Burberry. Jimmy Choo. Lanvin. Montblanc. Nickel. Paul Smith. S.T. Dupont. Van Cleef \& Arpels. interparfums
Two thousand $\&$ ten first half report

## interparfums Two thousand $\&$ ten first half report

## CHAPTER ONE <br> Management report

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## 1. REVIEW OF OPERATIONS

Consolidated sales for the 2010 first half amounted to $€ 150.7$ million, advancing $24.3 \%$ at current exchange rates and $26 \%$ at constant exchange rates year-on-year but also $17.5 \%$ over the same period in 2008 and $17 \%$ above the 2010 budget.

With organic growth rates significantly higher than those of the overall market, the Group's brands have continued to add market share in all regions.

## 1.1 <br> Highlights by brand

| In $€$ millions | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Burberry | 77.8 | 98.1 |
| Lanvin | 19.0 | 22.9 |
| Van Cleef \& Arpels | 9.4 | 12.8 |
| Paul Smith | 5.4 | 5.9 |
| S.T. Dupont | 5.2 | 8.7 |
| Nickel | 1.1 | 1.2 |
| Other | 3.4 | 1.1 |
| Total | 121.3 | 150.7 |

Significant gains by the brand's long-established lines, steady performances by more recent top-selling lines (Burberry Brit and Burberry The Beat) and the launch of the Burberry Sport line ( $€ 25$ million in first half-year) fueled robust growth for Burberry fragrances with total sales for the first half approaching $€ 100$ million.
Lanvin fragrances, with no major launches during the period, accelerated its expansion, now sustained by two solidly-entrenched lines, Eclat d'Arpège (+48\%) and Jeanne Lanvin (+33\%).

Van Cleef \& Arpels fragrances, building on the positive performance of the Féerie line, has pursued its repositioning in the high-end segment with the launch of the Oriens line.

## 1.2 <br> Highlights by region

The new markets have confirmed their role as powerful growth drivers on strong gains in Asia ( $+39 \%$ ) and the Middle East ( $+22 \%$ ) while in Eastern Europe ( $+68 \%$ ) and South America ( $+67 \%$ ) market conditions are progressively returning to normal.
Western Europe (+15\%) and North America (+14\%) have for their part continued to deliver steady growth.

## 2.

CONSOLIDATED FINANCIAL HIGHLIGHTS

| In $€$ millions $\quad 0$ | 06/30/09 | 06/30/10 | 10/09 |
| :---: | :---: | :---: | :---: |
| Sales | 121.3 | 150.7 | +24\% |
| Gross margin | 71.6 | 92.8 | +30\% |
| \% of sales | 59.0\% | 61.5\% |  |
| Operating profit (loss) | s) 15.0 | 21.5 | +43\% |
| \% of sales | 12.4\% | 14.3\% |  |
| Net income | 11.5 | 12.9 | +12\% |
| \% of sales | 9,5\% | 8,5\% |  |

In line with our development strategy, the Group pursued marketing and advertising spending (+39\%) while successfully maintaining tight control of all production costs and selling expenses. As a result, first half operating profit surged $43 \%$ over last year's same period resulting in an operating margin of $14.3 \%$.

On this basis, the Group had net income of $€ 12.9$ million in the 2009 first half, gaining $12 \%$ year-on-year.

| In $€$ millions | $12 / 31 / 09$ | $06 / 30 / 10$ | $10 / 09$ |
| :--- | ---: | ---: | ---: |
| Shareholders' equity | 169.9 | 178.1 | $+5 \%$ |
| Borrowings | 20.5 | 16.4 | $-20 \%$ |
| Net cash | 66.2 | 47.0 | $-29 \%$ |

Sustained by strong underlying growth trends, the Group's financial position remains excellent with shareholders' equity of $€ 178$ million, cash (including certificates of deposit with maturities exceeding than three months) of more than $€ 67$ million and limited net debt of $€ 16$ million at June 30, 2010.
Through highly efficient management of accounts receivable and payable, operating working capital requirements ( $-€ 3$ million for the period) were not adversely affected by the seasonal rise in inventories.

## 3. <br> HALF YEAR MILESTONES

In January 2010, Inter Parfums SA and Montblanc International GmbH signed a license agreement to create, produce and distribute perfumes and ancillary products under the Montblanc brand. The inception date of this license agreement for ten and a half years was July 1, 2010.
In March and June 2010, Inter Parfums created two wholly-owned distribution subsidiaries in the United States and Singapore respectively, "Inter Parfums Luxury brands" and "Inter Parfums Singapore".

In June 2010, the company proceeded with its $11^{\text {d }}$ bonus issue on the basis of one new share for every ten shares held.

## 4. <br> RISK FACTORS <br> AND INFORMATION ON RELATED PARTIES

## 4.1 <br> Risk factors

Information on market risks and their management is presented in note 2.15 of the interim consolidated financial statements included in this report.

Other risk factors are of the same nature as those presented in section 3 "Risk factors" of the 2009 consolidated management report included in the registration document filed on April 1, 2010 with the French financial market authorities (Autorité des Marchés Financiers or AMF). There have been no significant changes in these risk factors in the 2010 first half.

## 4.2 <br> Related party transactions

In the first half, relations between Inter Parfums and affiliated companies remained comparable to those of fiscal year 2009 presented in Note 6 "Information on related parties" of the 2009 consolidated financial statements included in the registration document filed on April 1, 2010 with the AMF.
This was also the case for relations between members of the Management Committee and the Board of Directors.

## 5. <br> OUTLOOK

Significant events in the 2010 second half will include notably:

- the integration of the Montblanc fragrances;
- the launch of a complete make-up line under the Burberry brand;
- the launch of new fragrance lines under the Van Cleef \& Arpels, Lanvin and S.T. Dupont brands; - the launch an organic cosmetics line under the Nickel brand.
In light of these developments and the strong growth momentum of the first half, particularly in new markets, targets for 2010 full-year sales, now expected to exceed $€ 280$ million, have been raised.


## 6. <br> POST-CLOSING EVENTS

There have been no significant events to report following the close of the first half.

# CHAPTER TWO Conndensed Gonsolialated financial statements 

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## 1. <br> CONSOLIDATED INCOME STATEMENT

| In $€$ thousands, Except per share data which is in units | Notes | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: | :---: |
| Sales | 3.1 | 121,267 | 150,733 |
| Cost of sales | 3.2 | $(49,691)$ | $(57,977)$ |
| Gross margin |  | 71,576 | 92,756 |
| \% of sales |  | 59.0\% | 61.5\% |
| Selling expenses | 3.3 | $(52,275)$ | $(66,640)$ |
| Administrative expenses | 3.4 | $(4,262)$ | $(4,604)$ |
| Income from operations |  | 15,039 | 21,512 |
| \% of sales |  | 12.4\% | 14.3\% |
| Interest income |  | 99 | 128 |
| Interest and similar expenses |  | (939) | (681) |
| Net finance profits (costs) |  | (840) | (553) |
| Other interest income |  | 4,888 | 1,552 |
| Other interest expense |  | $(1,744)$ | $(3,715)$ |
| Net financial expense | 3.5 | 2,304 | $(2,716)$ |
| Income before income tax |  | 17,343 | 18,796 |
| \% of sales |  | 14.3\% | 12.5\% |
| Income tax | 3.6 | $(6,035)$ | $(6,348)$ |
| Effective tax rate |  | 34.8\% | 33.8\% |
| Net income before minority interests |  | 11,308 | 12,448 |
| \% of sales |  | 9.3\% | 8.3\% |
| Attributable to non-controlling shareholders |  | (192) | (431) |
| Attributable to equity holders of the parent |  | 11,500 | 12,879 |
| \% of sales |  | 9.5\% | 8.5\% |
| Basic earnings per share ${ }^{(1)}$ | 3.7 | 0.77 | 0.72 |
| Diluted earnings per share ${ }^{(1)}$ | 3.7 | 0.77 | 0.72 |

(1) Basic earnings per share and diluted earnings per share at June 30, 2009 were restated to eliminate the effects of the bonus share issue of June 20, 2010 on the basis of one new share for ten existing shares.
2.
OTHER COMPREHENSIVE INCOME

| In $€$ thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Available-for-sale assets | 80 | 214 |
| Currency hedges | $(2,725)$ |  |
| Gross income/(expense) recognized directly in equity | $(2,645)$ | 214 |
| Deferred tax | 910 | (74) |
| Net income/(expense) recognized directly in equity | $(1,735)$ | 140 |
| Consolidated net profit for the period | 11,308 | 12,448 |
| Total recognized income and expense for the period | 9,573 | 12,588 |
| Attributable to non-controlling shareholders | (192) | (431) |
| Attributable to equity holders of the parent | 9,765 | 13,019 |

## 3. CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

| In $€$ thousands | Notes | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: | :---: |
| Non-current assets |  |  |  |
| Net trademarks and other intangible assets | 2.1 | 56,455 | 56,472 |
| Net goodwill | 2.2 | 2,613 | 2,613 |
| Net property, plant, equipment | 2.3 | 5,515 | 6,062 |
| Long-term investments |  | 816 | 1,216 |
| Other non-current financial assets |  | 70 | 284 |
| Deferred tax assets | 2.11 | 2,620 | 2,558 |
| Total non-current assets |  | 68,089 | 69,205 |
| Current assets |  |  |  |
| Inventories and work in progress | 2.4 | 45,110 | 62,989 |
| Trade receivables and related accounts | 2.5 | 66,033 | 78,483 |
| Current income tax assets |  | - | - |
| Other receivables | 2.6 | 7,480 | 3,163 |
| Current financial assets | 2.7 | - | 20,300 |
| Cash and cash equivalents | 2.8 | 66,873 | 49,015 |
| Total current assets |  | 185,496 | 213,950 |
| Total assets |  | 253,585 | 283,155 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| In $€$ thousands | Notes | 12/31/09 | 06/30/10 |
| Shareholders' equity |  |  |  |
| Common stock |  | 48,671 | 53,778 |
| Additional paid-in capital |  | 1,205 | - |
| Retained earnings |  | 97,327 | 111,398 |
| Net income for the year |  | 22,647 | 12,879 |
| Total group shareholders' equity |  | 169,850 | 178,055 |
| Non-controlling interests |  | 109 | (305) |
| Total shareholders' equity | 2.9 | 169,959 | 177,750 |
| Non current liabilities |  |  |  |
| Provisions for non-current commitments | 2.10 | 1,131 | 1,231 |
| Non-current borrowings | 2.11 | 11,896 | 7,753 |
| Deferred tax liabilities | 2.12 | 2,185 | 1,419 |
| Total non-current liabilities |  | 15,212 | 10,403 |
| Current liabilities |  |  |  |
| Trade payables and related accounts |  | 41,809 | 62,207 |
| Current borrowings | 2.11 | 8,647 | 8,626 |
| Other commitments and contingencies | 2.10 | 1,063 | 1,327 |
| Current income tax liabilities |  | 1,100 | 2,087 |
| Short-term bank loans |  | 672 | 2,038 |
| Other liabilities | 2.13 | 15,123 | 18,717 |
| Total current liabilities |  | 68,414 | 95,002 |
| Total shareholders' equity and liabilities |  | 253,585 | 283,155 |

4. 

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| In $€$ thousands | Number of share | Common stock | Paid-in capital | Retained earnings \& net income |  Tot <br> Group Non <br> share controlling  <br> Interests  |  | al equity Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, 2008 restated 1 | 13,351,605 | 40,176 | 265 | 113,995 | 154,436 | (166) | 154,270 |
| Bonus share issue | 2,678,942 | 8,037 | (286) | $(7,751)$ |  |  | - |
| Shares issued on exercise of stock options | 152,591 | 458 | 1,226 | - | 1,684 | - | 1,684 |
| 2009 net income |  | - |  | 22,647 | 22,647 | 145 | 22,792 |
| 2008 dividend paid in 2009 | - | - | - | $(5,061)$ | $(5,061)$ |  | $(5,061)$ |
| Treasury shares | 3,177 | - | - | 162 | 162 |  | 162 |
| Stock based compensation | - | - | - | 208 | 208 | - | 208 |
| Remeasurement of financial instruments at fair value | - | - | - | $(4,220)$ | $(4,220)$ | - | $(4,220)$ |
| Changes in the scope of consolidati | tion | - | - | - | - | 135 | 135 |
| Translation adjustments |  |  |  | (11) | (11) | (3) | (14) |
| Other changes | - | - | - | 5 | 5 | (2) | 3 |
|  | 16,186, | 48,671 | 1,205 | 119, | 169.850 | 109 | 169,959 |
| Bonus share issue | 1,637,865 | 4,913 | $(3,648)$ | $(1,265)$ |  |  |  |
| Shares issued on exercise of stock options | 171,511 | 515 | 2,595 |  | 3,110 | - | 3,110 |
| Capital decrease | $(107,150)$ | (322) | (152) | $(1,865)$ | $(2,339)$ |  | $(2,339)$ |
| 2010 half-year net income | - | - | - | 12,879 | 12,879 | (431) | 12,448 |
| 2009 dividend paid in 2010 | - | - | - | $(6,319)$ | $(6,319)$ | - | $(6,319)$ |
| Treasury shares | 14,115 | - | - | 309 | 309 | - | 309 |
| Stock based compensation | - | - | - | 94 | 94 | - | 94 |
| Remeasurement of instruments securities at fair value | - | - | - | 140 | 140 | - | 140 |
| Changes in the scope of consolidati | tion | - | - | - | - | - |  |
| Translation adjustments |  |  |  | 316 | 316 | 3 | 319 |
| Other changes | - | - | - | 15 | 15 | 14 | 29 |
|  | 17,902, | 53,777 | 0 | 124, | 178.055 | (305) | 177.750 |
| As of December 31, 2008 restated 1 | 13,351,605 | 40,176 | 265 | 113,995 | 154,436 | (166) | 154,270 |
| Bonus share issue | 2,678,942 | 8,037 | (286) | $(7,751)$ | - | - |  |
| Shares issued on exercise of stock options | 16,370 | 49 | 117 | - | 166 | - | 166 |
| 2009 half-year net income | - | - | - | 11,500 | 11,500 | (192) | 11,308 |
| 2008 dividend paid in 2009 | - | - | - | $(5,061)$ | $(5,061)$ |  | $(5,061)$ |
| Treasury shares | $(7,814)$ | - | - | (29) | (29) | - | (29) |
| Stock based compensation | - | - | - | 127 | 127 | - | 127 |
| Remeasurement of financial instruments at fair value | - | - | - | $(1,735)$ | $(1,735)$ | - | $(1,735)$ |
| Changes in the scope of consolidati | tion | - | - | - | - | - | - |
| Other changes | - | - | - | (62) | (62) | (8) | (70) |
| As of June 30, 2009 ${ }^{(1)}$.................................................. | 16,039,103 | 48,262 | 96 | 110,984 | 159,342 | (366) | 158,976 |

[^0]
## 5. CONSOLIDATED STATEMENT OF CASH FLOWS

| In $€$ thousands | 06/30/09 | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |
| Net income before minority interests | 11,308 | 22,792 | 12,448 |
| Depreciation, amortization and other | (449) | 4,621 | 5,750 |
| Capital (gains) losses on fixed assets disposals |  |  |  |
| Net finance costs | (840) | $(1,176)$ | (553) |
| Tax charge of the period | 6,035 | 11,972 | 6,348 |
| Operating cash flows | 16,054 | 38,209 | 23,993 |
| Interest expense | (950) | $(1,759)$ | (774) |
| Tax payments | $(4,188)$ | $(9,304)$ | $(6,158)$ |
| Cash flow after interest expense and tax | 10,916 | 27,146 | 17,061 |
| Change in inventories and work in progress | 4,439 | 24,598 | $(18,504)$ |
| Change in trade receivables and related accounts | 3,779 | 14,485 | $(12,411)$ |
| Change in other receivables | (856) | $(1,241)$ | 2,325 |
| Change in trade payables and related accounts | $(12,097)$ | $(11,057)$ | 20,398 |
| Change in other current liabilities | 2,353 | 2,371 | 5,046 |
| Change in working capital needs | $(2,382)$ | 29,156 | $(3,146)$ |
| Net cash flows provided by (used in) operating activities | 8,534 | 56,302 | 13,915 |
| Cash flows from investing activities |  |  |  |
| Acquisition of intangible assets | (248) | (614) | $(1,643)$ |
| Acquisition of property, plant \& equipment | $(1,975)$ | $(2,876)$ | $(1,569)$ |
| Acquisition of marketable securities ( +3 months) | - | - | $(20,300)$ |
| Changes in the scope of consolidation | - | 135 |  |
| Changes in non current financial assets | (29) | (408) | (400) |
| Net cash flows provided by (used in) investing activities | $(2,252)$ | $(3,763)$ | $(23,912)$ |
| Cash flow from financing activities |  |  |  |
| Issuance of borrowings and new financial debt | - | - |  |
| Debt repayments | $(5,589)$ | $(9,470)$ | $(4,061)$ |
| Dividends paid | $(5,061)$ | $(5,061)$ | $(6,319)$ |
| Capital increases | 166 | 1,684 | 771 |
| Treasury shares | (66) | 205 | 382 |
| Net cash flows provided by (used in) financing activities | $(10,550)$ | $(12,642)$ | $(9,227)$ |
| Change in net cash | $(4,268)$ | 39,897 | $(19,224)$ |
| Cash and cash equivalents - beginning of year | 26,304 | 26,304 | 66,201 |
| Cash and cash equivalent - end of year | 22,036 | 66,201 | 46,977. |

The reconciliation of net cash breaks down as follows:

| In $€$ thousands | 06/30/09 | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 25,397 | 66,873 | 49,015 |
| Short-term bank loans | $(3,361)$ | (672) | $(2,038)$ |
| Net cash at the end of the period | 22,036 | 66,201 | 46,977 |

# CHADTER THREE Notes of the Gonsligated hinancial statements 

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## 1. <br> ACCOUNTING PRINCIPLES

## 1.1 <br> Statement of compliance

The condensed interim consolidated financial statements of June 30, 2010 were approved by the Board of Directors on September 2, 2010. They have been prepared in compliance with EC regulations 1606/2002 of July 19, 2002 on international accounting standards and notably IAS 34 on interim financial reporting as endorsed by the European Union. These standards have been consistently applied over the periods presented herein and the interim financial statements were prepared on the basis of these same rules and methods used to produce the annual financial statements.

This condensed interim financial report must be read in conjunction with the consolidated annual financial statements for the fiscal year ended December 31, 2009. In addition, the comparability of interim and annual financial statements may be affected by seasonal trends of the Group business and notably the impact of launch phases of new fragrance lines.
Financial information presented herein has been based on:

- IFRS standards and interpretations whose application was mandatory starting in 2005; - options retained and exemptions used by the Group for the preparation of IFRS consolidated financial statements.


## 1.2 <br> Changes in accounting standards

Standards, amendments and interpretations that concerned Inter Parfums were applied starting July 1, 2009. These included:

- Amendment to IAS 39 "Financial instruments:
recognition and measurement - eligible hedged items"; - Amendment to IFRS 1 "First-time adoption of IFRS - revision of the structure of the standard"; - Amendment to IFRS 7 and IAS 39 "reclassification of financial assets".

New standards, amendments and interpretations that concerned Inter Parfums were applied starting July 1, 2010. These included:

- Amendment to IFRS 2 "Group cash-settled share-based payment transactions".

These standards, amendments and interpretations do not have a material effect on the company's consolidated financial statements.

## 1.3

## Basis of consolidation

All Group subsidiaries are fully consolidated. These include Inter Parfums Deutschland GmbH, Inter España Parfums and Cosmetiques SL, Inter Parfums Srl, Inter Parfums Ltd, Inter Parfums Suisse, Inter Parfums Singapore and Inter Parfums Luxury Brands.

Inter Parfums Singapore and Inter Parfums Luxury Brands created in the 2010 first half were consolidated as of June 30, 2010.

| Inter Parfums SA |  |  |
| :--- | ---: | ---: |
| ....................................................................................... |  |  |
| contrand |  |  |
| Inter Parfums Suisse Sarl | Switzerland | $100 \%$ |
| Inter Parfums Singapore | Singapor | $100 \%$ |
| Inter Parfums Luxury Brands | United States | $100 \%$ |
| Inter Parfums Deutschland GmbH | Germany | $51 \%$ |
| Inter España Parfums et Cosmetiques SL | Spain | $51 \%$ |
| Inter Parfums Srl | Italy | $51 \%$ |
| Inter Parfums Ltd | United Kingdom | $51 \%$ |

Subsidiaries' financial statements are prepared on the basis of the same accounting period as the parent company. The fiscal year covers the 12 month period ending on December 31.

## 2. <br> NOTES TO THE BALANCE SHEET

## 2.1 <br> Trademarks and other intangible assets

| In $€$ thousands | 12/31/09 | + | - | 06/30/10 |
| :---: | :---: | :---: | :---: | :---: |
| Cost |  |  |  |  |
| Indefinite life intangible assets |  |  |  |  |
| Nickel trademark | 2,133 | - | - | 2,133 |
| Lanvin trademark | 36,323 | - | - | 36,323 |
| Finite life intangible assets |  |  |  |  |
| S.T. Dupont upfront license fee | 1,219 | - | - | 1,219 |
| Burberry upfront license fee | 5,000 | - | - | 5,000 |
| Montblanc upfront license fee | - | 1,000 | - | 1,000 |
| Van Cleef \& Arpels upfront license fee | 18,250 | - | - | 18,250 |
| Quiksilver acquisition cost | 490 | - | - | 490 |
| Other intangible assets |  |  |  |  |
| Rights on molds for bottles | 9,270 | 375 | - | 9,645 |
| Registration of trademarks | 440 | - | - | 440 |
| Other | 549 | 269 | - | 818 |
| Total cost | 73,674 | 1,644 | - | 75,318 |

## Amortization and depreciation

Indefinite life intangible assets
Nickel trademark
(384)

Finite life intangible assets
S.T. Dupont upfront license fee

| $(1,124)$ | $(31)$ | - | $(1,155)$ |
| ---: | ---: | ---: | ---: |
| $(2,026)$ | $(223)$ | - | $(2,249)$ |
| $(4,563)$ | $(754)$ | - | $(5,317)$ |
| $(273)$ | $(217)$ | - | $(490)$ |

Van Cleef \& Arpels upfront license fee
(273)
(217)
(490)

Other intangible assets

| Rights on molds for bottles | $(7,978)$ | $(370)$ | - | $(8,348)$ |
| :--- | ---: | ---: | ---: | ---: |
| Registration of trademarks | $(440)$ | - | - | $(440)$ |
| Other | $(431)$ | $(32)$ | - | $(463)$ |

Other
(32)
(463)

| Total amortization and depreciation | $(17,219)$ | $(1,627)$ | - | $(18,846)$ |
| :---: | :---: | :---: | :---: | :---: |
| Total | 56,455 | 17 | - | 56,472 |

In the absence of any indication of impairment, indefinite life intangible assets were not revalued on June 30, 2010.

## 2.2 <br> Goodwill

Goodwill results from the acquisition of Nickel.
After being tested for impairment on December 31, 2009, an impairment charge of $€ 1,201,00$ was recognized. For the period from January 1 to June 30, 2010, there were no further indications of impairment. The total amount recognized in the balance sheet of $€ 2,589,000$ has in consequence been maintained.

| 2.3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Property, plant and equipment |  |  |  |  |
| In $€$ thousands | 12/31/09 | $+$ | - | 06/30/10 |
| Cost |  |  |  |  |
| Fixtures, improvements, fittings | 5,672 | 730 | - | 6,402 |
| Office and computer equipment and furniture | 1,496 | 130 | - | 1,626 |
| Molds for caps | 6,113 | 546 | - | 6,659 |
| Other ${ }^{(1)}$ | 668 | 133 | - | 801 |
| Total cost | 13,949 | 1,539 | - | 15,488 |
| Accumulated and depreciations ${ }^{(1)}$ | $(8,434)$ | (992) | - | $(9,426)$ |
| Total | 5,515 | 547 | - | 6,062 |

(1) Including fixed assets held under finance leases (vehicles) for a gross amount of $€ 384,000$ and depreciation expenses of $€ 139,000$.

## 2.4

Inventories and work in progress

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Raw materials and components | 16,538 | 26,001 |
| Finished goods | 32,487 | 41,222 |
| Total cost | 49,025 | 67,223 |
| Allowance for raw materials | (129) | (849) |
| Allowance for finished goods | $(3,786)$ | $(3,385)$ |
| Total provisions | $(3,915)$ | $(4,234)$ |
| Total | 45,110 | 62,989 |

## 2.5 <br> Trade receivables and related accounts

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Total cost | 67,251 | 79,661 |
| Provisions | $(1,218)$ | $(1,178)$ |
| Total | 66,033 | 78,483 |

Maturities for trade receivables break down as follows:

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Not due | 50,545 | 66,962 |
| 0-90 days | 14,767 | 10,690 |
| 31-60 days | 687 | 753 |
| 181-360 days | 816 | 526 |
| More than 360 days | 436 | 730 |
| Total cost | 67,251 | 79,661 |

## 2.6

## Other receivables

| In $€$ € thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Accruals | 1,130 | 1,700 |
| Holding current accounts | 528 | - |
| Value-added tax | 1,093 | 747 |
| Hedging instruments ${ }^{(1)}$ | 3,912 | - |
| Other | 817 | 716 |
| Total | 7,480 | 3,163 |

(1) Hedging instruments include the market value of those implemented at the end of 2008 to hedge budgeted sales in US dollars for 2009.

## 2.7 <br> Current financial assets

Current financial assets consist of investments in the form of certificates of deposits with maturities of more than three months.

## 2.8 <br> Cash and cash equivalents

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Certificates of deposit (less than 3 months) | 44,629 | 28,900 |
| Money-market mutual funds | 16,823 | 16,889 |
| Bank accounts | 5,421 | 3,226 |
| Cash and cash equivalents | 66,873 | 49,015 |

Items under this heading that were reviewed in respect to the position of the French association of corporate treasurers (AFTE/EFG) are subject to an insignificant risk of a change in value. Short-term investments are measured at market value on every closing date.

## 2.9 <br> Shareholders' equity

### 2.9.1 <br> Common stock

As of June 30, 2010, Inter Parfums' capital was comprised of $17,925,739$ shares fully paid-up with a par value of $€ 3,74.15 \%$-held by Inter Parfums Holding.
For the period under review, capital increases result from the exercise of stock options for 171,511 shares and the capital increase in connection with the bonus issue of June 20, 2010 for $1,637,865$ shares on the basis of one new share for every ten shares held.

For the period, the reduction in capital resulted from the repurchase of shares of the company for cancellation of 107,150 shares at June 30, 2010.

### 2.9.2 <br> Stock option plans

The managers and employees of Inter Parfums and its subsidiaries benefit regularly from stock option plans.
The characteristics of plans currently in force are as follows:

| Plans | Number of <br> beneficiaries | Number of <br> shares granted <br> exercises |
| :--- | ---: | ---: | ---: | ---: | ---: |$~$| Grant |
| :---: |
| date |$\quad$| Vesting |
| ---: |
| period | | Subscription |
| ---: |
| price ${ }^{(1)}$ |

(1) Subscription price adjusted for bonus issues.

In February 2008, all employees of the company benefited from a stock option plan created by the parent Inter Parfums Inc. This plan was recognized in accordance with IFRIC 11 and is charged to Inter Parfums SA by the parent company.
In the period, changes in plans issued by Inter Parfums SA break down as follows:

| Plans | Options outstanding $12 / 31 / 09$ | Conversions in the period | Bonus share grants | Cancellations in the period | $\begin{array}{r} \text { Options } \\ \text { outstanding } \\ \text { at } \\ 06 / 30 / 10 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan 2004 | 153,736 | $(148,464)$ | - | $(5,272)$ | - |
| Plan 2005 | 154,296 | $(22,726)$ | 14,347 | (353) | 145,564 |
| Plan 2006 | 152,436 | (321) | 15,234 | - | 167,349 |
| Plan 2009 | 87,000 | - | 8,690 | (100) | 95,590 |
|  | 547,468 | $(171,511)$ | 38,271 | $(5,725)$ | 408,503 |

At June 30, 2010, the potential number of Inter Parfums SA shares that may be created is 408,503 .
Benefits granted to employees in the form of stock options recognized as additional compensation, in accordance with IFRS 2, were calculated using the Black \& Scholes model. The impact of this calculation, including the US plan, represents an expense spread over the duration of the vesting period. This expense was $€ 183,000$ for the 2010 first half and $€ 234,000$ for the same period in 2009.

The estimated of the fair value of each stock option based on the Black \& Scholes model is calculated on the grant date according to the following assumptions:
$\left.\begin{array}{lrrrrr}\text { Plans } & \begin{array}{r}\text { Fair value } \\ \text { of the } \\ \text { options }\end{array}\end{array} \begin{array}{r}\text { Risk-free } \\ \text { interest rate }\end{array} \quad \begin{array}{r}\text { Dividend } \\ \text { yield }\end{array} \quad \begin{array}{r}\text { Volatility } \\ \text { rate }\end{array} \begin{array}{r}\text { Share price } \\ \text { retained } \\ \text { for the }\end{array}\right)$

[^1]For all these plans, the stock options have terms of six years.

### 2.9.3 <br> Treasury stocks

Within the framework of the share repurchase program authorized by the French financial market authority (Autorité des Marchés Financiers) on 23 April 2010, 23,083 Inter Parfums shares were held by the company as of June 30, 2010.

Changes in the period break down as follows:

| In $€$ thousands | Number of shares | Book value |
| :---: | :---: | :---: |
| At December 31, 2009 | 37,198 | 648 |
| Acquisitions | 72,256 | 1,568 |
| Bonus issue of June 20, 2010 | 2,483 | - |
| Sales | $(88,854)$ | $(1,736)$ |
| At June 30, 2010 | 23,083 | 480 |

Management of the share repurchase program is assured by an investment services provider within the framework of a liquidity agreement in compliance with the conduct of business rules of the French association of investment firms (AFEI).

Purchases of shares under this program are subject to the following conditions:

- the maximum purchase price is $€ 40$ per share, excluding execution costs;
- the total number of shares acquired may not exceed $5 \%$ of the capital stock outstanding.


### 2.9.4

Non-controlling interests
Non-controlling interests that concern the percentage not held (49\%) in the European subsidiaries (Inter Parfums Deutschland GmbH, Inter España Parfums et Cosmetiques SL, Inter Parfums Srl and Inter Parfums Ltd) break down as follows:

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Reserves attributable to non-controlling interests | (36) | 126 |
| Earnings attributable to non-controlling interests | 145 | (431) |
| Non-controlling interests | 109 | (305) |

Non-controlling shareholders have an irrevocable obligation and the ability to offset losses by an additional investment.

### 2.9.5 <br> Information on equity

The company is not subject to specific regulatory or contractual obligations in respect to capital stock.
In compliance with the provisions of article L. 225-123 of the French Commercial Code, the shareholders' meeting of September 29, 1995 decided to create shares carrying a double voting right. These shares must be fully paid up and recorded in the company's share register in registered form for at least three years.
Since 1998, the company has adopted a policy of distributing dividends that today represent between $20 \%$ $25 \%$ of consolidated earnings, destined to reward shareholders while at the same time associating them with the Group's expansion. In early May 2010, a dividend of $€ 0.39$ per share was paid or a total of $€ 6.3$ million.

With respect to financing, given the Group's significant shareholders equity and low gearing, financing for significant operations required by the Group was obtained from banks through medium-term loans.
In addition to the company's commitment with lending institutions to comply with contractual covenants, the level of consolidated shareholders' equity is regularly monitored to ensure the company maintains sufficient financial flexibility to take advantage of all potential opportunities for external growth.

### 2.10

Commitments and contingencies

| In € thousands | 12/31/09 | + | Provisions used in the period | Reversal or unused provision | 06/30/10 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Reserves for retirement severance payments | 1,131 | 100 | - | - | 1,231 |
| Non-current provisions | 1,131 | 100 | - | - | 1,231 |
| Provisions for contingencies | 1,063 | 854 | - | (590) | 1,327 |
| Current provisions | 2,194 | 954 | - | (590) | 2,558 |

Provisions for contingencies related to the favorable settlement in the 2010 first half of sales-related disputes.
Allowances for provisions for contingencies represented primarily accruals for tax.

### 2.11 <br> Borrowings and other financial debt

### 2.11.1

Borrowings by maturity and rate

| In $€$ thousands | Total | < 1 year | 1 to 5 years | $>5$ years |
| :---: | :---: | :---: | :---: | :---: |
| Floating-rate (3M Euribor) | 10,319 | 4,698 | 5,621 | - |
| Fixed rate | 5,790 | 3,820 | 1,970 | - |
| Automobile leases | 270 | 108 | 162 | - |
| Bank overdrafts | $(2,038)$ | $(2,038)$ | - | - |
| Total at June 30, 2010 | 14,341 | 6,588 | 7,753 | - |
| In $€$ € thousands | Total | < 1 ¢ 1 year | 1 to 5 years | > 5 y years |
| Floating-rate (3M Euribor) | 12,622 | 4,811 | 7,811 | - |
| Fixed rate | 7,643 | 3,744 | 3,899 | - |
| Automobile leases | 278 | 92 | 186 | - |
| Bank overdrafts | 672 | 672 | - | - |
| Total at December 31, 2009 | 21,215 | 9,319 | 11,896 | - |

All borrowings are in euros.

### 2.11.2

Analysis of borrowings


### 2.11.3

## Additional disclosures

The floating-rate portion of the Lanvin debt contracted in June 2004 was covered by a swap.
This swap at 12 -month Euribor at year-end included a floor of $2.10 \%$ and a cap of $3.85 \%$.
At June 30, 2009, this loan was fully reimbursed and the corresponding swap position was closed out.
The floating-rate portion of the Lanvin debt contracted in September 2007 was also covered by a swap against a fixed rate of $4.42 \%$.

At June 30, 2010, on the basis of a notional amount of $€ 9.9$ million, a gain of $€ 103,000$ in connection with this swap was recognized in the income statement and for which the Group did not apply hedge accounting in accordance with IAS 39. The market value of the swap position at June 30, 2010 represented a negative balance for the company $€ 419,000$.

### 2.11.4 <br> Covenants

The loans obtained by the parent company are subject to the following covenant ratios:

- net debt to net equity;
- net debt to cash flow.

These ratios are calculated by the company every year.
At the end of 2009, all conditions required by these covenants were met with ratios considerably below the contractual limits. As a result, the Group has considerable financial flexibility in respect to these commitments.

### 2.12

## Current and deferred tax

The standard effective interest rate applied country by country is used to calculate the tax charge for all periods.
Deferred taxes arise mainly from timing differences between financial accounting and tax accounting. Deferred taxes from consolidation adjustments and loss carryforwards are recovered as follows:

| In $€$ thousands | 12/31/09 | Changes <br> through <br> reserves | Changes <br> through <br> income | $06 / 30 / 10$ |
| :--- | ---: | ---: | ---: | ---: | ---: |

### 2.13 <br> Other short-term liabilities

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Accrued credit notes | 2,884 | 3,364 |
| Company current accounts | - | 179 |
| Tax and employee-related liabilities | 8,362 | 6,400 |
| Accrued royalty payments | 2,927 | 3,912 |
| Montblanc debt | - | 1,000 |
| Hedging instruments |  | 2,134 |
| Other liabilities | 950 | 1,728 |
|  | 15,123 | 18,7, |

### 2.14 <br> Financial instruments

### 2.14.1 <br> Breakdown by category of financial assets and liabilities

The following table presents financial instruments in the balance sheet according to the categories provided for under IAS 39.

| In $€$ thousands <br> At June 30, 2010 | Notes | Carrying value | $\begin{aligned} & \text { Fair } \\ & \text { value } \end{aligned}$ | Fair value through profit or loss | Available for sale assets | Loans \& receivables or payables | Derivatives |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other non-current financial assets |  | 1,500 | 1,500 | - | 284 | 1,216 | - |
| Trade receivables and related accounts | 2.5 | 78,483 | 78,483 | - | - | 76,401 | 2,082 |
| Other receivables | 2.6 | 3,163 | 3,163 | - | - | 3,163 |  |
| Current financial assets | 2.7 | 20,300 | 20,300 | - | - | 20,300 | - |
| Cash and cash equivalents | 2.8 | 49,015 | 49,015 | - | - | 49,015 | - |
| Assets |  | 152,461 | 152,461 | - | 284 | 150,095 | 2,082 |
| Borrowings | 2.11 | 16,379 | 16,285 | 419 | - | 15,960 | - |
| Trade payables and related accounts |  | 62,207 | 62,207 | - | - | 62,207 | - |
| Short-term bank loans | 2.11 | 2,038 | 2,038 | - | - | 2,038 | - |
| Other liabilities | 2.13 | 18,717 | 18,717 | - | - | 16,607 | 2,110 |
| Liabilities |  | 99,341 | 99,247 | 419 | - | 96,812 | 2,110 |
| In $€$ thousands <br> At December 31, 2009 | Notes | Carrying value | Fair value | Fair value through profit or loss | Available for sale assets | Loans \& receivables or payables | Derivatives |
| Other non-current financial assets |  | 886 | 886 | - | 70 | 816 | - |
| Trade receivables and related accounts | 2.5 | 66,033 | 66,033 | - | - | 67,888 | $(1,855)$ |
| Other receivables | 2.6 | 7,480 | 7,480 | - | - | 3,568 | 3,912 |
| Cash and cash equivalents | 2.8 | 66,873 | 66,873 | - | - | 66,873 | - |
| Assets |  | 141,272 | 141,272 | - | 70 | 139,145 | 2,057 |
| Borrowings | 2.11 | 20,543 | 20,391 | 522 | - | 20,021 | - |
| Trade payables and related accounts |  | 41,809 | 41,809 | - | - | 41,809 | - |
| Short-term bank loans | 2.11 | 672 | 672 | - | - | 672 | - |
| Other liabilities | 2.13 | 15,123 | 15,123 | - | - | 15,123 | - |
| Liabilities |  | 78,147 | 77,995 | 522 | - | 77,625 | - |

### 2.14.2

Breakdown by method for measuring financial assets and liabilities
Financial instruments are broken down according to different levels of fair value defined by the amendment to IFRS 7.

| In $€$ thousands <br> At June 30, 2010 | Carrying value | Fair value | Quoted prices <br> (level 1) | Internal model based on directly observable market inputs (level 2) | Prices not based on observable market data <br> (level 3) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other non-current financial assets | 1,500 | 1,500 | 284 | 1,216 |  |
| Trade receivables and related accounts | 78,483 | 78,483 | - | 78,483 | - |
| Other receivables | 3,163 | 3,163 |  | 3,163 |  |
| Current financial assets | 20,300 | 20,300 | - | 20,300 | - |
| Cash and cash equivalents | 49,015 | 49,015 | - | 49,015 | - |
| Actifs | 152,461 | 152,461 | 284 | 152,177 | - |
| Borrowings | 16,379 | 16,285 | - | 16,379 | - |
| Trade payables and related accounts | 62,207 | 62,207 | - | 62,207 |  |
| Short-term bank loans | 2,038 | 2,038 | - | 2,038 | - |
| Other liabilities | 18,717 | 18,717 |  | 18,717 | - |
| Liabilities | 99,341 | 99,247 | - | 99,341 | - |
| In $€$ thousands <br> At December 31, 2009 | Carrying value | Fair value | Quoted prices <br> (level 1) | Internal model based on directly observable market inputs (level 2) | Prices not based on observable market data <br> (level 3) |
| Other non-current financial assets | 886 | 886 | 70 | 816 |  |
| Trade receivables and related accounts | 66,033 | 66,033 | - | 66,033 | - |
| Other receivables | 7,480 | 7,480 | - | 7,480 | - |
| Cash and cash equivalents | 66,873 | 66,873 | - | 66,873 | - |
| Assets | 141,272 | 141,272 | 70 | 141,202 | - |
| Borrowings | 20,543 | 20,391 | - | 20,543 | - |
| Trade payables and related accounts | 41,809 | 41,809 | - | 41,809 | - |
| Short-term bank loans | 672 | 672 | - | 672 | - |
| Other liabilities | 15,123 | 15,123 |  | 15,123 | - |
| Liabilities | 78,147 | 77,995 | - | 78,147 | - |

### 2.15 <br> Risk management

The primary risks related to the Group's business and organization result from interest rate and foreign exchange rate exposures that are hedged using derivative financial instruments. The potential impacts of other risks on the company's financials are not material.

### 2.15 .1 <br> Interest rate risks

The Group's interest rate exposure is related principally to debt. The objective of the Group's policy is to ensure a stable level of financial expense through the use of hedges in the form of interest rate swaps (fixed rate swaps).

These financial instruments are not eligible for hedge accounting under IAS 39. The Group nevertheless considers that these transactions are not speculative in nature and are necessary to effectively manage its interest rate exposure.

### 2.15.2

## Liquidity risk

The net position of financial assets and liabilities by maturity is as follows:

| In $€$ thousands | < 1 year | 1 to 5 years | $>5$ years |
| :---: | :---: | :---: | :---: |
| Financial assets | 66,089 | 284 | - |
| Financial liabilities | $(8,329)$ | $(7,631)$ | - |
| Net position before hedging | 57,760 | $(7,347)$ | - |
| Hedging of assets and liabilities (swaps) | (297) | (122) | - |
| Net position after hedging | 57,463 | (7,469) | ........... |

Financial liabilities by year break down as follows:

| In $€$ thousands <br> At June 30, 2010 | 2010 | 2011 | 2012 | Total |
| :---: | :---: | :---: | :---: | :---: |
| Floating-rate debt - nominal | 2,200 | 4,400 | 3,300 | 9,900 |
| Floating-rate debt - interest | 244 | 314 | 86 | 644 |
| Fixed rate debt - nominal | 1,890 | 3,900 | - | 5,790 |
| Fixed rate debt - interest | 109 | 100 | - | 209 |
| Interest rate swaps | 168 | 212 | 39 | 419 |
| In $€$ thousands | 2010 | 2011 | 2012 | Total |
| At December 31, 2009 |  |  |  |  |
| Floating-rate debt - nominal | 4,400 | 4,400 | 3,300 | 12,100 |
| Floating-rate debt - interest | 543 | 314 | 86 | 943 |
| Fixed rate debt - nominal | 3,744 | 3,900 | - | 7,643 |
| Fixed rate debt - interest | 256 | 100 | - | 356 |
| Interest rate swaps | 411 | 102 | 8 | 522 |

### 2.15 .3

## Foreign exchange risks

Net positions of the Group in the main foreign currencies are as follows:

| In $€$ thousands | USD | GBP | JPY | CAD |
| :---: | :---: | :---: | :---: | :---: |
| Assets | 30,978 | 1,971 | 2,187 | 709 |
| Liabilities | $(4,822)$ | (122) | (27) | (72) |
| Net position before hedging | 26,156 | 1,849 | 2,160 | 637 |
| Currency hedges | $(2,110)$ | (87) | - | - |
| Net position after hedging | 24,046 | 1,762 | 2,160 | 637 |

In addition, because a significant portion of the Group's sales is in foreign currencies, it incurs a risk from exchange rate fluctuations, primarily from the US dollar ( $37.3 \%$ of sales) and to a lesser extent the pound sterling ( $5.1 \%$ of sales) and the Japanese yen ( $2.7 \%$ of sales).
The Group's exchange-rate risk management policy seeks to cover exposures related to monetary flows resulting from sales in US dollars, pounds sterling and Japanese yens.

The nominal amounts of hedges open, based on trade receivables measured at year-end are as follows:

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Forward sales of US dollars | 27,866 | 28,048 |
| Forward sales of pound sterling | 5,906 | 1,785 |
| Difference between market and carrying value | - |  |

As a result of these hedges, sensitivity to foreign exchange risk has been reduced to a non-material level.
3.

NOTES TO THE INCOME STATEMENT

| 3.1 |  |  |
| :---: | :---: | :---: |
| Breakdown of consolidated sales by brand |  |  |
| In $€$ € thousands | 06/30/09 | 06/30/10 |
| Burberry | 77,757 | 98,111 |
| Lanvin | 18,972 | 22,957 |
| Van Cleef \& Arpels | 9,403 | 12,755 |
| Paul Smith | 5,368 | 5,988 |
| S.T. Dupont | 5,230 | 8,640 |
| Nickel | 1,122 | 1,156 |
| Other | 3,415 | 1,126 |
| Total | 121,267 | 150,733 |

## 3.2 <br> Cost of sales

| In $€$ thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Raw materials, trade goods and packaging | $(41,490)$ | $(71,772)$ |
| Changes in inventory and allowances | $(3,607)$ | 19,126 |
| POS advertising | $(2,554)$ | $(2,692)$ |
| Transportation costs | (247) | (368) |
| Staff costs | (889) | $(1,217)$ |
| Subcontracting | (754) | (916) |
| Other expenses related to the cost of sales | (150) | (138) |
| Total cost of sales | $(49,691)$ | $(57,977)$ |

## 3.3 <br> Selling expenses

| In € thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Advertising | $(20,896)$ | $(29,024)$ |
| Royalties | $(12,207)$ | $(15,162)$ |
| Subcontracting | $(6,425)$ | $(7,358)$ |
| Commissions and transportation costs | $(2,390)$ | $(3,078)$ |
| Staff costs | $(5,442)$ | $(6,518)$ |
| Other selling expenses | $(4,915)$ | $(5,500)$ |
| Total selling expenses | $(52,275)$ | $(66,640)$ |

## 3.4 <br> Administrative expenses

| In $€$ thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Fees | (908) | (848) |
| Tax and related expenses | (259) | (271) |
| Staff costs | $(1,426)$ | $(1,750)$ |
| Other administrative expenses | $(1,669)$ | $(1,735)$ |
| Total administrative expenses | $(4,262)$ | $(4,604)$ |

## 3.5 <br> Net financial expense

| In $€$ thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Interest income | 99 | 128 |
| Currency gains (losses) | 2,961 | $(2,135)$ |
| Interest and similar expenses | (939) | (681) |
| Other interest income | 528 | 212 |
| Other interest expense | (345) | (240) |
| Net financial expense | 2,304 | $(2,716)$ |

## 3.6 <br> Income taxes

| In $€$ thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| Current income tax | $(5,096)$ | $(7,247)$ |
| Deferred tax arising from timing differences | (94) | (61) |
| Deferred tax arising from consolidation adjustments | (845) | 960 |
| Total income taxes | $(6,035)$ | $(6,348)$ |

## 3.7 <br> Earnings per share

| In $€$ thousands, except number of shares and earnings per share in euros | 06/30/09 ${ }^{(1)}$ | 06/30/10 |
| :---: | :---: | :---: |
| Consolidated net income | 11,500 | 12,879 |
| Average number of shares | 14,869,442 | 17,826,001 |
| Basic earnings per share | 0.77 | 0.72 |
| Dilution effect of stock options: |  |  |
| Potential fully diluted consolidated net income | 27,877 | 26,914 |
| Potential fully diluted average number of shares outstanding | 14,897,319 | 17,852,915 |
| Diluted earnings per share | 0.77 | 0.72 |

(1) Restated to eliminate the impact of the bonus issue of one new share for every ten shares held on June 20, 2010.

At June 30, 2009, the 2004, 2005 and 2006 plans are not dilutive and consequently have no effect on diluted earnings per share for this period.
At June 30, 2010, the 2006 plan is not dilutive it has no effect on diluted earnings per share for this period.

## 4. <br> SEGMENT REPORTING

## 4.1 <br> By business line

In the 2010 first half, Inter Parfums launched its first make-up lines under the Burberry brand.
The results of this business are monitored by the company's General Management as part of the already existing "Cosmetics" division.

For this reason, the resulting new division including both these businesses is now presented under the heading "Skincare and Beauty".

| In $€$ thousands | Perfumes | 06/30/09 Skincare and Beauty | Total | Perfumes | $\begin{array}{r} 06 / 30 / 09 \\ \text { Skincare } \\ \text { and Beauty } \end{array}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 120,145 | 1,122 | 121,267 | 149,182 | 1,551 | 150,733 |
| Operating profit (loss) | 15,580 | (541) | 15,039 | 22,389 | (877) | 21,512 |
| Impairment | - | (194) | (194) | - | - |  |
| In $€$ thousands | Perfumes | 12/31/09 Skincare and Beauty | Total | Perfumes | 12/31/09 <br> Skincare and Beauty | Total |
| Trademarks, |  |  |  |  |  |  |
| licenses and goodwill | 54,609 | 4,459 | 59,068 | 54,645 | 4,440 | 59,085 |
| Inventories | 44,415 | 695 | 45,110 | 60,766 | 2,223 | 62,989 |
| Other segment assets | 149,007 | 400 | 149,407 | 160,248 | 833 | 161,081 |
| Total segment assets | 248,031 | 5,554 | 253,585 | 275,659 | 7,496 | 283,155 |
| Total segment assets | 248,031 | 5,554 | 253,585 | 275,659 | 7,496 | 283,155 |
| Segment liabilities | 68,293 | 121 | 68,414 | 94,641 | 361 | 95,002 |

At June 30, 2010, the "Skincare and Beauty" business division showed a loss that reflected notably significant advertising investments in connection with make-up line launches.
Segment assets and liabilities consist of operating assets (liabilities) used primarily in France.

## 4.2 <br> By geographical sector

Sales by geographical sector break down as follows:

| In € thousands | 06/30/09 | 06/30/10 |
| :---: | :---: | :---: |
| North America | 22,381 | 25,494 |
| South America | 7,191 | 12,024 |
| Asia | 19,602 | 27,163 |
| Eastern Europe | 6,410 | 10,745 |
| Western Europe | 36,560 | 42,040 |
| France | 13,271 | 13,749 |
| Middle East | 14,699 | 17,995 |
| Other | 1,153 | 1,523 |
| Total | 121,267 | 150,733 |

## 5. <br> OFF BALANCE SHEET COMMITMENTS

## 5.1 <br> Commitments given

Off balance sheet commitments concerned exclusively ordinary operating activities of the company.

| In $€$ thousands | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Guaranteed minima on trademark royalties | 203,087 | 209,100 |
| Headquarters rental payments | 6,113 | 5,452 |
| Guaranteed minima for warehousing and logistics | 5,150 | 3,700 |
| Firm component orders (inventories) | 2,914 | 5,750 |
| Pension liabilities | 585 | 574 |
| Total commitments given | 217,849 | 224,576 |

Other commitments given by the company are the same as in fiscal 2009.
At June 30, 2010, the maturities of off balance sheet commitments broke down as follows:

| In $€$ thousands | Total | Up to 1 year | 1 to 5 years | 5 years |
| :--- | ---: | ---: | ---: | ---: | ---: |
| or more |  |  |  |  |$|$

Maturities are defined on the basis of the contract terms (license agreements, leases, logistic agreements, etc.).

## 5.2 <br> Commitments received

Commitments received in connection with forward currency sales at June 30, 2010 amounted to € 28,048,000 for US dollar hedges and $€ 1,785,000$ for pound sterling hedges representing total commitments of $€ 29,833,000$.

## 6. <br> INFORMATION ON RELATED PARTIES

In the 2010 first half, there were no changes in respect to relations between Inter Parfums and affiliated undertakings and those in 2009.
This is also the case for relation between members of the Management Committee and the Board of Directors.

## 7.

## OTHER INFORMATION

## 7.1 <br> License agreements

|  | Nature of license | Inception date | Duration | Expiration date |
| :---: | :---: | :---: | :---: | :---: |
| Burberry | Original | July 1993 | 13 years and 6 months |  |
|  | Renewal | July 2004 | 12 years and 6 months | January 2016 |
| S.T. Dupont | Original <br> Renewal | $\begin{array}{r} \text { July } 1997 \\ \text { January } 2006 \end{array}$ | 11 years 5 years and 6 months | June $2011{ }^{-}$ |
| Paul Smith | Original <br> Renewal | January 1999 <br> July 2008 | 12 years <br> 7 years | January 2017 |
| Christian Lacroix | Original | March 1999 | 10 years and 10 months | April 2010/ before term |
| Quiksilver | Original | April 2006 | 11 years and 9 months | June 2010/ <br> before term |
| Van Cleef \& Arpels | Original | January 2007 | 12 years | December 2018 |
| Jimmy Choo | Original | January 2010 | 12 years | December 2021 |
| Montblanc | Original | July 2010 | 10 years and 6 months | December 2020 |

On September 1, 2009 Quiksilver and Inter Parfums decided by mutual agreement to terminate their collaboration on June 30, 2010 before the stipulated expiration date. This measure had no financial impact on either of the parties.

Christian Lacroix and Inter Parfums decided by mutual agreement to terminate their collaboration before the stipulated expiration date, effective as of April 2, 2010. This measure had no financial impact on either of the parties.

## 7.2 <br> Proprietary brands

## Lanvin

In June 2004, Inter Parfums signed an exclusive worldwide license agreement with Lanvin effective July 1, 2004 to create, develop and distribute fragrance lines under the Lanvin brand name for 15 years.

At the end of July 2007, Inter Parfums acquired the Lanvin brand names and international trademarks for class 3 fragrance products and make-up from the Jeanne Lanvin company.
Inter Parfums and Lanvin also mutually agreed with immediate effect to terminate the license agreement signed in July 2004 and at the same time concluded a technical and creative assistance agreement in view of developing new perfumes based on net sales until June 30, 2019. The Jeanne Lanvin company holds a buy back option for the brands which will be exercisable on July 1, 2025.

## Nickel

In April 2004, Inter Parfums acquired a majority stake in Nickel, a company specialized in skincare products for men. In June 2007, Nickel became a wholly-owned subsidiary after Inter Parfums acquired the company's remaining shares.

## 7.3 <br> Insurance

Inter Parfums is named as beneficiary under $\mathrm{a} € 15$ million life insurance policy for its Chairman and Chief Executive Officer, Philippe Benacin.

## 7.4 <br> Employee-related data

7.4.1

Employees by category

| Number of employees at | 12/31/09 | 06/30/10 |
| :---: | :---: | :---: |
| Executive officers and management | 84 | 86 |
| Supervisory staff | 9 | 9 |
| Employees | 78 | 77 |
| Total | 171 | 172 |

7.4.2
Employees by department
Number of employees at ..... 12/31/09 ..... 06/30/10
General Management ..... 2
Production \& Operations ..... 24 ..... 23
Burberry Fragrances ..... 31
Luxe \& Fashion ..... 25
France ..... 60
Finance \& Corporate Affairs ..... 31
Total ..... 171 ..... 172
7.5
Post-closing events
There have been no material developments since June 30, 2010 to report.

## Certificate of the company officer responsible for the interim financial report

I hereby declare that to the best of my knowledge the condensed financial statements presented for the first six months were prepared in accordance with applicable accounting standards and give a true and fair view of the financial position and results of Inter Parfums and its subsidiaries and that the interim management report included herein presents a true and fair view of the important events occurring during the first six months of the fiscal year, their impact on the interim financial statements, the main transactions with related parties and the principal risks and uncertainties for the remaining six months of the fiscal year.

Paris, September 2, 2010
Philippe Benacin
Chairman and Chief Executive Officer

Responsibility for financial information<br>Philippe Santi<br>Executive Vice President \& Chief Financial Officer

To receive information or be added to the company's financial communications mailing list contact:
the Investor Relations department
Karine Marty
Telephone: +33 800474747
Fax: +33 140740842
Via the website: www.inter-parfums.fr

4 rond-point des Champs Élysées 75008 Paris
Tel. +33153770000
interparfums
www.inter-parfums.fr


[^0]:    (1) Excluding treasury shares.

[^1]:    (1) The 2008 plan was issued by the parent company Inter Parfums Inc.

