

Employees  
**1,300**  
(approximate)

## KURT GEIGER

[www.kurtgeiger.com](http://www.kurtgeiger.com)

Footwear and accessories retailer

Acquired  
**February 2016**

HQ  
**UK**



### Developments in 2017

Kurt Geiger has performed strongly since it was acquired by Cinven in February 2016, with revenue growth driven by outperformance in eCommerce and luxury department stores.

Despite the UK consumer environment softening in 2017 as a result of several external economic and political factors, the business continued to perform well during the year. Contracts with key luxury department stores including Harrods and Selfridges were extended, and Christmas trading was particularly strong.

Following the acquisition, Cinven appointed Peter Bolliger as Chairman and has supported a number of other new hires. The strengthened team continues to implement Cinven's value creation initiatives.

### How we create value

Kurt Geiger is a leading UK footwear and accessories retailer and one of the largest retailers of luxury footwear in Europe. It has a diversified portfolio of footwear brands (own and third party) across a range of price points, which are sold through multiple channels including on-line (own sites and partner sites), department stores, own stores, international franchise stores and wholesale accounts. The own brands (Kurt Geiger, Carvela and MissKG) have strong brand equity with significant further potential to expand into new categories and geographies. Cinven's strategy is to accelerate the development of the eCommerce proposition for both Kurt Geiger's own brands and its concession partners, leverage unique relationships with store partners, improve margins and cash flow generation, and explore potential M&A and international expansion opportunities.