia S.P.A.*

Interview:

Mr Lionel Barber, Editor, *Financial Times*

09:50 PANEL: PUBLIC EQUITY, PRIVATE EQUITY AND VENTURE CAPITAL: CAN CREATIVE BUSINESSES BE OWNED BY 'RATIONAL' INVESTORS?

What are the challenges for managers? How do financially oriented owners succeed or fail in businesses as mercurial as fashion and luxury? How do different ownership models offer different opportunities for financing growth? How are different financing strategies matched with a brand's development?

Mr Neil Clifford, CEO, *Kurt Geiger*

Mr Marco Franchini, Chairman and CEO, *Bally International Ltd.*

Mr Jón Àsgeir Jóhannesson, President and CEO, *Baugur Group*

Mr Luc Vandevelde, Founder and Managing Director, *Change Capital Partners LLP*

Moderator:

Mr Abel Halpern, Managing Director, *HMD Partners*

10:50 Refreshment Break

11:10 PANEL: VALUE CREATION OR VALUE DESTRUCTION? THE NEW REALITIES OF FAMILY OWNERSHIP

When does multi-generational family ownership work and when does it not? How can tensions between family members and 'professional' managers be managed? Are family controlled public companies really public? The case for and against family ownership.

Mr Gianni Castiglioni, President & CEO, *Marni*

Mrs Laudomia Pucci, Image Director and Deputy Chairman, *Emilio Pucci SRL*

Mr Roberto Vedovotto, Managing Director and Chairman of European Luxury Goods, *Lehman Brothers*

Moderator:

Mr Gilbert Harrison, Founder and Chairman, *Financo*

12:00 KEYNOTE CLOSING ADDRESS

Mr Philippe Starck, Creative Director

Interview:

Mr Lionel Barber, Editor, *Financial Times*

12:30 SUMMIT SUMMARY – WHO GETS IT RIGHT?

The drivers for growth, success and profitability in fashion and luxury. Beyond the clichés, what does it really take to be successful in this business? What can the industry learn from its successes and failures?

13:00 CLOSE OF SUMMIT

Lunch

FT BUSINESS OF LUXURY SUMMIT ADVISORY BOARD

Ms Gillian de Bono

Editor, *How to Spend It*, *Financial Times*

Mr Jacques-Franck Dossin

Executive Director, *Goldman Sachs International*

Ms Vanessa Friedman

Fashion Editor, *Financial Times*

Mr Abel Halpern

Managing Director, *HMD Partners*

Dr Concetta Lanciaux

Strategic Luxury Goods Advisor, Senior Advisor to the Chairman, *Groupe Arnault*

Mr James McArthur

Mr Michael Zaoui

Vice-Chairman, Institutional Securities Group, Chairman, M&A Europe, *Morgan Stanley*

SPEAKERS



Mr Lionel Barber

Editor
Financial Times

Lionel Barber is the editor of the Financial Times, appointed in November 2005. Previously, he was the newspaper's US managing editor, based in New York, responsible for the US edition and all US news on FT.com.

Joining the FT in 1985, he was the editor of the continental European edition between 2000 and 2002 and from 1998 till 2000, he was the news editor. He has also been the Brussels bureau chief, US editor and Washington correspondent.

In 2001, Mr Barber was invited to brief George W. Bush on European affairs ahead of the president's inaugural mission to Europe. In the same year, European Voice named him one of the 50 most influential personalities in Europe.

Mr Barber began his career in journalism in 1978 as a reporter for The Scotsman. He moved to The Sunday Times to become a business correspondent in 1981.

He has written several books and has lectured widely on US foreign policy, transatlantic relations, European security and monetary union in the US and Europe. He appears regularly on national and international TV and radio.

Mr Barber graduated from Oxford University with a joint honours degree in German and modern history and speaks fluent French and German.



Ms Bonnie Brooks

President
The Lane Crawford Joyce Group

Bonnie Brooks' career has spanned 30 years working with the world's leading fashion brands in retail, marketing and publishing. She became President of The Lane Crawford Joyce Group in 2003. Before joining Lane Crawford in 1997, she was in Canada where her roles included Executive Vice President and General Merchandise Manager of Holt Renfrew, the luxury retailer across Canada; Editor-in-Chief of Flare, Canada's leading fashion magazine; President of Town and Country stores, 200 specialty fashion stores; and President of Kert Advertising, Canada's largest retail ad agency.

The Lane Crawford Joyce Group is the premier international brand group in Asia representing luxury and fashion brands through a network of distribution, which includes retailing, franchising, and brand management. The retail network includes "Lane Crawford" and "Joyce Boutique". Other businesses in the Group include Imaginex, Pedder Group and LCJG Distribution, plus others. The Lane Crawford Joyce Group was one of the first to enter the Chinese market in 1992 and now operates over 350 locations in Greater China with brands, such as Hugo Boss, Marc Jacobs, Marni, Dries Van Noten, Club Monaco, Asprey and Garrard and others.



Mr Vincenzo Cannatelli
 Chief Executive Officer
Ferretti Group

Vincenzo Cannatelli graduated in Mechanical Engineering in 1976 and lived for extended periods of time in Australia and the United States, acquiring a vast professional experience in various markets around the world.

After working for Stet in the Eighties as Director of Planning and Control, in 1987 he joined Finmeccanica as General Manager of Eltag, the Group's subsidiary operating in the service automation sector.

In the 90's as Chief Executive Officer of Eltag Bailey Process Automation – a company listed on the New York Stock Exchange and one of the two leading industrial process automation companies in the world – he worked in the United States until the company was sold to ABB in 1999. In the same period he served on the Board of three listed American companies: Brown & Sharpe, Concentra and Impact Systems.

In 1999 Mr Cannatelli joined the Enel Group, and was appointed Chief Executive Officer of Eurogen, Elettrogen and Interpower – the three generation companies subsequently sold in the market. In January 2002 he was appointed Chief Executive Officer of Enel Distribuzione. In July of the same year, as part of the reorganisation of Enel, he becomes Chief Operating Officer of both the Infrastructures and Networks Division and the Market Division, a position which he continues to hold in addition to that of President of Enel Distribuzione, Enel Gas and other subsidiaries of the Enel Group.

In 2006 Mr Cannatelli joined the KME Group as Chief Executive Officer. KME is one of the world's largest manufacturers of copper and copper alloy products, with 15 production facilities located in Germany, France, Italy, Spain, Great Britain and China, over \$3.5 billion of revenues in 2006, and over 6,000 employees.

Mr Cannatelli, is also President of Aledia, the company that he incorporated in 2006, together with other key founders, to grow in the field of Renewable Energy. Aledia's mission is to establish a leading Group in the Renewable Energy and Energy Efficiency sectors, to engineer, develop and operate innovative solutions and promote a responsible Italian Energy Policy.

At the beginning of 2007 Mr Cannatelli was appointed Chief Executive Officer of Ferretti Group.



Mr Gianni Castiglioni
 President and CEO
Marni

Gianni Castiglioni, was born in Viareggio, but has always lived in Milan. He started working in his family company, Ciwifurs, which has been involved in license fur deals with Fendi for more than 20 years.

Mr Castiglioni, the President and CEO of Ciwifurs, managed some important Full License business for Valentino, Cavalli and Lanvin as well as production license for Fendi, Vuitton, Dior, Jil Sander, Prada, etc.

In 1994 Mr Castiglioni and his wife, Consuelo, the designer, created Marni. Marni is a total look, high positioning brand in the fashion market.

Mr Castiglioni manages over 60 monobrand in the world directly, as well as through Marni Japan, Marni Hong Kong, Marni China, Marni Middle East, Marni International, Marni France, Marni UK and Marni USA. Marni has over 300 multibrand high level shops over the world.

The organisation includes a factory for an RTW prototype, a shoe maker company and a leather goods factory.

SPEAKERS



Mr Neil Clifford

CEO

Kurt Geiger

In Neil Clifford's 22 years of experience in retail, almost half have been spent with Europe's largest luxury shoe and accessories retailer, Kurt Geiger Ltd.

Mr Clifford has held the position of Chief Executive Officer at Kurt Geiger since 2004, during which he has led a management buyout from the Harrods Group of companies based in London. He has also expanded the business beyond the United Kingdom for the first time, entered new partnerships and successfully launched an online store.

Kurt Geiger operates 15 free-standing retail locations and manages the luxury shoe business in upscale UK department stores including Harrods, Selfridges, House of Fraser and Liberty, as well as Le Printemps in Paris and La Rinascente in Milan. He oversees buying, retail operations and marketing and is responsible for the overall performance of the company.

From 1995 to 2002 Mr Clifford held many positions at Kurt Geiger, including Managing Director. Prior to becoming Chief Executive Officer of Kurt Geiger in 2004, Mr Clifford spent two years as Vice President of Global Sales for Bally Group. At Bally he oversaw operations in more than 400 store, franchise, and wholesale locations and served as a member of the executive committee. Mr Clifford previously worked for the Sears Group: British Shoe Corp. and the Arcadia Group where he was Head of Merchandising and Distribution for the Champion Sport division.

An avid traveller, Mr Clifford visited most regions of the world including the Americas, Australia, New Zealand, Asia and India, on a 20-month trip. He is married with three children.



Mr Francois Curiel

Chairman of Christie's Europe

Christie's

A graduate from the Gemological Institute in Paris, François Curiel began his career at Christie's as a jewellery specialist in London in 1969. After working in Madrid, Paris and Geneva, he moved to New York in 1977 to launch the jewellery department there. In 1989, he returned to Europe, as Managing Director and worldwide Head of Jewellery. In 1998, he was promoted to Chairman of Christie's Europe and took over the reins of Christie's France in 2002, while maintaining his other responsibilities. In 2004, he became sole Deputy Chairman of the group. Often described in the press as one of the greatest auctioneers of our time, he regularly holds the hammer for sales in Europe, Asia and America.

In 1996, Mr Curiel was awarded the prestigious Antwerp Diamond Career Award from the Diamond High Council in Belgium, a distinction given to fewer than ten international personalities. In 2000, he was appointed Chevalier of the Legion of Honour, France's most prestigious decoration, and in 2001, the French Minister of Justice nominated him to the French Art Market Authority, the regulatory body which oversees the auction system in France. He is also a Fellow of the Royal Institute of Chartered Surveyors in England. In 2006, he was named one of the 7 top auctioneers in the world (Art Newspaper, December 2006).



Ms Sian Davies

CEO

Henley Centre HeadlightVision

Sian Davies is Chief Executive at Henley Centre Headlight Vision and responsible for driving the business forward. In addition to overseeing the running of the company, Ms Davies works directly on many key client relationships.

Eighteen years in marketing and consultancy have given Ms Davies an eclectic experience base and a deep understanding of the challenges involved in creating an outside-in customer centric organisation. She brings a rare combination of analytical rigour and futures insight to all her assignments. Before joining Henley Centre Headlight Vision, Ms Davies worked for Mercer Management Consulting in London and Boston, rising from Analyst to Principal.



Mr Stanislas de Quercize
 President and CEO
Van Cleef & Arpels International

Stanislas de Quercize is the President and Chief Executive Officer of the prestigious high jewelry and watch establishment, Van Cleef & Arpels. Mr de Quercize has had extensive experience within the Richemont group, serving in various capacities during his fifteen-year tenure within the organization.

From 1990 to 1994, Mr de Quercize was a General Manager of Alfred Dunhill and Montblanc in France. He was President and CEO of Montblanc North America from 1994 to 1997, when he was appointed to the position of International Marketing Director for Alfred Dunhill in London. In 1999, Mr de Quercize was named General Manager of Cartier France.

Mr de Quercize is a graduate of Ecole Supérieure de Commerce, a leading French business school in Rouen, and is a licensed lawyer.



Mr Thierry Dombrevail
 Executive Vice President and COO
Toyota Motor Europe

After attending the Ecole Supérieure de Commerce in Brest, France, Thierry Dombrevail joined Ford Motor Company in March 1973, where he held different positions within the commercial organisation of Ford France. In January 1986, he moved to Ford Europe where he held the position of Marketing Director for Commercial Vehicles. In 1987 he returned to Ford France as Commercial Director. In 1989, he broadened his international experience by joining Renault Italia as Managing Director. In 1994, he moved to the Renault Group Headquarters in Boulogne, France, where he held the position of Vice President International Operations. In 1997, he was promoted to Senior Vice President, Strategy & Marketing, with responsibility for communication, product marketing, pricing, planning distribution and brand management. In January 2002 he joined N.V. Toyota Motor Marketing Europe as Senior Vice President, Sales & Marketing. In June 2004 he was named Executive Vice-President and Chief Operating Officer of TMME. He was made a Managing Officer of Toyota Motor Corporation in June 2006.

As a keen formulator of business strategy, Mr Dombrevail is tasked with helping Toyota to continue to grow profitably in Europe. For the Toyota brand, his objective is to establish Toyota as a major player in Europe by strengthening its superior quality reputation and increasing the design appeal of the Toyota range. For the Lexus brand, he hopes to help Lexus become a genuine premium brand of choice that sets new standards in the areas of customer care and technical innovation.



Mr Marco Franchini
 Chairman and CEO
Bally International Ltd

Marco Franchini earned his undergraduate degree with honors at the University of Urbino and his Master of Business Administration at ISTAO in Ancona.

From 1984 to 1993, Mr Franchini served in various positions at the luxury goods company Genny Spa (Genny, Complice, Byblos). He began his career at Genny in the Finance department and, over the years, served as Controller, CFO and CEO for the Genny and Byblos brands in the United States.

Prior to joining Bally, Mr Franchini spent more than eight years with the renowned multi-brand luxury goods company Guccio Gucci Spa. From 1994 to 1998, Mr Franchini was Director Retail Europe. From 1999 to 2002, Mr Franchini served as Gucci's General Manager Europe, one of four regional general managers reporting directly to the Managing Director.

SPEAKERS



Mr James Gardner

CEO

createthe group

James Gardner is the Chief Executive Officer of createthe group, the leading interactive agency supporting the finest fashion and luxury brands online, headquartered in New York with an office in Milan. createthe group's clients include Balenciaga, Bottega Veneta, Burberry, Marc Jacobs, Gucci, David Yurman, Tom Ford, Krug, Donna Karen, Frette, St Regis and Stella McCartney. They have recently started working with several other major brands in the US and Italy including Calvin Klein, Fendi, Prada, Armani, and the New York Times T Magazine. createthe group provides strategic, creative and technology services, and Web 2.0 software solutions including ecommerce platform and web content management solutions.

Mr Gardner, an expat living in New York for the last 12 years, began his career in 1991 as a Management Consultant for Accenture in London, specialising in strategy and business process re-engineering. He has consulted Fortune 100 companies in US, Europe and Asia, including Goldman Sachs and Merrill Lynch, helping them save and generate millions of dollars through strategic technology investment.



Gilbert W. Harrison

Chairman & Chief Executive Officer

Financo, Inc.

Gilbert W. Harrison is the Chairman of Financo, Inc., a New York based investment banking firm specialising in providing merger and acquisition, financial restructuring, and other financial advisory services on a global basis to the "merchandising" sector.

During the last 36 years, Mr. Harrison and his team have orchestrated hundreds of merger, acquisition and divestiture deals for retail, apparel, footwear and cosmetic clients. As one of the industry's premier dealmakers, Mr. Harrison has recently put together some unique financial transactions in the merchandising industry including Limited Brands acquisition of La Senza Corporation, Phillip Van Heusen's acquisition of Superba, Alticor's acquisition of Laura Mercier from Neiman Marcus Group, Li & Fung's acquisition of the Womenswear Division of Oxford Industries, Nordstrom's acquisition of Jeffrey Inc., Bear Stearns' minority stake in Stuart Weitzman, Iconix's purchase of Joe Boxer and Mossimo, Inc.

Past and present clients of Financo include American Eagle Outfitters, Inc., Apollo Management, BCBG Max Azria, Bear Stearns Merchant Banking, Benckiser, Cache, Inc., Casual Corner Group, Inc., Coty Inc., CVS (Melville) Corporation, El Corte Ingles, S.A., Federated Department Stores, Inc., Gap, Inc., Gloria Vanderbilt, Gruppo Andre, Gruppo Coin, Investcorp International Ltd., Itochu Corporation Ltd., Kellwood Company, Kingfisher plc, Kmart Corporation, Li & Fung, L'Oreal USA, Inc., Maus Freres, Mercury Group, Mothers Work, Inc., Neiman Marcus Group, Next, plc, Pentland, plc, Revlon Inc., Schottenstein Stores Corporation, Sears plc, Signet, plc, Stuart Weitzman, Syms Corporation, Tang's Department Stores, Texas Pacific Group, The Limited, U.S. Shoe Corporation, V.F. Corporation, Warnaco Inc., Zales Corporation and other domestic and international clients.

Mr. Harrison's other activities include creating a course on mergers and acquisitions at The Wharton School; publishing various articles and academic studies on the state of retailing and mergers and acquisitions, including a chapter in the book entitled, *The Mergers and Acquisitions Handbook*; and lecturing throughout the country, including chairing seminars for Retail Week as well as for the International Council of Shopping Centers, the National Retail Federation, Young President's Center, The Wharton Aresty Institute of Executive Education and The President's Association of the American Management Association.

Mr. Harrison received a Bachelor of Science in Economics from The Wharton School of The University of Pennsylvania in 1962 and his Juris Doctor from The University of Pennsylvania Law School in 1965. From 1965 through 1971, he practiced corporate and securities law in New York and Philadelphia. He is admitted to the bar in Pennsylvania, New York, Connecticut and Florida, and is a member of the American Arbitration Association.

Mr. Harrison is Co-Chairman of the Board of The Educational Foundation of the Fashion Institute of Technology. He is a Member of the Board of Advisors and Executive Committee of The Peggy Guggenheim Collection of the Solomon Guggenheim Foundation in Venice. Mr. Harrison is presently a Member of the Board and the Treasurer of the Southampton Hospital Foundation. He is one of the founders of the Retail and Apparel Leadership Group of UJA-Federation of New York. He also served the Wharton School Undergraduate Advisory Board of the University of Pennsylvania for eighteen years and was one of the founders and original member of the Board of the Penn Club of New York.



Mr John Hooks
Deputy Managing Director
Giorgio Armani Group

John Hooks has been working in the luxury fashion industry for almost 30 years.

Having graduated from Oxford University in 1978, Mr Hooks immediately entered the fashion industry at GFT S.p.A., in Turin, Italy, a company with which he remained for 14 years, holding a variety of positions, including that of Commercial Director for Valentino, President CIDAT USA in New York and latterly as Commercial Director for GFT Asia. In this role, he was responsible for the establishment of GFT's regional distribution network in Japan, South Korea, Hong Kong and China for brands including Giorgio Armani, Christian Dior, Valentino, Ungaro, Trussardi and Pierre Cardin.

In 1995, he joined Jil Sander A.G. in Hamburg, initially as Commercial Director for Europe and Asia, before assuming a global responsibility, when he was appointed Commercial and Retail Director in 1998.

It was in 2000 that Mr Hooks was recruited by Giorgio Armani S.p.A. as Group Commercial and Marketing Director, based at the company's Milan headquarters. In this role, he oversaw the expansion of the company's global wholesale and retail network and, in 2006, was given additional responsibility as Deputy Group Managing Director in charge of all commercial, marketing and licensing activities.



Mr Jón Ásgeir Jóhannesson
President and CEO
Baugur Group

Jón Ásgeir Jóhannesson is the CEO of Baugur Group. Together with his father, Jóhannes Jónsson, he founded Bonus - a discount food retailer - with \$10,000 of borrowed cash in 1989. The company - renamed Baugur Group in 1998 - grew quickly to become Iceland's largest retailer.

Today Baugur Group is an international investment company focusing on investments in the service, retail and real estate sectors, in Iceland, UK and Scandinavia. Companies related to Baugur Group employ some 75,000 people worldwide. Annual turnover in 2005 for companies in which Baugur Group is a major shareholder totalled £8.7 billion.

Among the principal UK assets are the supermarket chain Iceland, Booker wholesaler, Hamleys toy retailer, Woodward foodservice, Goldsmiths jewellery chain, the fashion chains MK One and Jane Norman, the health products chain Julian Graves, LxB II a property development company, fashion company Mosaic Fashions Ltd, which owns and operates Oasis, Karen Millen, Nine West and Kenneth Cole, and renowned UK chain of department stores, House of Fraser.



Mr JW Kaempfer
Chairman
McArthurGlen UK Ltd

J W Kaempfer is co-founder, Chairman and primary owner of McArthurGlen, Europe's largest developer, owner and manager of designer outlet shopping villages. The fast-growing company now has 15 villages across Europe, all purpose-built and with a number in progress, and works with Europe's leading luxury brands, particularly in the fashion sector.

In pioneering a new concept of outlet centres in Europe, Mr Kaempfer combined a strong sense of design (developed over twenty years in US property design and development) with acute business sense and tenacity. The exceptional emphasis he placed on the architectural design of McArthurGlen's centres created not only a series of distinctive and appealing buildings but also gave the company a unique character and appeal to the consumer. Retail centres with exceptional design are rare; retail centres designed by Sir Richard Rogers and Don Hisaka are truly out of the ordinary and provide McArthurGlen's luxury brand partners with a remarkable and fitting stage for their products.

Mr Kaempfer received his MBA degree from Harvard University and is a trustee of the American School in London and Deputy Chairman of the Board of The Prince's Regeneration Trust.

SPEAKERS



Mr Mark Lee

CEO
GUCCI

Mark Lee has been Chief Executive Officer of Gucci since July 2005, having served as President and Managing Director since November 2004.

Mr Lee joined Gucci in 1996 as Worldwide Director of Women's Ready-to-Wear, becoming, in 1997, Worldwide Merchandising Director, responsible for worldwide merchandising of all Gucci Division product categories.

In December 1999, he was appointed CEO of Yves Saint Laurent.

Prior to joining the Gucci Group, Mr Lee was Managing Director of Jil Sander America Inc., where he established a subsidiary company for Jil Sander in North America. Before joining Jil Sander, he was with Giorgio Armani, responsible for all commercial and wholesale activities in North America.



Mr Federico Marchetti

Founder and CEO
YOOX Group

Federico Marchetti founded YOOX in 2000 after working at Lehman Brothers as an expert in the luxury goods sector, and at Bain & Co. as a strategic consultant. Mr Marchetti, who studied economics at the Bocconi University in Milan, also received an MBA from the Columbia Business School in New York. Over the years, he has served as *consigliere* to several CEOs in the fashion industry, both in Europe and the USA.

YOOX.COM is the No. 1 European online retailer of multi-brand fashion & design, with almost 1 million items shipped in 2006 to customers in Europe, USA, and Japan. YOOX Services was founded in 2006 as the only global e-commerce platform to the leading fashion brands: Last September the Marni website was launched both in Europe and the USA as the first of a forthcoming series of mono-brand, virtual flagship stores powered by YOOX.



Mrs Lisa Montague Chief Operating Officer *Mulberry*

Lisa Montague joined Mulberry in the role of Chief Operating Officer in June 2003 and is responsible for maximising performance of the front end of the business and supervising the functions of Design, Marketing, Sales, Retail and Merchandising.

Previously with Club 21 from 2000 to 2003, Mrs Montague's role was to oversee the Challice investment in Mulberry and to review other investment opportunities, working closely with Mrs Ong. In this "consulting" capacity, Mrs Montague formed part of the project team leading the rejuvenation of the Mulberry brand.

Mrs Montague has a strong background in international sales and strategic marketing. She spent 12 years of her career with Cerruti, where she held the role of MD of the UK subsidiary; International Sales and Marketing manager for Asia and North America; and set up the USA subsidiary company.



Mr Michele Norsa
 CEO and Group Managing Director
Salvatore Ferragamo Italia S.p.A

Graduating with first class honours in Business Administration from the Università Cattolica, Milan, in 1971, Michele Norsa is, since October 2006, CEO and Group Managing Director of Salvatore Ferragamo Italia. Before this, he was General Director at Valentino Fashion Group S.p.A from July 2005 and CEO of the Valentino Group from May 2002.

From 1997 Mr Norsa worked with Marzotto S.p.A, where he was General Director Apparel Sector. From 1994 to 1997, he was President and CEO of Benetton Sportssystem Active and, earlier still, from 1985 to 1993, he worked in Sandys (Sergio Tacchini), where he held the role of CEO of the group. Between 1976 and 1985 he was president of the Rizzoli Book Division and Chairman of Sansoni. During his time at Rizzoli he held different posts in Buenos Aires, Geneva and New York.

For the past four years, Mr Norsa has been the Vice Chairman of Sistema Moda Italia.



Mrs Laudomia Pucci
 Image Director and Deputy Chairman
Emilio Pucci SRL

In 1985, Laudomia Pucci graduated from Luiss University Rome with a BA in Economics and Politics and, in the same year, joined Emilio Pucci in Florence. Between 1985 and 1987, she worked on various aspects of the company's activities including, management, creation, fittings, fashion shows and staff reorganisation.

In 1987, she moved to Hubert de Givenchy in Paris. She worked on RTW and accessories production and sales. As the main point of contact with major clients, she coordinated the sales and distribution of RTW. Between 1989 and 2000, Ms Pucci was Chief Executive Officer of Emilio Pucci. Her role covered management organisation and logistics as well as the re-launch and restructuring of the company. She redefined the style, image, commercial and marketing approach of the brand including a new distribution pattern worldwide. She also reconsidered the licensing plans. Since 1998 Emilio Pucci has participated in Milan's Fashion Week.

In 2000, Ms Pucci negotiated the agreement with LVMH, which included the sale of 67% of Emilio Pucci to the fashion group, and she became Deputy Chairman and Image Director of Emilio Pucci. Since then, she has worked with the appointed Creative Directors, Christian Lacroix and Matthew Williamson, on various special projects including brand extensions and working on the Maison's archives.

In 2004, the Emilio Pucci Foundation was inaugurated at the Palazzo Pucci and an exhibition of Emilio Pucci's Early Drawings, 1949-1959, was held at the Palazzo Pucci. A second exhibition will take place in June 2007. Ms Pucci is a board member of Altgamma and responsible for the Altgamma International Honorary Council.

SPEAKERS



Mr John Ridding

Chief Executive
Financial Times

John Ridding took up his position as chief executive of the Financial Times newspaper and FT.com in June 2006. Since becoming chief executive he has seen the FT's circulation grow, the only quality UK newspaper to achieve this in 2006.

Previously Mr Ridding was the Editor and Publisher of the Financial Times, Asia, as well as Chairman of Pearson in Asia. He led the launch of the Asia edition of the FT in 2003. It won the award for the best newspaper from the Society of Publishers in Asia in its launch year and picked up top awards for business reporting, scoops and newspaper design at the same ceremony in 2006. It has secured the highest readership among international titles in Asia with a strong lead among C-suite business executives. (PAX Q4, 2005)

Mr Ridding also led the development of the FT's Chinese language website, which was officially launched in 2004 and now has more than 800,000 registered users and is the leading source of international business news in China.

In his Pearson role, Mr Ridding has established a series of collaborative operations between group companies. These include a series of business publications, including the FT/Longman Chinese/English financial dictionary. He also launched a series of financial journalism training programmes, including programmes with Beijing University and Fudan University in Shanghai.

Before his appointment to Hong Kong, he held the post of deputy editor of the FT since September 2001. Prior to this, he was the managing editor of the Financial Times, for two years.

Mr Ridding joined the FT in 1987 and has held a series of posts, including Hong Kong bureau chief, Paris correspondent, deputy features editor, Korea correspondent, UK companies reporter and foreign desk correspondent.

Between 1986 and 1987, Mr Ridding worked at Oxford Analytica on the Asia Pacific desk. He graduated from Oxford University with a first class honours degree in philosophy, politics and economics.



Mr Stephen Roach

Managing Director & Chief Economist
Morgan Stanley

Stephen Roach is Managing Director and Chief Economist of Morgan Stanley, a leading global financial services firm. In this role, he oversees the firm's highly-regarded team of economists located in New York, London, Frankfurt, Paris, Tokyo, Hong Kong, and Singapore.

Mr Roach is widely recognised as one of Wall Street's most influential economists. His published research has covered a broad range of topics, with recent emphasis on globalisation, the emergence of China, productivity, and the capital market implications of global imbalances.

Before joining Morgan Stanley in 1982, Mr Roach was Vice President for Economic Analysis for the Morgan Guaranty Trust Company in New York. He also served on the research staff of the Federal Reserve Board in Washington, D.C. from 1972-79. Prior to that, he was a research fellow at the Brookings Institution in Washington, D.C.

Mr Roach holds a Ph.D. in economics from New York University and a Bachelor's degree in economics from the University of Wisconsin.



Mr Renzo Rosso
 President and Founder
Diesel

Renzo Rosso was born in Padua, in the north-east of Italy. He attended an industrial textile manufacturing school and, after graduating in 1975, began making his own clothing. In 1978 he joined forces with several other manufacturers in his region to form the Genius Group, which created many successful brands still widely known today. In 1985 Mr Rosso took complete control of Diesel by buying out the other partners and becoming the sole force behind the brand.

In 1996, Mr Rosso and Diesel received the “Premio Risultati” award from the prestigious Bocconi Institute in Milan for being the “Best Italian Company of the Year”. In November 2004, in Montecarlo, Mr Rosso received the “International Leading Entrepreneur Award”. In January 2005 the University of Verona conferred him a master ad honorem in Supply Chain Integration Management. In 2006, Hollywood Life magazine named Renzo Rosso as a “Fashion Visionary” at the 3rd Annual Hollywood Style Awards, with one of the most innovative and successful brands in fashion.

Mr Rosso is a visionary and a passionate man whose motto is “Diesel is not my company, it’s my life”.



Mr Philippe Starck
 Creative Director

Few designers have been as prolific as Paris-born Philippe Starck. An extraordinary mix of rock star, mad inventor, romantic philosopher and leading-edge designer, Mr Starck has worked tirelessly and passionately to transform the perceptions and realities of our daily lives, touching the deepest wellsprings of our consciousness to evoke response and reconsideration.

He has turned the Royalton in New York, the Delano in Miami, the Mondrian in LA and, more recently, the Faena in Buenos Aires into the new classics of the hotel world. His visions for the private apartment of the French president, in addition to his furniture design on behalf of the world’s most prestigious editors are now legendary. He captured the essential spirit of the sea with award-winning boats, and is currently working on mega yachts with revolutionary organic design and low impact hulls. Ten years ago, being the visionary he is, Mr Starck launched OAO, a completely organic food company. He continues to develop hydrogen cars respectful to the environment, and as Artistic Director of Virgin Galactic, he oversees the visual identity of this visionary rocket and spaceport project.

The world’s great museums – in Paris, New York, London, Chicago, and Kyoto – all exhibit his work. Prizes and awards are regularly bestowed on him: Designer of the Year, Grand Prix for Industrial Design, Officier des Arts et des Lettres, Monaco Show Boats, and many more. Amongst his many collaborations – Cassina (furniture), Baccarat, Flos (lamps), Aprilia (motorcycles) - he is the driving force behind Starck Eyes with Mikli, Intelligent Shoes with Puma and Yoo by Mr Starck for International Real Estate Development.



Mr Ralph Toledano
 Chairman and Chief Executive Officer
Chloé International

Ralph Toledano is the Chairman and CEO of Chloé/Group Richemont, a position he has held since 1999. A recipient of the prestigious award of Chevalier de la Légion d’Honneur Mr Toledano is also President of La Chambre Syndicale de la Couture, du Prêt-à-Porter des Couturiers et des Créateurs de Mode, a Member of the Board of Directors of l’Institut Français de la Mode and a Member of the Board of Directors of the DEFI.

Prior to taking on his current position at Chloé, Mr Toledano was President of Guy Laroche, (between 1995 and 1999) and before that he spent ten years as President of Karl Lagerfeld.

Mr Toledano graduated with an MBA in 1973.

SPEAKERS

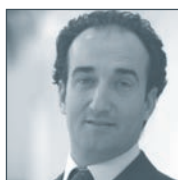


Mr Luc Vandavelde
Founder and Managing Director
Change Capital Partners LLP

Luc Vandavelde is the Founder and Managing Director of Change Capital Partners, a private equity firm focused on middle market investments that leverage its extensive retail and consumer industries expertise. The partners take a direct and active role in supporting management teams to effect change throughout the acquired organisations. Change Capital Partners' investment portfolio comprises seven leading retail and consumer companies across Europe, including Jil Sander, Unopiù and Republic. Mr Vandavelde has been Chairman of the Carrefour Supervisory Board and of Marks and Spencer.

He is a Non Executive Director of Vodafone Group Plc and Chairman of the Remuneration Committee. Mr Vandavelde is a Board Member of Bank Société Générale.

Before working in retail, Mr Vandavelde was CEO of Kraft France and Italy. During his 24 year career at the Group, he held a variety of positions and has experience of working in 30 countries.



Mr Roberto Vedovotto
Managing Director and Chairman of European Luxury Goods
Lehman Brothers

Roberto Vedovotto joined Lehman Brothers in November 2006 as Chairman of European Luxury Goods in the Investment Banking Division. In this newly-created role, Mr Vedovotto is responsible for leading the ongoing expansion of Lehman Brothers' presence in the Luxury Goods sector, particularly across Europe. Prior to joining Lehman Brothers, Mr Vedovotto was the CEO of Safilo Group, a worldwide leader in the premium eyewear market segment producing frames for luxury goods companies including Gucci, Armani and Dior. Mr Vedovotto also worked for Morgan Stanley International Limited for over ten years. He is currently a member of the Advisory Board of the Bocconi University in Milan and the European Advisory Board of the London Business School.

Mr Vedovotto graduated from Bocconi University in 1989. He also earned a Specialized Masters Degree from London Business School in 1994.



Mr Martin Wolf, CBE
Associate Editor and Chief Economics Commentator
Financial Times

Martin Wolf is Associate Editor and Chief Economics Commentator at the Financial Times, London. He was awarded the CBE (Commander of the British Empire) in 2000 for services to financial journalism. Mr Wolf has been a forum fellow at the annual meeting of the World Economic Forum, in Davos, since 1999. He was made a Doctor of Letters, honoris causa, by Nottingham University in July 2006. He was made a Doctor of Science (Econ), honoris causa, by the London School of Economics in December 2006.

Mr Wolf was joint winner of the Wincott Foundation senior prize for excellence in financial journalism for 1989 and 1997. He won the RTZ David Watt memorial prize for 1994. He won the "Accenture Decade of Excellence" at the Business Journalist of the Year Awards of 2003. His most recent publication is *Why Globalization Works* (Yale University Press, 2004).

LUXURY ADVISORY BOARD



Ms Gillian de Bono
Editor
How to Spend it

Gillian de Bono joined the Financial Times in 1994 to set up a magazine department following the success of a trial issue of *How To Spend It* for the Weekend FT. Previously, she spent 13 years launching, relaunching and editing women's glossy magazines.

Ms de Bono spent her formative journalist years at Consumers' Association, publishers of Which? magazine, where, as a writer, she was awarded the first Rosemary Goodchild Award in 1986 for the year's best article on women's health.

She has received three British Society of Magazine Editors' awards – as Launch Editor of the Year in 1986 for Essentials magazine and as Newspaper Magazine Editor of the Year in 1999 and 2004 for *How To Spend It*.

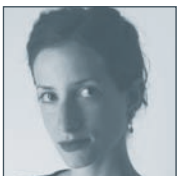
How To Spend It was also named Colour Supplement of the Year at the Newspaper Awards in 1997, 2000, 2002, 2003, 2004, 2005, 2006 and 2007, and at the British Press Awards in 2004, making it the only colour supplement to win all three major industry awards in a single year.



Mr Jacques-Franck Dossin
Executive Director
Goldman Sachs International

Jacques-Franck Dossin joined Goldman Sachs in 1996 to head GS' Equity Research on France. He then headed GS' Luxury Goods and Household & Personal Care European equity research teams, out of London. He is also Global Coordinator for the Luxury Goods sector. Over the years, Mr Dossin has consistently been ranked among the best analysts in the market by important investor surveys such as Institutional Investors.

Prior to Goldman Sachs, Mr Dossin was Manager Equity Sales at Credit Suisse First Boston France and then headed the French Country Research at Credit Suisse First Boston Europe out of London. Prior to that, he was Equity Research Analyst and then headed the Foreign Institution Equity Sales desk at Société Générale-Delahaye in Paris.



Ms Vanessa Friedman
Fashion Editor
Financial Times

Vanessa Friedman is Fashion Editor, at the Financial Times, and the first person at the FT to hold such a position. She writes a weekly column for the Saturday FT, as well as editing the Style pages. In addition, she helps cover the luxury industry for the daily newspaper, and edits the twice-yearly supplement The Business of Fashion.

Before joining the FT as Fashion Editor Ms Friedman was the Fashion Features Director for In Style UK, a position she held since 2000. Prior to this, she worked as a Fashion Correspondent for the FT, as an Arts Contributor at The Economist and was the European Editor at American Elle. She has also written extensively on a freelance basis for Entertainment Weekly, Vogue, The New Yorker and Vanity Fair.

She is a graduate of Princeton University.



Mr Abel Halpern
Managing Director
HMD Partners

Abel Halpern is a Founding Partner of HMD Partners, a private equity investment firm focused on retail and consumer oriented enterprises, including fashion and luxury goods, worldwide. HMD Partners, among other activities, led the successful turnaround of Escada, the Munich-based luxury fashion group as well as of Sinn Leffers, one of Germany's leading specialty retailers of premium fashion brands. Prior to the formation of HMD Partners, Mr Halpern was a Partner with the Texas Pacific Group, and a Strategy Consultant with Bain & Company. His current and past directorships include Sinn Leffers, Escada, Ducati Motor and Bally, among others.

Mr Halpern received a Bachelor of Arts, magna cum laude with distinction, from Yale University and a Masters of Business Administration from Harvard University.

LUXURY ADVISORY BOARD



Dr Concetta Lanciaux

**Strategic Luxury Goods Advisor, Senior Advisor to the Chairman
Groupe Arnault**

Dr Concetta Lanciaux, PhD, Executive MBA and former Professor at the Carnegie Mellon University (USA), is the Senior Advisor to the Chairman of Groupe Arnault.

She joined Bernard Arnault, Chairman of Groupe Arnault and LVMH in 1985 and has since played a key role in the organisational development of the Group introducing innovative practices, injecting highly creative designers and strongly contributing to the modernisation of the luxury industry. She will in the future develop a strategic consulting activity devoted to developing creative and management talent, and revitalising brands.

Dr Lanciaux is member of several juries attributing prizes to fashion designers (Festival d'Hyères...) and management books (Prix Manpower, Prix de l'Expansion). She is member of several boards (Fendi, Reale Mutua, Insead Euro Asia Center, French Institute of Fashion, Business School Bocconi, ...) She is also an honorary fellow of the London Business School.

Dr Lanciaux is a well-known conference speaker worldwide on the subjects of Luxury branding, alignment of organisational development to Luxury Branding, innovation and strategic human resources management etc. She is the author of several books and articles.

Dr Lanciaux was listed by ELLE 2006 in the Top 50 Most Influential Business Women in France. In 2002, she was attributed the Marisa Bellisario Foundation Award as successful businesswoman of a quoted company and was voted one of the 30 most influential businesswomen in Europe by the Wall Street Journal Europe in 2001.

Mr James McArthur

**Executive Vice President, Gucci Group
President and CEO
Balenciaga**



James McArthur has worked with the luxury goods sector since 1995, initially as an Investment Banker. After twelve very enjoyable years with Morgan Stanley in Europe and particularly in France and Italy, Mr McArthur decided in 2000 to "cross the fence" to work directly with his main client, Gucci Group, which was in full process of implementing its multibrand strategy. Since then, Mr McArthur has been Executive Vice President of Gucci Group, with specific responsibilities for the Group's strategy and development. Since 2001, he has also assumed responsibility for the Group's oversight of the high-growth Balenciaga, Alexander McQueen and Stella McCartney businesses. He serves directly as President and CEO of Balenciaga and has served recently as President of Yves Saint Laurent.

Mr McArthur graduated from Harvard Business School in 1987.

Mr Michael Zaoui

**Vice-Chairman, Institutional Securities and Chairman, M & A Europe
Morgan Stanley**



Michael Zaoui is a Managing Director and Chairman of European Mergers and Acquisitions. He joined Morgan Stanley in 1986 and was elected Managing Director at the end of 1993.

Mr Zaoui has advised numerous clients on a broad range of transactions, currently on Arcelor/Mittal and in the last few years on Suez/Electrabel, Aventis/Sanofi, Alcan/Péchiney, Gucci/PPR, Blue Circle/Lafarge, CCF/HSBC, Elf/Total.

Mr Zaoui graduated from the Institut d' Études Politiques de Paris in 1976. He also studied at the London School of Economics, earned a Masters in Law from the Université de Paris in 1979 and received an MBA from Harvard University in 1983.

LUXURY INDUSTRY ADVISORY BOARD



Mr Armando Branchini

Economist and Professor of Management of Luxury Goods
Bocconi University, Milan
Executive Director, ALTAGAMMA

Armando Branchini is an economist and professor of Management of Luxury Goods and presently teaches at the Bocconi University in Milan.

In 1992, Mr Branchini was among the promoters of ALTAGAMMA, the Association of Italian companies of international renown operating in the high end of the market; reflecting Italian style and culture in their company management and products, that stand out for their innovation, quality, service, design and prestige, of which he is Executive Director.

In 1987 he founded InterCorporate – Strategie e Impresa company in Milan together with InterCorporateGroup, of which he is Chairman.

Mr Branchini specialises in the luxury consumer goods and high-end services area.

In addition, he works in the area of corporate strategy, marketing and international marketing.



Ms Julia Carrick

Chief Executive, WALPOLE
Publisher, *How to Spend it*

Julia Carrick became Chief Executive of Walpole the trade body for British Luxury, in June 2000. Since then, the number of members has quadrupled to more than 100 of Britain's most prestigious companies. Walpole promotes, develops and represents the British luxury industry in partnership with the most exemplary British luxury brands and provides a community for the exchange of best practice ideas and to drive business development in the UK and export markets.

Under Ms Carrick's leadership Walpole has introduced a new strategy to align the organisation with the British luxury industry and has established three member led working groups to provide additional strength to Walpole's industry leadership position. The newest group, Brands of Tomorrow, provides mentorship to six British luxury brands of the future.

Other innovations include: the Walpole Awards for British Excellence, London and New York Press Previews for members, the Walpole Seminars and Insight series, Walpole Yearbook and Privilege Card. Walpole continues to represent the British luxury industry abroad through events in Hong Kong, Tokyo, Paris and New York.

Ms Carrick has worked in publishing roles for the Financial Times for over 20 years. She founded and launched the award-winning *How to Spend it* supplement. She has also launched a number of lifestyle pages in the Weekend FT, and a number of reports. Prior to this she spent six years at BBC World Service Radio, where she wrote, produced and presented programmes.

SPONSORS

DIAMOND SPONSOR



Lexus is a pioneering premium brand, shaping the luxury automotive market through a combination of innovative technologies, sophisticated design, attention to environmental issues and by providing an exceptional customer experience. In 1983, when the new luxury marque was first envisaged, the aim was simple: to create the best premium automotive experience in the world. Today this remains the driving force behind Lexus, a brand driven by the relentless and passionate pursuit of perfection.

That pursuit has created a journey without end. After all, perfection is an impossible goal. Yet Lexus has always believed that reaching for an unattainable ideal is the best way to craft and create truly exceptional vehicles.

The pursuit of perfection shapes L-finesse, the marque's unique and refined design philosophy. It leads to peerless engineering standards. It inspires breakthrough technical innovation. And it manifests in the exceptional comfort and uncompromising safety of the world's most impressive premium cars.

In 1989, after six years developing a truly ground-breaking car, Lexus introduced the LS 400 to the US market. 18 years on, Lexus has expanded to become a global brand, established in the USA and expanding rapidly in Asia and Europe. Its range of premium cars is still defined by impeccable attention to detail, advanced innovative technologies, meticulous build quality – and the ability to lead the automotive industry in customer service

GOLD SPONSOR



Since the 1995 pioneering launch of its first designer outlet centres in the UK and France, McArthurGlen has gone on to become Europe's largest developer, owner and manager of designer outlet shopping villages. The still-growing company now has 15 designer outlet villages across seven European countries, with numerous new projects underway - including new developments at Athens, Berlin, Naples, Venice, Sicily and Salzburg - as well as expansion into new retail channels. McArthurGlen currently hosts over 650 of the world's leading brands in fashion, sportswear, accessories, cosmetics and homeware at over 1,200 outlet stores (nearly 400,000 m2 gross lettable area). Last year, total sales reached over \$2.2 billion.

McArthurGlen Designer Outlets has developed a unique profile by combining a value focus with high quality brands, service, setting and customer experience, thus creating environments in which prestige brands can maximize sales with no risk of dilution of brand power. The sustained success of the company's strategic alliances with a unique portfolio of luxury brands has also facilitated its current expansion into two new channels: airport retail and prestige luxury malls, with the rising market of India selected for the first openings, scheduled for 2009.

SILVER SPONSOR



A unique portfolio of nine exclusive brands, continuous design and technological innovation, a global presence and a cohesive team of experienced managers sharing a great passion for the sea, are just a few of the distinguishing characteristics of the Ferretti Group, leader in luxury motoryachts. Ferretti Group, encompassing Ferretti Yachts, Riva, Pershing, Itama, Bertram, Apremare, Mochi Craft, Custom Line and CRN brands, with its highly diversified portfolio of brands offers its clientele a complete range of motoryachts comprising flybridges, opens, gozzi sorrentini, sports fishermen and lobster boats as well as megayachts, a complete range of craft measuring 7 to 80 meters in length and available in more than 95 countries all over the world.

BRONZE SPONSORS



Based on years of operational excellence, DHL Exel Supply Chain offer the building blocks for a successful supply chain within a continuously evolving fashion industry. Our portfolio of services spans the entire supply chain from end-to-end international fashion logistics, through to high-quality, cost-effective warehousing and distribution for hanging and boxed products. Coupled with added-value capabilities, such as garments processing, pre-retailing services, quality assessment and reverse logistics, we are the logistics provider of choice for today's fashion industry.



"Macromir" is an outstanding shopping center developer in Russia. Conducting the entire work cycle of every mall's formation, including: selection of location, creation of individual concepts, project managing, building, brokerage, and operation. The program of the mall network construction in St Petersburg includes a total area of more than 1 million square meters. In 2007 Macromir started a regional development program. On the occasion of the FT Business of Luxury Summit 2007, Macromir is proud to announce the opening of the premium shopping center "Graf Orlov Gallery" in 2010.



Westin Hotels & Resorts® redefine efficient service with an effortless style and gracious attitude that ensures a truly unforgettable experience. Every Westin is a haven of serenity and a distinctive alternative for those who appreciate a higher standard. Welcoming yet never overwhelming, Westin Hotels & Resorts are architecturally inspiring, thoughtfully designed and located in the world's most exciting cities and sumptuous resort destinations. For further information, please visit westin.com

SUMMIT PARTNERS



Emanating from a business airline with a fleet of five aircrafts, Aero Services is today Europe's leading air services company.

The quality of its service, the originality of its offering and the full range of aircrafts at its disposal have all combined to secure the reputation of Aéro Services in a short space of time.

With a fleet of eleven airplanes including the Airbus Corporate jet and a range of Falcon jets (Falcon 900, Falcon 50 & Falcon 100), the Aero Services group is the principal player in business air transport. This diversity allows it to reach most of the 5 continents airports even those not served by schedule flights.



Mastroberardino is one of the oldest winemaking firms in Italy, producing classic wines from Campania since the 1700's. In 1878 the Cavaliere of Italian Crown Order, Angiolo Mastroberardino, registered the company into the Avellino Chamber of Commerce. Nowadays the company's top management is led by family members representing the tenth generation (represented by Piero Mastroberardino) since the establishment of its historical headquarter in Atripalda, even today located in the ancient cantina.

With a production of roughly 2,400,000 bottle per year, the company operates over 350 hectares (725 acres), 150 of which under direct family ownership and the rest obtained under several long-term rent contracts. Agricultural estates are located in several production areas preserving the territorial identity and assure at first the safeguard, the continuity and the development of native/typical viticulture.

SPONSORS



Over a hundred years ago, in 1895, Daniel Swarovski I, a Bohemian inventor and visionary, moved to the village of Wattens, Tyrol in Austria, with his newly-invented machine for cutting and polishing crystal jewellery stones. From these beginnings, which revolutionised the fashion world, Swarovski has grown to be the world's leading producer of precision-cut crystal, for fashion, jewellery and more recently lighting, architecture and interiors. Today, the company, still based in Wattens, family-owned and run by 4th and 5th generation family members, has a global reach, with some 20,000 employees, a presence in over 120 countries and a turnover in 2006 of 2,37 billion Euros. Comprising two major divisions, one producing and selling loose crystals, the other creating design-driven finished products, the Swarovski corporation also includes four industrial brands, Tyrolit®, manufacturing grinding tools, Swareflex, for road safety reflectors, Optik, producing precision optical instruments and Signity, Swarovski's brand for genuine and created gemstones. While Swarovski crystal, known by its product brand name CRYSTALLIZED(tm) - Swarovski Elements, has become an essential ingredient of international design, Swarovski's own-brand accessory, jewellery and home décor lines are sold through more than 1150 Swarovski stores and concessions in all major fashion capitals, and the exclusive Daniel Swarovski accessories collection has become the company's Couture signature. The Swarovski Crystal Society has close to 400,000 members worldwide, keen collectors of the celebrated crystal figurines, and in Wattens, Crystal Worlds, the multi-media crystal museum, has attracted over 7 million visitors since it was opened in 1995, as a celebration of Swarovski's universe of innovation and inspiration, of crystal as the ultimate creative material.

SUPPORTING ORGANISATIONS



Altgamma is the association of Italian companies of international renown operating in the high end of the market; reflecting Italian style and culture in their company management and products, they stand out for their innovation, quality, service, design and prestige. Today Altgamma has 53 companies as ordinary members belonging to the worlds of fashion, design and furniture, jewellery, automobiles, yachts and gourmet food specialities, along with three supporting members.



The Walpole Group furthers the interest of the British Luxury Industry. Its membership, 100 of Britain's most prestigious companies, provides a community for the exchange of best practice ideas and to drive business development in the UK and in export markets. Outside the UK, Walpole has formed a European Alliance with Altgamma and Comité Colbert to tackle the business of counterfeiting.

RESEARCH PARTNER



HenleyCentreHeadlightVision

HenleyCentreHeadlightVision provides intelligence, consultancy and research solutions to blue chip clients around the world. Our mission is to help our clients create better futures. All of our work is informed by our proprietary global knowledge base of trends and futures insights. We have a global footprint with offices in London, New York, Mumbai and Delhi and an intelligence network that spans over 28 countries.

We are a consultancy with a difference. The difference is that all of our consultancy work is led by our intelligence and research. Through a combination of creativity and rigour, we unlock insights through our core offers that shed new light on issues and empower our clients to act on them. Our intelligence sources offer insight into changes in consumer behaviour and motivations worldwide.

MEDIA PARTNERS



The Financial Times Deutschland stands for modern, intelligent business and financial journalism, with a special, consistent focus on the global context. Since its launch in February of 2001, the paper has rapidly enlarged the German business media market, and has now itself reached a circulation of over 100,000 sold copies. The FTD also publishes the highly successful German edition of 'how to spend it'-magazine as a monthly supplement.

Bloomberg

Bloomberg is the leading source of data, news and analytics for corporations, news organizations, financial professionals and individuals around the globe. The BLOOMBERG PROFESSIONAL® service and BLOOMBERG NEWS® services provide real-time and historical pricing, indicative data, reporting, analytics, multimedia events and electronic communications to Bloomberg clients in more than 125 countries, 24 hours a day



LUXE.TV is the first International television network dedicated exclusively to the world of luxury.

With production crews present in 15 cities around the world, LUXE.TV provides high-end coverage of luxury industry in all its diversity. Short documentary-style programs are exclusively shot in High Definition. Broadcasting in English, French, German and Italian, LUXE.TV has a direct access to more than 300 Million viewers throughout Europe, Asia and the Middle East. For more information, please visit www.luxe.tv

INFORMATION

BADGES AND MOBILE PHONES

For security reasons and as a courtesy to other guests, please ensure that you wear your badge at all times. Please also make sure that your mobile phone is switched off when in the Congressi.

INTERNET ACCESS

Wireless internet access is available throughout the hotel. If you would like to gain access please speak to the Westin Excelsior member of staff in the main hotel lobby.

Alternatively free terminals with internet access are available for Summit attendees on the 2nd floor mezzanine above the lobby.

SUMMIT PRESENTATIONS/AUDIO DOWNLOADS

Summit presentations and audio downloads that are made available to the FT for publication may be downloaded from the summit website www.ftbusinessofluxury.com/speakerspapers from 18 June onwards. To access

the data you should use the username FTBOL and password papers. Please note that these presentations and audio downloads are subject to FT copyright rules. These can be viewed at www.ft.com.

FIRE SAFETY PROCEDURES

All delegates need to be aware of the procedures to be followed in the event of fire or if the fire alarm is sounded.

Please familiarise yourself with the nearest emergency exits. If you discover a fire, immediately operate the nearest break glass call point, and notify a member of the Summit or hotel staff. On hearing the alarm you should proceed immediately to the assembly point located on the hotel terrace.

INFORMATION

The FT Registration desk, located in the Foyer outside The Congressi, will be staffed at all times. In addition there will be a desk located in the hotel lobby, exclusively for delegates to assist with any transfers, restaurant bookings etc.



FINANCIAL
TIMES

To find out more information please visit:
www.ftbusinessofluxury.com