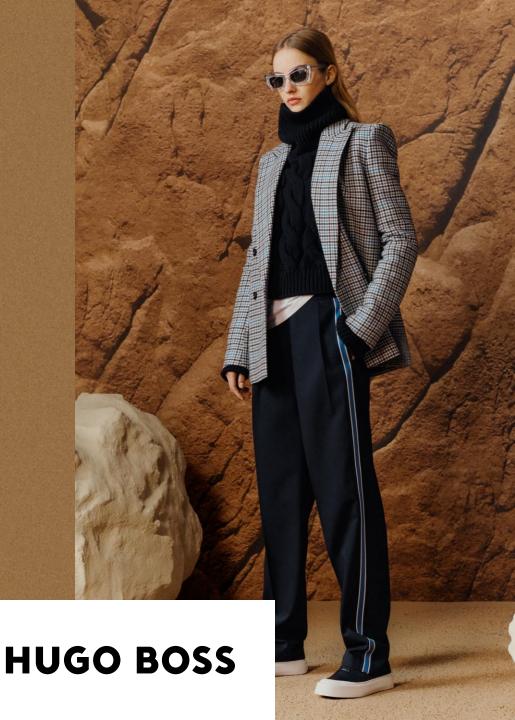
# HUGO BOSS

# INVESTOR DAY 2021

AUGUST 4





### CLAIM 5 STRATEGY

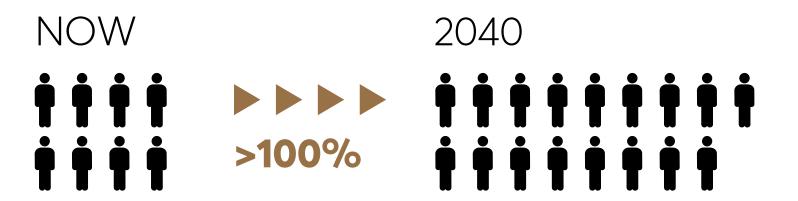
DANIEL GRIEDER CHIEF EXECUTIVE OFFICER

**HUGO BOSS** 

### THE MOST EXCITING TIMEINFASHION EVERIS RIGHT NOW

#### MASSIVE OPPORTUNITY FOR PREMIUM/AFFORDABLE LUXURY FASHION

GLOBAL HIGH-INCOME POPULATION



### ANEW CONSUMER EMERGES

BY 2030, GEN Z WILL MAKE UP THE LARGEST CONSUMER SEGMENT WORLDWIDE



# YOUNG WEALTHY CONSUMERS VALUE SOMETHING CRAFTED, UNIQUE, SUSTAINABLE, AND EXPERIENTIAL

M

MILLENNIALS (Y)
Digital
reality

Z

**GEN Z**Multiple realities

a

**GEN ALPHA**Seamless
realities

THE NEED

is constant connectivity

THE EXPECTATION

is seamless experience

THE CONSEQUENCE

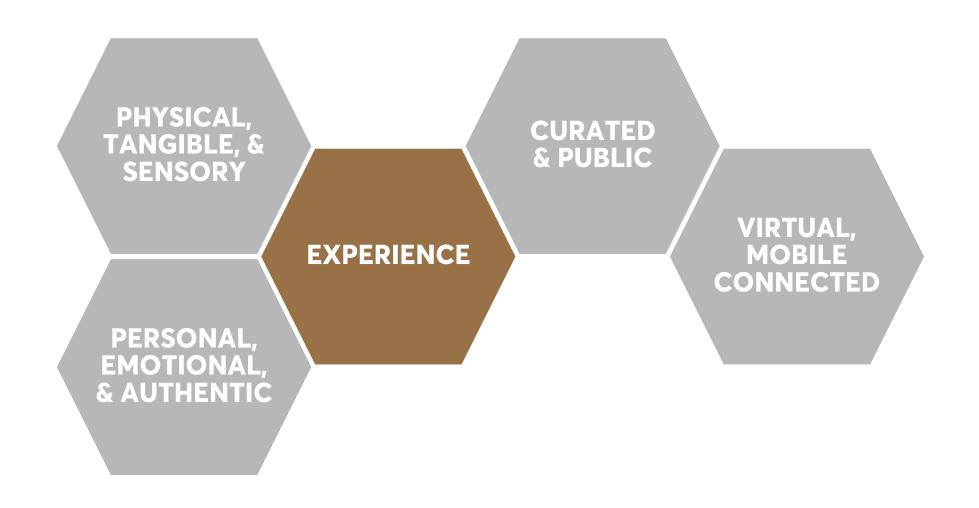
is to deliver continuous value & feeling

THE RESPONSIBILITY

is to do it transparently & sustainably

#### **HUGO BOSS**

#### THE IMPORTANCE OF EXPERIENCE



~ 80% OF MILLENNIALS VALUE EXPERIENCES OVER OWNING MATERIAL THINGS



### PURPOSE HAS BECOME A KEY SUCCESS FACTOR

> 65% OF CONSUMERS WOULD BOYCOTT BRANDS BASED ON THEIR STANCE ON CONTROVERSIAL ISSUES



# A SUSTAINABLE FUTURE IS ESSENTIAL

NO PLANET NO FASHION!!!

MAJORITY OF CONSUMERS ARE OPEN TO NEW CONCEPTS WITH REGARDS TO CIRCULARITY

# A MOBILE FIRST APPROACH IS CRUCIAL

EXPERIENCES DELIVERED BY DIGITALLY NATIVE BRANDS HAVE REWIRED CONSUMER EXPECTATIONS



# DIGITAL REVOLUTIONIZES THE ENTIRE VALUE CHAIN

FROM
SUPPLY-DRIVEN
DEMAND

FROM
SIGNIFICANT
WASTE

FROM
PHYSICAL
PRODUCTS



TO **DEMAND- DRIVEN** 

REDUCED WASTE

VIRTUAL PRODUCTS

#### **HUGO BOSS**

## DIGITAL REVOLUTIONIZES THE ENTIRE VALUE CHAIN

DIGITAL REVOLUTION IN **DESIGN & DEVELOPMENT** 

DIGITAL REVOLUTION IN PROCESSES & INFRASTRUCTURE

DIGITAL REVOLUTION IN CONSUMER EXPERIENCE





# HERITAGE AND A LONG-STANDING LEGACY NO LONGER GUARANTEE THE VALUE OF BRANDS



#### TODAY, RELEVANCE HAS BECOME THE NEW LEGACY

WHAT HAS **BROUGHT A** COMPANY WHERE IT IS TODAY, IS NOT WHAT IT WILL **BRING IT TO IN** THE FUTURE



# A NEW SOURCE OF COMPETITIVENESS



PAST
AGE OF PRODUCTION

NOW
AGE OF MARKETING
& SALES

FUTURE
AGE OF DATA
& LEARNING

# WHERE AT AREWE AT HUGO BOSS?

**HUGO BOSS** 

# DNA OF SUCCESS & STYLE, PIONEERS IN FASHION



### STRONG ASSETS

HIGH GLOBAL BRAND AWARENESS PREMIUM LIFESTYLE POSITIONING DIVERSIFIED BUSINESS MODEL STRONG DISTRIBUTION NETWORK

**HUGO BOSS** 

MOTIVATED TEAM

HEALTHY FINANCIAL POSITION IN-HOUSE PRODUCTION

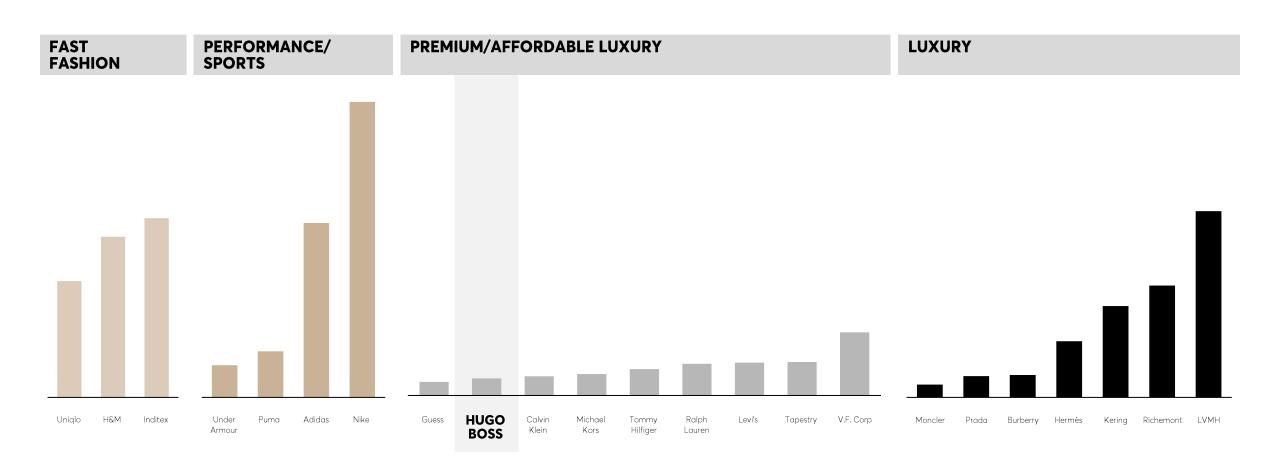
LEADING IN SUSTAINABILITY

# YET, ARE WE UNLOCKING THE FULL POTENTIAL OF HUGO BOSS?

**HUGO BOSS** 

#### **HUGO BOSS**

# COMPETITIVE SIZES UNDERLINE POTENTIAL FOR HUGO BOSS



# TO REALIZE THE FULL POTENTIAL WE NEED TO...

#### ADDRESS YOUNGER CONSUMERS

to exploit the full potential of our brands.

#### INCREASE BRAND RELEVANCE

by creating inspiring content and emotional storytelling.

#### OPTIMIZE DISTRIBUTION NETWORK

to unleash the full potential across all touchpoints.

## INVEST INTO PRODUCT OFFERING

by optimizing the price-value proposition.

# HETIMEIS **HUGO BOSS**

# CLAIM OUR POSITION

**HUGO BOSS** 

#### **HUGO BOSS**





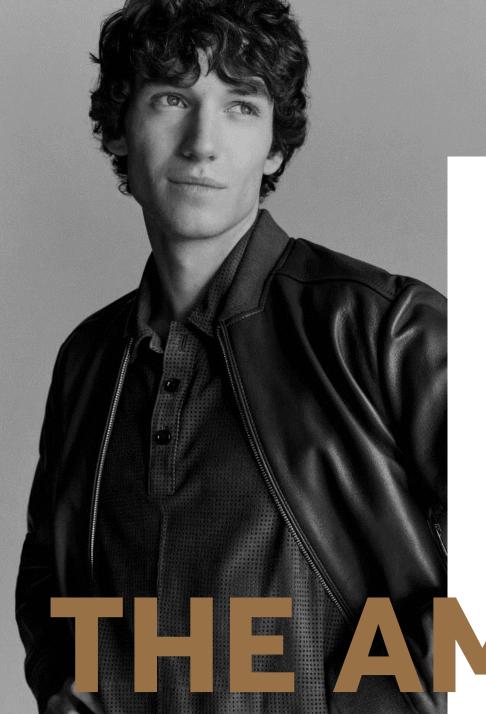
BECOME THE PREMIUM TECH-DRIVEN FASHION PLATFORM WORLDWIDE.

SION



WE LOVE FASHION, WE CHANGE FASHION

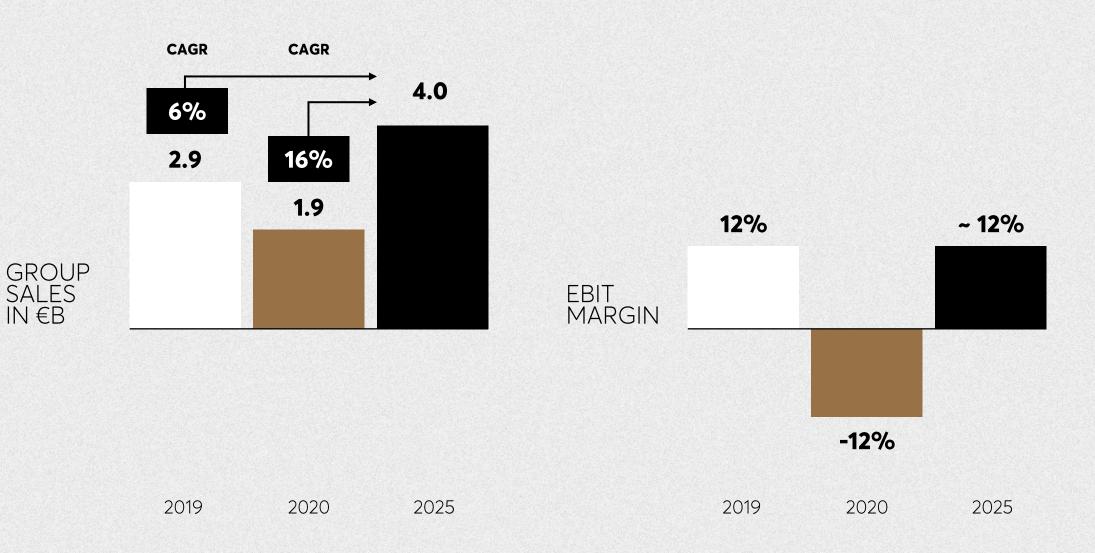
ISSION



€4 BILLION IN 2025 €5 BILLION IN 2026+ BECOME ONE OF THE TOP-100 GLOBAL BRANDS

MBITION

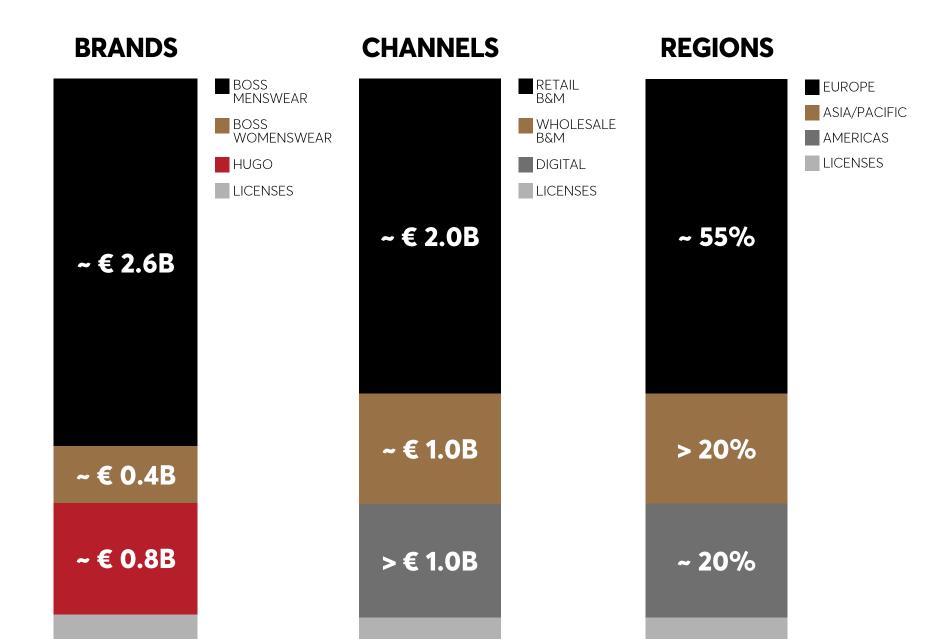
#### DOUBLE OUR BUSINESS – € 4B IN 5 YEARS



#### **HUGO BOSS**

#### BALANCED GROWTH TO EXPLOIT THE FULL POTENTIAL

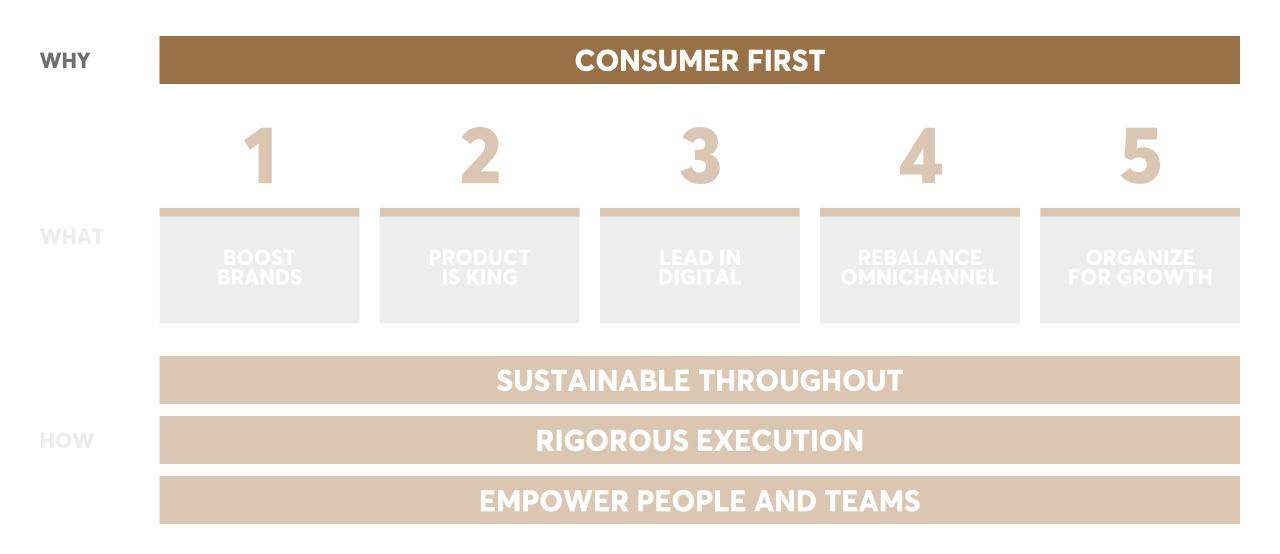
2025



#### **CLAIM 5 STRATEGY**



#### **CLAIM 5 STRATEGY**



### CLAIM

OUR POSITION IN THE CONSUMERS' MINDS



**HUGO BOSS** 

CONSUMER ALWAYS VERY FIRST

WE AIM FOR FANS, NOT JUST CONSUMERS





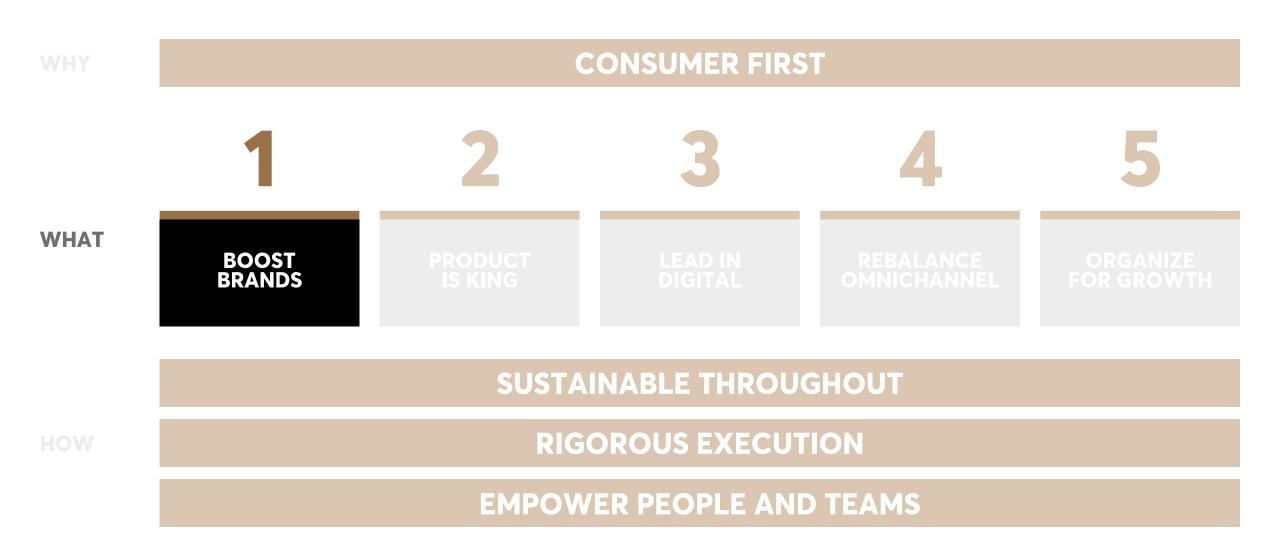
CONSUMER/ FANS BUILD AWARENESS DESIRABILITY

ENGAGE CONSUMERS EXCLUSIVITY

INCENTIVE TO INTERACT REWARDS



#### **CLAIM 5 STRATEGY**



## CLAIM BOOST BRANDS



**HUGO BOSS** 

### BRAND PORTFOLIO STRATEGY

ONE HUGO BOSS PLATFORM WITH TWO BRANDS AND THE POSSIBILITY TO ADD MORE BUSINESSES TO IT

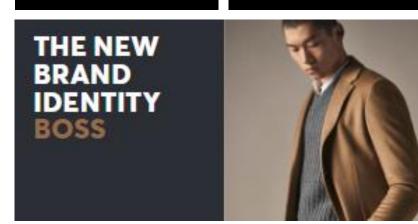
- Balanced and strong brand portfolio
- BOSS and HUGOas 2 lifestyle stories
- Premium lifestyle positioning



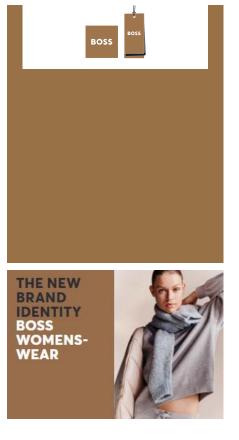
## BRAND ARCHITECTURE FOR BOSS AND HUGO

**BOSS** MENSWEAR

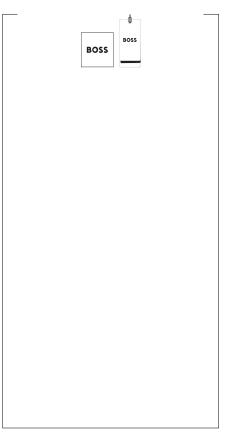




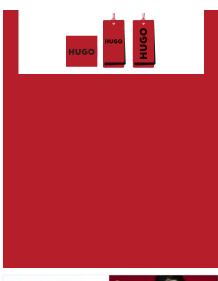
BOSS Womenswear



**BOSS** KIDS



**HUGO**MENSWEAR &
WOMENSWEAR





### **BRAND IMPERATIVES FOR** BOSS & HUGO

- Exploit full potential among younger consumers
- Foster clear individual brand image for BOSS and HUGO
- Leverage innovation and sustainability to strengthen brand relevance
- Data and performance-driven marketing approach
- Push omnichannel strategy globally

# THE BRANDING REFRESH

**HUGO BOSS** 

# ELEVATE RELEVANCE FOR CONSUMERS BY REVITALIZING THE BRANDS

**HUGO BOSS** 



#### THE NEW BRAND WORLD

#### **BOSS MENSWEAR**























#### THE NEW BRAND WORLD



## THE NEW BRAND WORLD BOSS WOMENSWEAR













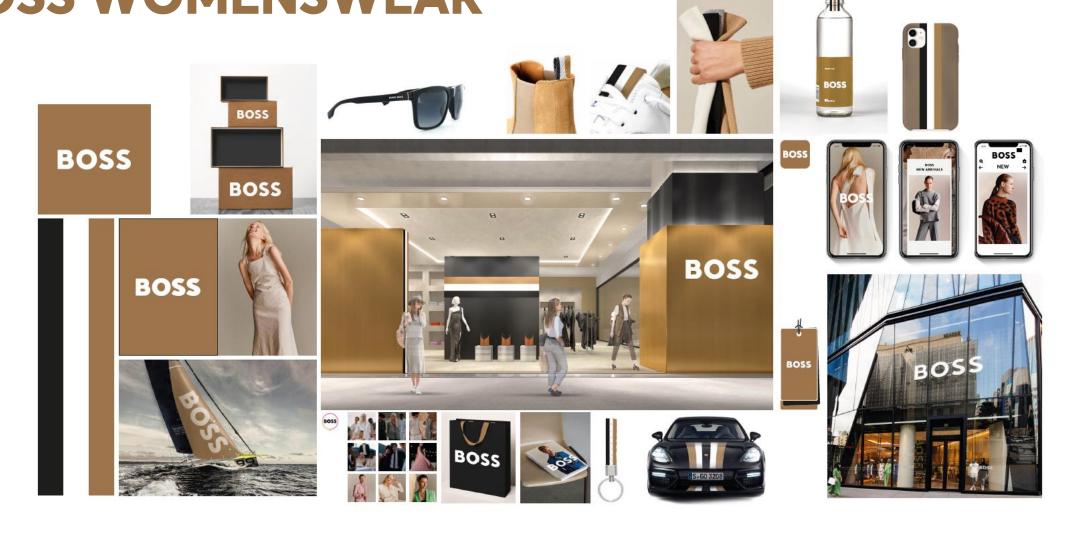








## THE NEW BRAND WORLD BOSS WOMENSWEAR





## THE NEW BRAND WORLD HUGO













VIRTUAL FRIDAY 22.07.2022 8-12 PM





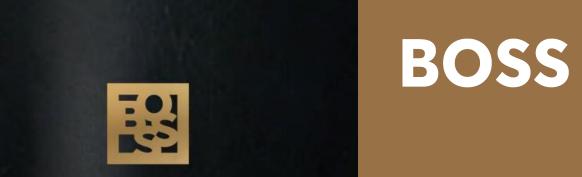


## THE NEW BRAND WORLD HUGO



## BOSS BRANDING



















## HUGO BRANDING







HUGO ICONS





























## THE BRAND STRATEGIES



### IT'S RIGHT HERE IN OUR NAME.



# THE BOLDNESS. THE CONFIDENCE. THE ATTITUDE.

THE DEFINITION OF BOSS HAS CHANGED FROM...

## 

IS IN CHARGE OF A WORKER, GROUP, OR ORGANIZATION.

THE DEFINITION OF BOSS HAS CHANGED TO...

## A PERSON WHO LEADS A SELF-DETERMINED LIFE.

## THE ATTITUDE OF A BOSS TODAY





# IT'S CHASING YOUR OWN DREAMS.



#### IT'S FINDING YOUR OWN PURPOSE.



# IT'S LIVING LIFE ON YOUR OWN TERMS.



# IT'S BEING WHATEVER YOU WANT TO BE.



# THE MINDSET OF A BOSS TODAY







### YOU LIVE LIKEA BOSS EVERY ROLE YOU PLAY





DAD
WAVE-CATCHER
AUSSIE
SUPERHERO
BROTHER
OCEAN-SAVER
ACTOR
BOSS

CHRIS HEMSWORTH



ART ART ART ART

### BOSS SPACES



POP-UP POP-UP POP-UP POP-UP POP-UP P()P-IJP

### BOSS MOVES

## A BOSS IS A GAME-CHANGER.

REDEFINING WHAT WOMEN ASPIRE TO WEAR. LET'S BRING BACK POWER, INFLUENCE AND THE MUST-HAVE FACTOR WITH AN EXCLUSIVE COLLECTION FOR BOSS.

# A BOSS GOES WHERE NO ONE HAS GONE BEFORE.

THE FUTURE OF SUITING IS HERE. WE MIGHT PARTNER WITH OTHER COMPANIES TO DESIGN A HIGH-TECH SUIT WITH ZERO LIMITS.

## A BOSS WRITES THEIR OWN RULES.

WE'LL BREAK THE BARRIERS OF WHAT DEFINES A MAN'S AND WOMAN'S WARDROBE BY INTRODUCING A UNISEX COLLECTION THAT PEOPLE CAN WEAR ON THEIR OWN TERMS.

BOSS WILL BE THE BRAND THAT INTRODUCES SUITING WITHOUT GENDER, REDEFINES GENDER-BASED SIZING, AND RETHINKS THE MODERN WARDROBE WITHOUT TRYING TO PUT PEOPLE IN A BOX.

## THE BOSS DROPS.

WE MIGHT COMMISSION ARTISTS AND DESIGNERS TO DO A SERIES OF DROPS FEATURING POWERFUL STATEMENTS AND OFFER THEM AS A CAPSULE COLLECTION THAT INTRODUCES THE POWER OF LIVING LIKE A BOSS.

## A BOSS LIFTS UP OTHER BOSSES.

WE HAVE THE OPPORTUNITY TO USE KEY CULTURAL MOMENTS TO COMMUNICATE OUR 'LIKE A BOSS' MESSAGE.

## A BOSS GOES WILD FOR THE PLANET.

WE'RE TAKING A STAND FOR THE PLANET - AND GOING FAR BEYOND TRADITIONAL SUSTAINABILITY.



### HUGO

# THE ATTITUDE FOR HUGO.



GO GO

**HUGO** 

YOU'RE AGO GO-GET TENTOUR OUR OWN WAY.



REBEL AND RULE-BREAKER.



# WHATEVER YOU DO YOU GO ALL OUT



#### HOW DOYOU HUGO?



HUGO HUGO

### HUGO GETEN



### FOR GLORY



### YOUR



### 



#### **HUGO**









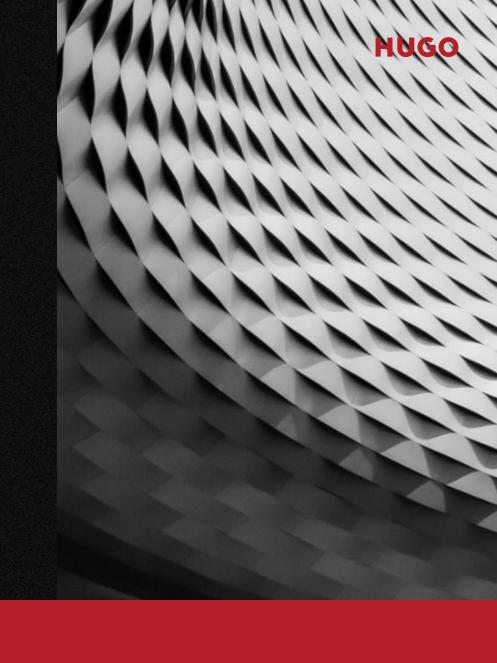








# HUGO'S RULES FOR STYLING UP





#### YOUSET TRENDS, YOUDON'T FOLLOW THEM.



#### YOU LOVE A CLASSIC, SO **LONG AS** YOU CAN **MAKE IT** YOUR OWN.



## YOU USE YOUR STYLE TO EXPRESS YOUR PERSON-ALITY.







# THE BRANDS' BRANDS' POTENTIAL

**HUGO BOSS** 

#### OVERALL STRATEGY BOSS MENSWEAR

- Foster brand positioning in premium/affordable luxury segment
- Dress consumers for every occasion 24/7 to enhance perception as a lifestyle brand
- Emotionalize the brand to attract additional & younger consumers
- Push digital channels to drive brand vitality; rebalance wholesale vs retail



2020

€ 1.5B

#### OVERALL STRATEGY BOSS WOMENSWEAR

- Drive brand strength among female consumers
- Increase visibility across all consumer touchpoints
- Establish BOSS womenswear as a 24/7
   brand, capturing all wearing occasions
- Focus on digital and grow physical presence in key cities

2025



**AMBITION** 

2020

€ 0.1B

#### OVERALL STRATEGY HUGO

- Become the **first brand touchpoint** for younger consumers
- Build **HUGO brand power** by focusing on brand values & a clear differentiation
- Grasp growth opportunity by balancing contemporary and commercial items
- Focus on digital and drive geographical expansion in metropolitan areas



2020

€ 0.3B

## MARKETING STRATEGY

**HUGO BOSS** 

## CLEARLY DISTINGUISHED MARKETING STRATEGIES

2 LIFESTYLE BRANDS

- 2 DIFFERENT MARKETING APPROACHES
- 2 DIFFERENT TARGET GROUPS

## OVERALL MARKETING STRATEGY

- Step up in marketing investments and increase marketing efficiency
- Recognize BOSS and HUGO as 'digital citizens'
- Ensure **every consumer touchpoint** is working in alignment
- Content that extends beyond advertising to become part of culture
- Communication leading with **purpose and values**
- Create a hype among consumers with exceptional collaborations



BOSS X
BOSS X
BOSS X
BOSS X

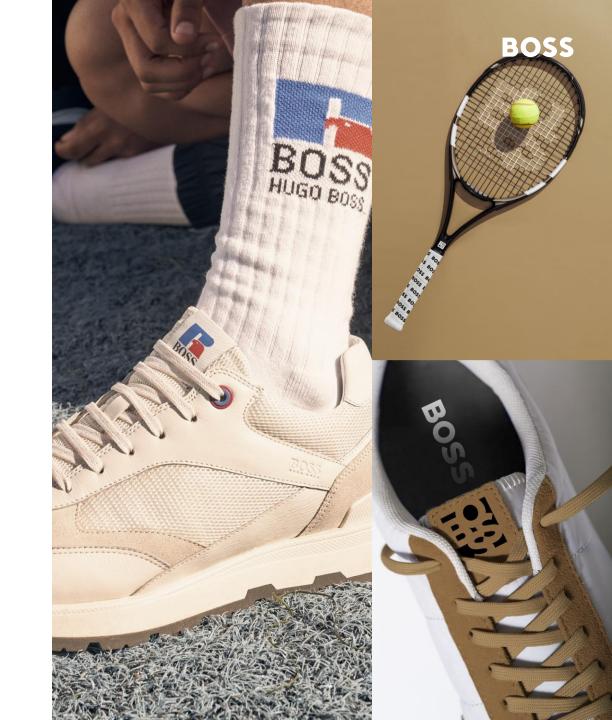
## COLLABS

HUGO X HUGO X HUGO X HUGO X



# **A BOSS** TEAMS UP WITH OTHER

**BOSS** X SPORT



**BOSS** X ADVENTURE



**BOSS** X TEAMS



BOSS

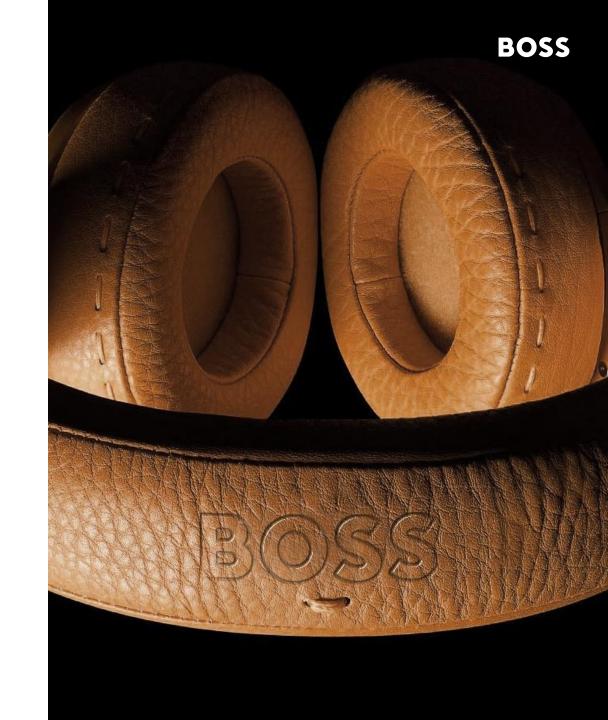
**BOSS** X TRAVEI



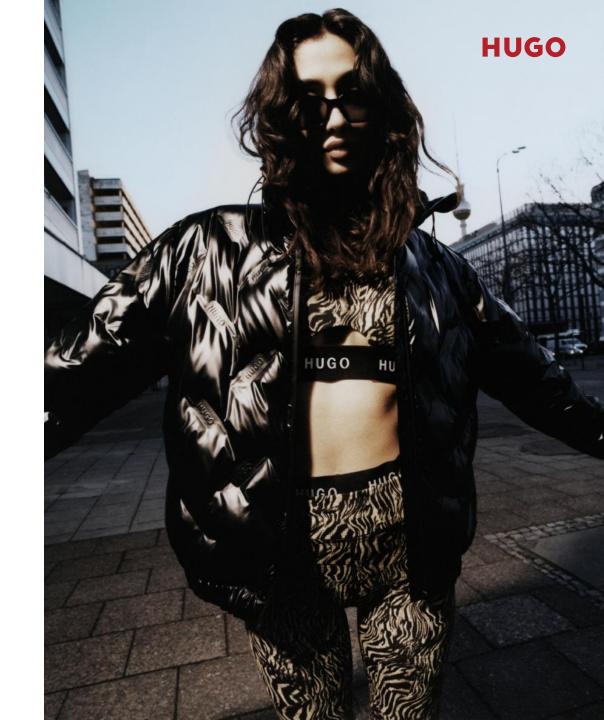
**BOSS** X CULTURE



**BOSS** X MUSIC



**HUGO** X SPORT



**HUGO** X MERCH









#### **CLAIM 5 STRATEGY**



# CLAIM PRODUCT ISKING

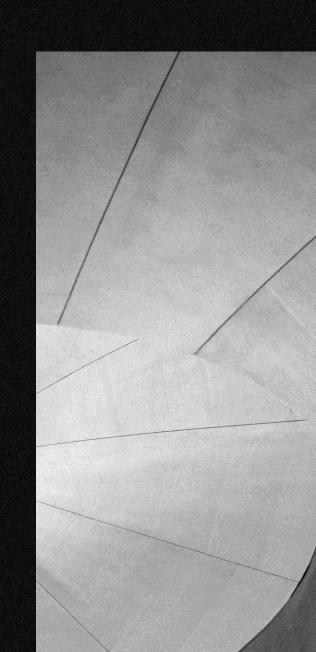


**HUGO BOSS** 



## 24/7 BRAND

DRESS ALL AGES
FROM HEAD TO TOE
FOR EVERY OCCASION



## HIGH PRODUCT VALUE AND COMPETITIVE PRICING

ENSURE
PREMIUM
QUALITY IN ALL
OUR PRODUCTS

CLEAR
POINT OF
DIFFERENCE
IN ALL OUR
PRODUCTS

COMPREHENSIVE FUNCTIONALITY AS AN INNOVATION DRIVER

SUSTAINABILITY
AS FUTURE
VALUE ACROSS
PRODUCT
PORTFOLIO

OFFER ATTRACTIVE PRICE-VALUE PROPOSITION

01

02

03

04

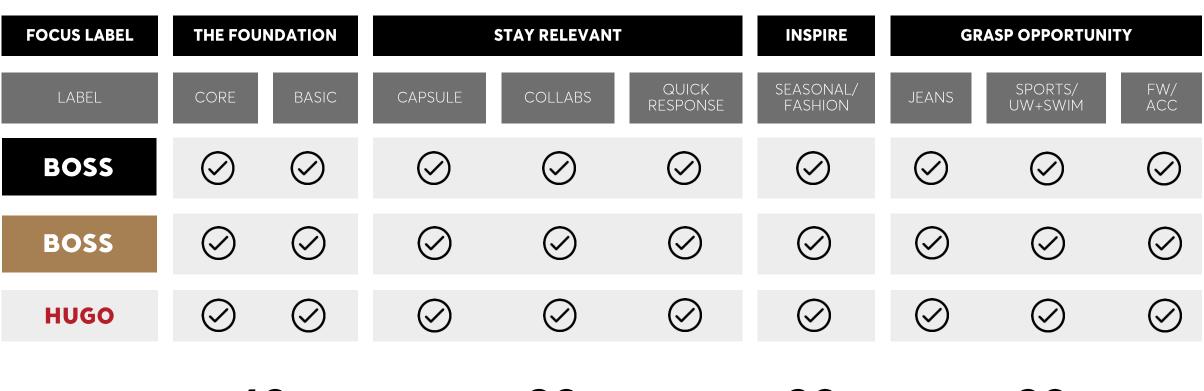
05

# HAVE A FOCUSED RANGE PLAN.

## PRODUCT IS KING!

#### **HUGO BOSS**

#### THE PRODUCT MATRIX



~ 40%

BESTSELLERS

~ 20%

CREATE A BUZZ

~ 20%

INSPIRATIONAL

~ 20%

**GROWTH POTENTIAL** 



## THE PRODUCT STRATEGY

Quality, casual chic, and restrained elegance paired with understatement refined with a pinch of luxury.

FROM TAILORED
TO MODERN
INNOVATIVE
LIFESTYLE

PRODUCTS TO WEAR 24/7 FROM MORNING TO EVENING CASUALIZATION AND COMFORT ARE KEY



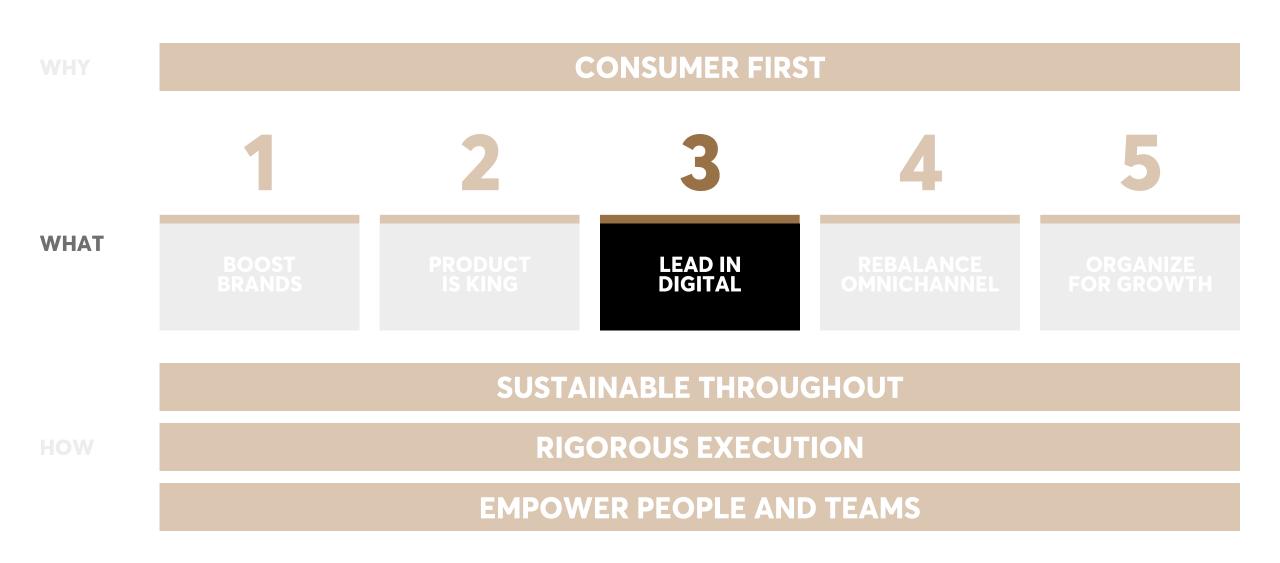
## THE PRODUCT STRATEGY

A broad range of commercial and contemporary pieces reflecting the authentic and unconventional HUGO style.

FIRST BRAND TOUCHPOINT FOR YOUNGER CONSUMERS SHARPEN THE PRODUCT RANGE BASED ON OWN BRAND IDENTITY

INCREASE SPEED
AND SEIZE
OPPORTUNITIES

#### **CLAIM 5 STRATEGY**

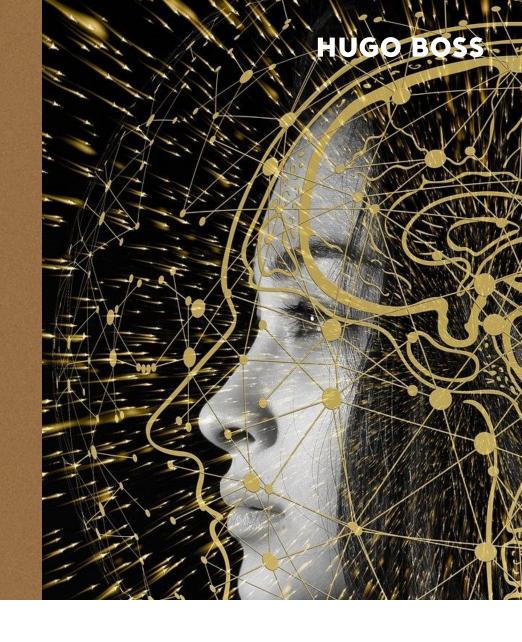


# CLAIM **FIEADIN** DIGITAL



**HUGO BOSS** 

IT'S ALL ABOUT HUMAN CREATIVITY AND DATA-DRIVEN INSIGHTS



## OUR ROADMAP TOWARDS BECOMING AUGMENTED THE ANALYTICS ROADMAP & KEY DELIVERABLES

01

### GET THE BASICS RIGHT

02

### CREATE NEW AND ACTIONABLE INSIGHTS

03

### APPLY AI & MACHINE LEARNING

CEO Dashboard CSO Dashboard Al-based product Single ... providing us Al-based pricing consolidated with a single and markdown rationalization & source of truth data platform ... recommendation development DYNAMIC **PRICING** Marketing Store Dashboard Performance Dashboard

#### **HUGO BOSS**

# DIGITAL STRATEGY ALONG THE VALUE CHAIN MULTIPLE MEASURES WITH FOCUS ON SPEED, PERSONALIZATION AND COSTS



Remote workplace & digital workstation

## NEW HEIGHTS VIA THE DIGITAL CAMPUS IN A PARTNERSHIP

01

## SPEED OF EXECUTION

We need to act sooner rather than later to achieve new heights with digital. 02

#### **SHORTCUT**

We have several areas to work on and need to realize that we do not yet have all the experience and expertise needed.

03

#### **FOCUS**

We need to focus on what we are good at.

04

#### COMPLEMEN-TATION OF SKILLS

We partner when others have more expertise and experience.

#### THE DIGITAL CAMPUS



#### **FRONT END**

Consumer-facing Product-orientated Strategy and decision making on every aspect

METZINGEN

HUGO BOSS

#### **BACK END**

Analytical, technical, and executional capacity and capability

PORTO

DIGITAL CAMPUS

# MASSIVE OPPORTUNITY DIGITAL TRACES ARE EVERYWHERE