

interparfums

2008 sales

€265 million at current exchange rates (+9%)

€276 million at constant exchange rates (+14%)

BURBERRY

Christian Lacroix

LANVIN
PARIS

NICKEL

Paul Smith

QUIKSILVER

ROXY

S.T. Dupont
PARIS

Van Cleef & Arpels

2008: Sales on target

In 2008 the Group had consolidated sales of €264.9 million, up 9.4% at current exchange rates and 14.2% at constant exchange rates over 2007.

Millions of euros	2007	2008	08/07
Burberry	152.9	169.0	+10%
Lanvin	33.3	39.0	+17%
Van Cleef & Arpels	11.9	21.0	+77%
Paul Smith	18.0	13.4	-25%
S.T. Dupont	11.1	11.5	+3%
Quiksilver/Roxy	6.6	7.4	+12%
Nickel	3.3	2.7	-19%
Other	5.0	0.9	ns
Total	242.1	264.9	+9.4%

ns: not significant

Highlights by brand

- Burberry fragrances continued to expand with annual sales of nearly €170 million, up 10.5% at current exchange rates and 16.3% at constant exchange rates, driven by the successful worldwide launch of the new women's fragrance *Burberry The Beat* and the strength of the brand's existing lines;
- With sales advancing 17% to €39 million, Lanvin fragrances significantly exceeded the year's initial targets through steady performances by the *Eclat d'Arpège* line in the second half and the launches of the *Rumeur 2 Rose* line in the spring and the *Jeanne Lanvin* line in the fall;
- Van Cleef & Arpels fragrances also achieved excellent results with sales of €21 million, up 77% over 2007 in response to the solid performances by the *First* line and the launch of the new women's fragrance line, *Féerie*.

Highlights by region

- In a difficult market, launches of the *Burberry The Beat*, *Jeanne Lanvin* and *Féerie* lines contributed to good performances in France (+17%);
- Western Europe (excluding France) remained stable in light of the challenging conditions in the UK and Spain;
- The Middle East and Eastern Europe grew 30% and 28% respectively;
- North America grew 11% in volume (2% in value in light of the US dollar's weakness) despite the severity of the economic downturn in this region.

2008 annual results to be published on March 9, 2009 are expected to be in line overall with the most recent guidance.

2009: Reduced visibility for the beginning of the year

Given the slowdown in orders and a decline in sales experienced by distributors and retailers in the last two months, the company is cautious about the outlook for the year ahead.

Reflecting the combined impact of an unfavourable comparison base (from the very successful initial launch of the *Burberry The Beat* line in early 2008) and the current market environment, 2009 first quarter sales will significantly contract in relation to last year's first quarter. However, as this decline has already been factored into the annual budget, it does not modify targets for 2009.

The Company thus remains confident in the future, with its strategy based on a flexible and proactive business model, a high-quality portfolio of premium brands, a particularly solid balance sheet and exploring new opportunities for external growth.

Paris, January 22, 2009

Upcoming events

- Publication of 2008 results
March 9, 2009 (after the close of trading)
- Publication of 2009 first-quarter sales
April 23, 2009 (after the close of trading)

ITP
LISTED
NYSE
EURONEXT

Shareholder information
Tel.: +33 1 53 77 00 99

www.inter-parfums.fr

Investor relations - Inter Parfums SA
Philippe Santi, tel.: +33 1 53 77 00 00 psanti@inter-parfums.fr

Media relations - RLPV Conseil
Cyril Levy-Pey, tel.: +33 1 42 70 31 29 inter-parfums@rlpv.com

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