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

## interparfums Two thousand \& eleven first half report

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## CHAPTER ONE <br> Management report

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## 1. <br> REVIEW OF OPERATIONS

Solid performances from the portfolio's main lines and the continued rollout of new lines launched in the first quarter contributed to sales of $€ 77.4$ million in the 2011 second quarter at constant exchange rates, up $7 \%$ over the same period in 2010. However, this growth was limited by the euro's strength over the period in relation to the US dollar with sales at current exchange rates of $€ 74.1$ million, or an increase of $2.5 \%$ on 2010 .
For the first six months, despite a high comparison base from the launches of the Burberry Sport and Oriens lines in 2010, consolidated sales grew $9.6 \%$ at constant exchange rates and $8.2 \%$ at current exchange rates as compared with the 2010 first half. This momentum reflects in particular excellent results from Jimmy Choo and Montblanc fragrances for the first six months that have already surpassed full-year targets for 2011.

| In $€$ millions | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Burberry | 98.1 | 85.3 |
| Lanvin | 22.9 | 26.2 |
| Jimmy Choo | - | 13.1 |
| Montblanc | - | 12.6 |
| Van Cleef \& Arpels | 12.8 | 9.9 |
| Paul Smith | 5.9 | 7.1 |
| S.T. Dupont | 8.7 | 5.9 |
| Boucheron (2 months) | - | 1.6 |
| Nickel | 1.2 | 1.2 |
| Other | 1.1 | 0.0 |
| Total | 150.7 | 163.0 |

With steady performances by the brand's historic lines, Burberry fragrances had sales of $€ 85$ million in the 2011 first-half, closely in line with the last six months of 2010. As anticipated, the decline reflects a high comparison base from the launch of Burberry Sport in the 2010 first half.
With sales of $€ 26$ million, an increase of $14 \%$, Lanvin fragrances marked further gains, now underpinned by three women's fragrance lines providing steady sources of revenue, Éclat d'Arpège, Jeanne Lanvin and Marry Me !.

The extremely promising start for the first Jimmy Choo fragrance line generated $€ 13$ million in sales despite inventory shortages following strong demand on initial order renewals.
Montblanc fragrances had sales of $€ 12.6$ million based on good performances by the brand's historic lines integrated into the portfolio at the end of 2010 and the launch of the men's line, Legend (nearly $€ 5$ million for six months).

Van Cleef \& Arpels fragrances, while down in relation to the launch of the women's fragrance line Oriens in the 2010 first half, remained on track with annual sales forecasts at nearly $€ 10$ million.

## 1.2 <br> Highlights by region

The potential of new markets was confirmed by significant gains in South America ( $+19 \%$ ), Eastern Europe ( $+16 \%$ ) and Asia ( $+14 \%$ ). Western Europe $(+8 \%)$ and France $(+6 \%)$ have for their part maintained good growth momentum. North America ( $+3 \%$ at constant exchange rates) has reaped the benefits of the creation of Interparfums Luxury Brands and the partnership arrangement with the Clarins Group since January 1, 2011. The Middle East has remained stable, showing relatively good resilience in light of the difficult geopolitical environment.

## 2.

## CONSOLIDATED

 FINANCIAL HIGHLIGHTS| In $€$ millions | 06/30/10 | 06/30/11 | 11/10 |
| :---: | :---: | :---: | :---: |
| Sales | 150.7 | 163.0 | +8\% |
| Gross margin | 92.8 | 105.5 | +14\% |
| \% of sales | 61.5\% | 64.7\% |  |
| Operating profit | 21.5 | 26.0 | +21\% |
| \% of sales | 14.3\% | 16.0\% |  |
| Net income | 12.9 | 17.1 | +33\% |
| \% of sales | 8.5\% | 10.5\% |  |

Against the backdrop of sustained marketing and advertising efforts in relation to the first six months of 2010, operating profit in the 2011 first half was up more than $20 \%$, reflecting an exceptionally high operating margin of $16 \%$.

On that basis, the Group had net income of $€ 17.1$ million in the 2011 first half representing a $33 \%$ increase year-on-year.

| In $€$ millions | $12 / 31 / 10$ | $06 / 30 / 11$ | $11 / 10$ |
| :--- | ---: | ---: | ---: |
| Shareholders' equity | 191.5 | 202.1 | $+6 \%$ |
| Borrowings | 12.1 | 7.7 | $(36 \%)$ |
| Net cash | 57.7 | 27.0 | $(53 \%)$ |

In an environment of continuing sales growth and a buildup of inventories in preparation for launches in the second half, the Group's financial position remains excellent with:

- shareholders' equity of more than $€ 200$ million;
- cash of € $£ 27$ million (including certificates of deposit with maturities exceeding three months);
- limited net debt of $€ 7.7$ million at June 30, 2011.


## 3.

## HALF YEAR MILESTONES

In January 2011, Interparfums launched the Jimmy Choo line, its first women's fragrance under this brand, on an exclusive basis at Saks Fifth Avenue in the US (for six months) and Harrods and Selfridges in the UK (for two weeks). In Europe, this launch will be spearheaded by Sephora as the exclusive partner for one year covering notably the markets of France, Luxembourg, Monaco, Italy, Portugal, Turkey, Romania, Croatia, Serbia, Slovakia, Bulgaria, Poland and the Czech Republic.
In February 2011, the company launched Burberry Sport Ice, a limited-edition for men and women of the line Burberry Sport, introduced in spring 2010.
In March 2011, Interparfums launched the Passenger Cruise line, a new fragrance for men and women, drawing its inspiration from the origins of the S.T. Dupont brand in the art of travel.

In March 2011, Interparfums received the Special Award for Inspiration of the Great Place to Work Institute. For its first participation in the Great Place to Work Awards (9 ${ }^{\text {dh }}$ edition) Interparfums was distinguished by the Special Award for Inspiration and ranked $10^{\text {th }}$ in France's Best Workplaces list for "Companies with less than 500 employees.
In March 2011, Interparfums launched the Optimistic line, a new fragrance for men and women under the Paul Smith brand blending warmth, joy and energy.
In April 2011, the 11 year license agreement signed in June 1997 between S.T. Dupont and Interparfums for the creation, development and distribution of fragrance lines, initially extended in 2006 for an additional 3 years until 30 June 2011, was renewed for another term of $51 / 2$ years until December 31, 2016.
In May 2011, the company launched the Legend line, a new Montblanc fragrance for men with a bottle conveying strength, character and masculinity with its rich black and silver design.
In June 2011, the wholly-owned subsidiary of the French company Interparfums ${ }^{5 A}$, Interparfums España, leading the development and marketing of all Group brands in Spain, joined forces with Clarins' Madrid-based subsidiary, Clarins Espagne. Under the terms of a 5 -year renewable agreement, Interparfums and Clarins now share an expanded sales force, administrative services and office facilities for this market.

In June 2011, the company proceeded with its $12^{\text {dh }}$ bonus issue on the basis of one new share for every ten shares held.

## 4.

RISK FACTORS
AND INFORMATION ON RELATED PARTIES

## 4.1 <br> Risk factors

Information on market risks and their management is presented in note 2.14 of the consolidated interim financial statements included in this report.

The other risk factors are of the same nature as those presented in section 4 "Risk factors" of the 2010 consolidated management report included in the registration document filed on April 6, 2011 with the French financial market authorities (Autorité des Marchés Financiers or AMF). There have been no significant changes in these risk factors in the 2011 first half.

## 4.2 <br> Related party transactions

In the 2011 first half, relations between Interparfums and affiliated companies remained comparable with those of fiscal year 2010 presented in Note 6.6 "Information on related parties" of the 2010 consolidated financial statements included in the registration document filed on April 6, 2011 with the AMF.

This was also the case for relations between members of the Management Committee and the Board of Directors.

## 5. <br> OUTLOOK

In the 2011 second half, noteworthy events will include the worldwide launch in September of a major women's line, Burberry Body, providing a significant boost to year-end momentum and strengthening prospects for meeting our annual revenue target of $€ 350$ million.

## 6. <br> POST-CLOSING EVENTS

In July 2011, the Balmain couture house, founded in 1945 by Pierre Balmain, and Interparfums, the creator of prestige perfumes and cosmetics, announced the signature of 12 -year worldwide license agreement commencing on January 1, 2012 to create, produce and distribute perfumes under the Balmain brand.

# CHAPTER TWO Condensed Gonsoldated financial statements 

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## 1. <br> CONSOLIDATED INCOME STATEMENT

| In $€$ thousands, Except per share data which is in units | Notes | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: | :---: |
| Sales | 3.1 | 150,733 | 163,022 |
| Cost of sales | 3.2 | $(57,977)$ | $(57,550)$ |
| Gross margin |  | 92,756 | 105,472 |
| \% of sales |  | 61.5\% | 64.7\% |
| Selling expenses | 3.3 | $(66,640)$ | $(74,003)$ |
| Administrative expenses | 3.4 | $(4,604)$ | $(5,448)$ |
| Income from operations |  | 21,512 | 26,021 |
| \% of sales |  | 14.3\% | 16.0\% |
| Interest income |  | 128 | 348 |
| Interest and similar expenses |  | (681) | (441) |
| Net interest expense |  | (553) | (93) |
| Other financial income |  | 1,552 | 2,333 |
| Other financial expense |  | $(3,715)$ | $(2,502)$ |
| Net financial expense | 3.5 | $(2,716)$ | (262) |
| Income before income tax |  | 18,796 | 25,759 |
| \% of sales |  | 12.5\% | 15.8\% |
| Corporate income tax | 3.6 | $(6,348)$ | $(8,850)$ |
| Effective tax rate |  | 33.8\% | 34.4\% |
| Net income before non-controlling interests |  | 12,448 | 16,909 |
| \% of sales |  | 8.3\% | 10.4\% |
| Attributable to non-controlling shareholders |  | (431) | (227) |
| Attributable to equity holders of the parent |  | 12,879 | 17,136 |
| \% of sales |  | 8.5\% | 10.5\% |
| Basic earnings per share ${ }^{(1)}$ | 3.7 | 0.72 | 0.95 |
| Diluted earnings per share ${ }^{(1)}$ | 3.7 | 0.72 | 0.95 |

[^0]
## 2. <br> CONSOLIDATED STATEMENT OF <br> COMPREHENSIVE INCOME AND EXPENSE

| In $€$ thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Available-for-sale assets | 214 | 419 |
| Currency hedges | - |  |
| Gross income/(expense) recognized directly in equity | 214 | 419 |
| Deferred tax | (74) | (144) |
| Net income /(expense) recognized directly in equity | 140 | 275 |
| Consolidated net profit for the period | 12,448 | 16,909 |
| Total recognized income and expense for the period | 12,588 | 17,184 |
| Attributable to non-controlling shareholders | (431) | (227) |
| Attributable to equity holders of the parent | 13,019 | 17,411 |

## 3.

## CONSOLIDATED BALANCE SHEET

## ASSETS

| In $€$ thousands | Notes | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: | :---: |
| Non-current assets |  |  |  |
| Net trademarks and other intangible assets | 2.1 | 70,814 | 70,408 |
| Net goodwill | 2.2 | 2,613 | 2,613 |
| Net property, plant, equipment | 2.3 | 7,066 | 8,247 |
| Long-term investments |  | 1,292 | 1,310 |
| Other non-current financial assets |  | 398 | 489 |
| Deferred tax assets | 2.11 | 5,109 | 5,025 |
| Total non-current assets |  | 87,292 | 88,092 |
| Current assets |  |  |  |
| Inventory and work in progress | 2.4 | 66,813 | 103,046 |
| Trade receivables and related accounts | 2.5 | 74,399 | 83,624 |
| Other receivables | 2.6 | 6,838 | 6,545 |
| Current financial assets | 2.7 | 35,785 | 9,800 |
| Cash and cash equivalents | 2.7 | 25,830 | 22,422 |
| Total current assets |  | 209,665 | 225,437 |
| Total assets |  | 296,957 | 313,529 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| In $€$ thousands | Notes | 12/31/10 | 06/30/11 |
| Shareholders' equity |  |  |  |
| Common stock |  | 53,780 | 59,528 |
| Additional paid-in capital |  | 408 | - |
| Retained earnings |  | 110,504 | 125,463 |
| Net income for the year |  | 26,807 | 17,134 |
| Group shareholders' equity |  | 191,499 | 202,125 |
| Non-controlling interests |  | 385 | 118 |
| Total shareholders' equity | 2.8 | 191,884 | 202,243 |
| Non current liabilities |  |  |  |
| Provisions for non-current commitments | 2.9 | 2,280 | 2,434 |
| Non-current borrowings | 2.10 | 3,443 | 2,261 |
| Deferred tax liabilities | 2.11 | 1,510 | 1,530 |
| Total non-current liabilities |  | 7,233 | 6,225 |
| Current liabilities |  |  |  |
| Trade payables and related accounts |  | 53,320 | 71,144 |
| Current borrowings | 2.10 | 8,627 | 5,487 |
| Provisions for contingencies | 2.9 | 412 | 312 |
| Current income tax liabilities |  | 5,858 | 1,122 |
| Short-term bank loans | 2.10 | 3,947 | 5,184 |
| Other liabilities | 2.12 | 25,676 | 21,812 |
| Total current liabilities |  | 97,840 | 105,061 |
| Total shareholders' equity and liabilities |  | 296,957 | 313,529 |

4. 

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| In $€$ thousands | Number of shares | Common stock | Paid-in capital | Retained earnings \& net income | Group share co | To Nonrolling terests | al equity Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As of December 31, $2009{ }^{(1)}$ | 16,186,315 | 48,671 | 1,205 | 119,974 | 169,850 |  | 169,959 |
| Bonus share issue | 1,638,298 | 4,915 | $(3,650)$ | $(1,265)$ | - | - |  |
| Shares issued on exercise of stock options | 221,534 | 665 | 3,248 |  | 3,913 | - | 3,913 |
| Capital decrease | $(157,150)$ | (471) | (395) | $(2,629)$ | $(3,495)$ | - | $(3,495)$ |
| 2010 net income | - | - | - | 26,807 | 26,807 | (156) | 26,651 |
| 2009 dividend paid in 2010 | - | - | - | $(6,338)$ | $(6,338)$ | - | $(6,338)$ |
| Treasury shares | 13,432 | - | - | 267 | 267 | - | 267 |
| Stock based compensation | - | - | - | 152 | 152 | - | 152 |
| Remeasurement of financial instruments at fair value | - | - | - | 215 | 215 | - | 215 |
| Changes in consolidated |  |  |  |  |  |  |  |
| Group structure | - | - | - | (497) | (497) | 497 | 0 |
| Effect of exchange rate fluctuations | - | - | - | 548 | 548 | (7) | 541 |
| Other changes | - | - | - | 77 | 77 | (58) | 19 |
| As of December 31, $2010{ }^{(1)}$ | 17,902,429 | 53,780 | 408 | 137,311 | 191,499 | 385 | 191,884 |
| Bonus share issue | 1,803,851 | 5,412 | $(1,898)$ | $(3,514)$ | - | - |  |
| Shares issued on exercise of stock options | 112,322 | 336 | 1,490 | - | 1,826 | - | 1,826 |
| 2011 half-year net income | - | - | - | 17,136 | 17,136 | (227) | 16,909 |
| 2010 dividend paid in 2011 | - | - | - | $(8,628)$ | $(8,628)$ |  | $(8,628)$ |
| Treasury shares | $(3,517)$ | - | - | 9 | 9 | - | 9 |
| Stock based compensation | - | - | - | 87 | 87 | - | 87 |
| Remeasurement of instruments securities at fair value | - | - | - | 60 | 60 | - | 60 |
| Currency translation adjustments |  |  |  | 131 | 131 | (40) | 91 |
| Other changes | - | - | - | 5 | 5 | - | 5 |
| As of June 30, 2011 ${ }^{(1)}$ | 19,815,085 | 59,528 | 0 | 142, | 202,125 | 118 | 202,243 |
| As of December 31, 2009 ${ }^{(1)}$ | 16,186,315 | 48,671 | 1,205 | 119, | 169, 1.850 | 109 | 169, |
| Bonus share issue | 1,638,298 | 4,915 | $(3,650)$ | $(1,265)$ | - | - |  |
| Shares issued on exercise of stock options | 171,078 | 513 | 2,597 | - | 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 consolidated |  |  |  |  |  |  |  |
| Group structure | - | - | - | - | - | - | - |
| Currency translation adjustments |  |  |  | 316 | 316 | 3 | 319 |
| Other changes | - | - | - | 15 | 15 | 14 | 29 |
| As of June 30, 2010 ${ }^{(1)}$ | 17,902,656 | 53,777 | 0 | 124,278 | 178,055 | (305) | 177,750 |

[^1]
## 5. CONSOLIDATED STATEMENT OF CASH FLOWS

| In $€$ thousands | 06/30/10 | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |
| Net income before non-controlling interests | 12,448 | 26,651 | 16,909 |
| Depreciation, amortization and other | 5,750 | 16,736 | 6,165 |
| Net finance costs | 553 | 749 | 93 |
| Tax charge of the period | 6,348 | 13,287 | 8,850 |
| Operating cash flows | 25,099 | 57,423 | 32,015 |
| Interest expense payments | (774) | $(1,571)$ | (654) |
| Tax payments | $(6,158)$ | $(11,044)$ | $(12,882)$ |
| Cash flow after interest expense and tax | 18,167 | 44,808 | 18,479 |
| Change in inventory and work in progress | $(18,504)$ | $(28,442)$ | $(38,102)$ |
| Change in trade receivables and related accounts | $(12,411)$ | $(10,290)$ | $(9,788)$ |
| Change in other receivables | 2,325 | $(1,350)$ | 293 |
| Change in trade payables and related accounts | 20,398 | 11,511 | 17,784 |
| Change in other current liabilities | 3,940 | 10,721 | $(3,905)$ |
| Change in working capital needs | $(4,252)$ | (17,850) | $(33,718)$ |
| Net cash flows provided by (used in) operating activities | 13,915 | 26,958 | $(15,237)$ |
| Cash flows from investing activities |  |  |  |
| Net acquisitions of intangible assets | $(1,643)$ | $(17,438)$ | $(1,565)$ |
| Net acquisitions of property, plants and equipment | $(1,569)$ | $(3,851)$ | $(2,843)$ |
| Net acquisitions of marketable securities ( +3 months) | $(20,300)$ | $(35,785)$ | 25,985 |
| Changes in non-current financial assets | (400) | (476) | (18) |
| Net cash flows provided by (used in) investing activities | $(23,912)$ | $(57,550)$ | 21,559 |

Cash flow from financing activities

| Issuance of borrowings and new financial debt | - | - |  |
| :---: | :---: | :---: | :---: |
| Debt repayments | $(4,061)$ | $(8,200)$ | $(4,182)$ |
| Dividends paid | $(6,319)$ | $(6,338)$ | $(8,628)$ |
| Capital increases | 771 | 3,913 | 1,826 |
| Capital decrease through the repurchase of shares | - | $(3,495)$ |  |
| Treasury shares | 382 | 394 | 17 |
| Net cash flows provided by (used in) financing activities | $(9,227)$ | $(13,726)$ | $(10,967)$ |
| Change in net cash | $(19,224)$ | $(44,318)$ | $(4,645)$ |
| Cash and cash equivalents, beginning of year | 66,201 | 66,201 | 21,883 |
| Cash and cash equivalents, end of year | 46,977 | 21,883 | 17,238 |

The reconciliation of net cash breaks down as follows:

| In $€$ thousands | 06/30/10 | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: | :---: |
| Cash and cash equivalents | 49,015 | 25,830 | 22,422 |
| Short-term bank loans | $(2,038)$ | $(3,947)$ | $(5,184)$ |
| Net cash at the end of the period | 46,977 | 21,883 | 17,238 |
| Certificates of deposit > 3 months | 20,300 | 35,785 | 9,800 |
| Short-term bank loans | 67,277 | 57,668 | 27,038 |

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## 1. <br> ACCOUNTING PRINCIPLES

## 1.1 <br> Statement of compliance

The condensed interim consolidated financial statements of June 30, 2011 were approved by the Board of Directors on September 8, 2011. 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. These 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, 2010. 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

New standards, amendments and interpretations that concerned Interparfums were applied starting July 1, 2011 and included namely the revised IAS 24 on "Related party disclosures".
These standards, amendments and interpretations did not have a material effect on the company's consolidated financial statements.

## 1.3 <br> Basis of consolidation

All Group subsidiaries are fully consolidated. These include Interparfums Deutschland GmbH, Inter España Parfums et Cosmetiques S.L., Interparfums Srl, Interparfums Ltd, Interparfums Suisse Sarl, Interparfums Singapore and Interparfums Luxury Brands.

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

| Interparfums $^{\text {sA }}$ |  |  |
| :--- | ---: | ---: |
| c..................................................................................... |  |  |
| Interparfums Suisse Sarl | Switzerland | $100 \%$ |
| Interparfums Singapore | Singapore | $100 \%$ |
| Interparfums Luxury Brands | United States | $100 \%$ |
| Inter España Parfums et Cosmetiques SL | Spain | $100 \%$ |
| Interparfums Srl | Italy | $71 \%$ |
| Interparfums Deutschland GmbH | Germany | $51 \%$ |
| Interparfums 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 | 12/31/10 | + | - | 06/30/11 |
| :---: | :---: | :---: | :---: | :---: |
| Gross value |  |  |  |  |
| 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 |
| Van Cleef \& Arpels upfront license fee | 18,250 | - | - | 18,250 |
| Montblanc upfront license fee | 1,000 | - | - | 1,000 |
| Boucheron upfront license fee | 15,000 | - | - | 15,000 |
| Other intangible assets |  |  |  |  |
| Rights on molds for bottles and related items | 8,628 | 636 | (305) | 8,959 |
| Registration of trademarks | 440 | 60 | - | 500 |
| Software | 1,053 | 868 | - | 1,921 |
| Other | 165 | 1 | - | 166 |
| Gross intangible assets | 89,211 | 1,565 | (305) | 90,471 |

## Amortization and impairment

Indefinite life intangible assets
Nickel trademark
(384)
(384)

Finite life intangible assets

| S.T. Dupont upfront license fee | $(1,187)$ | $(32)$ | - | $(1,219)$ |
| :--- | ---: | ---: | ---: | ---: |
| Burberry upfront license fee | $(2,476)$ | $(223)$ | - | $(2,699)$ |
| Van Cleef \& Arpels upfront license fee | $(6,084)$ | $(754)$ | - | $(6,838)$ |
| Montblanc upfront license fee | $(48)$ | $(50)$ | - | $(98)$ |
| Boucheron upfront license fee | - | $(496)$ | - | $(496)$ |

Other intangible assets

| Rights on molds for bottles and related items | $(7,274)$ | $(326)$ | 305 | $(7,295)$ |
| :--- | ---: | ---: | ---: | ---: |
| Registration of trademarks | $(440)$ | $(2)$ | - | $(442)$ |
| Software | $(405)$ | $(84)$ | - | $(489)$ |
| Other | $(99)$ | $(4)$ | - | $(103)$ |
| Total amortization and impairment | $(18,397)$ | $(1,971)$ | 305 | $(20,063)$ |
| Net intangible assets | 70,814 | $(406)$ | 0 | 70,408 |

In the absence of any indication of impairment, indefinite life intangible assets were not revalued on June 30, 2011.
The increase under the line item "Software" reflects the deployment of a new integrated SAP enterprise resource planning application (ERP).

## 2.2

## Goodwill

Goodwill results from the acquisition of Nickel.
After being tested for impairment on December 31, 2010, no additional impairment charges were recognized. For the period from January 1 to June 30, 2011, there were no further indications of impairment. The total amount recognized in the balance sheet of $€ 2,589,000$ has consequently been maintained.

| 2.3 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Property, plant and equipment |  |  |  |  |
| In $€$ ¢ thousands | 12/31/10 | + | - | 06/30/11 |
| Gross value |  |  |  |  |
| Fixtures, improvements, fittings | 7,703 | 1,492 | - | 9,195 |
| Office and computer equipment and furniture | 1,816 | 73 | - | 1,889 |
| Molds for bottles and caps | 6,251 | 1,151 | - | 7,402 |
| Other ${ }^{(1)}$ | 870 | 127 | - | 997 |
| Gross property, plant and equipment | 16,640 | 2,843 | - | 19,483 |
| Accumulated depreciation and impairment ${ }^{(1)}$ | $(9,574)$ | $(1,662)$ |  | $(11,236)$ |
| Net property, plant and equipment | 7,066 | 1,181 | - | 8,247 |

(1) Including a gross amount of $€ 352,000$ for fixed assets held under finance leases (vehicles) and depreciation expenses of $€ 215,000$.

## 2.4

Inventories and work in progress

| In $€$ thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Raw materials and components | 26,176 | 37,803 |
| Finished goods | 44,830 | 70,240 |
| Gross inventories and work in progress | 71,006 | 108,043 |
| Allowances for raw materials | (917) | $(1,018)$ |
| Allowances for finished goods | $(3,276)$ | $(3,979)$ |
| Total provisions | $(4,193)$ | $(4,997)$ |
| Net inventories and work in progress | 66,813 | 103,046 |

The increase of finished goods in the period reflects mainly the build up of stock for new licenses (notably Boucheron), new lines to be rolled out in the second half including in particular a major launch under the Burberry brand and growth in sales.
The increase in the inventory for components is mainly due to restocking for the new Jimmy Choo line planned for 2012 as well as components for the new Burberry line.

## 2.5 <br> Trade receivables and related accounts

| In $€$ thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Gross trade receivables and related accounts | 77,540 | 87,328 |
| Provisions | $(3,141)$ | $(3,704)$ |
| Net trade receivables and related accounts | 74,399 | 83,624 |
| The aged trial balance for trade receivables breaks down as follows: |  |  |
| In $€$ thousands | 12/31/10 | 06/30/11 |
| Not due | 62,962 | 73,375 |
| $0-90$ days | 13,882 | 8,364 |
| 91-180 days | 277 | 1,400 |
| 181-360 days | 54 | 3,360 |
| More than 360 days | 365 | 830 |
| Gross trade receivables | 77,540 | 87,328 |

## 2.6

## Other receivables

| In $€$ thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Prepaid expenses | 1,485 | 2,079 |
| Interparfums Holding current accounts | 32 | 49 |
| Value-added tax | 2,622 | 1,801 |
| Hedging instruments | 799 | 452 |
| Other | 1,900 | 2,164 |
| Net other receivables | 6,838 | 6,545 |

## 2.7 <br> Current financial assets, cash and cash equivalents

### 2.7.1 <br> Current financial assets

Current financial assets consist of investments in the form of certificates of deposits with maturities of more than three months for $€ 9,800,000$.
2.7.2

Cash and cash equivalents

| In $€$ thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Certificates of deposit (less than 3 months) | 18,991 | 22,261 |
| Money-market mutual funds | 3,103 | 50 |
| Bank accounts | 3,736 | 111 |
| Cash and cash equivalents | 25,830 | 22,422 |
| Current financial assets (certificates of deposits > three months) | 35,785 | 9,800 |
| Cash, cash equivalents and current financial assets | 61,615 | 32,222 |

Items under this heading are subject to an insignificant risk of a change in value. Short-term investments are measured at market value on every closing date.

## 2.8

Shareholders' equity

### 2.8.1 <br> Common stock

As of June 30, 2011, Interparfums' capital was comprised of $19,842,368$ shares fully paid-up with a par value of € $3,73.81 \%$-held by Interparfums Holding.
For the period under review, capital increases result from the exercise of stock options for 112,322 shares and the capital increase in connection with the bonus issue of June 20, 2011 for $1,803,851$ shares on the basis of one new share for every ten shares held.

### 2.8.2 <br> Stock option plans

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

| Plans | Number of beneficiaries | Numbers of options granted at inception | $\begin{gathered} \text { Grant } \\ \text { date } \end{gathered}$ | Vesting period | Exercise price ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Plan 2004 | 74 | 47,000 | 03/25/04 | 4 years | €18.40 |
| Plan 2005 | 85 | 112,700 | 05/26/05 | 4 years | €15.65 |
| Plan 2006 | 84 | 98,800 | 06/01/06 | 4 years | €18.10 |
| Plan 2008 (IP Inc) | 96 | 84,500 | 02/14/08 | 4 years | \$11.30 |
| Plan 2009 | 135 | 87,000 | 12/17/09 | 4 years | €14.55 |
| Plan 2010 | 143 | 114,700 | 10/08/10 | 4 years | €20.85 |

(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 Interparfums Inc. This plan was recognized in accordance with IFRIC 11 and is charged to Interparfums ${ }^{5 A}$ by the parent company.
In the period, changes in plans issued by Interparfums ${ }^{5 A}$ break down as follows:

| Plans | Options <br> outstanding | Conversions <br> in the <br> at $12 / 31 / 10$ | Bonus Cancellations <br> share <br> in the | Options <br> outstanding |
| :--- | ---: | ---: | ---: | ---: | ---: |
| prants |  |  |  |  |

At June 30, 2011, the potential number of Interparfums ${ }^{\text {SA }}$ shares that may be created was 391,171.
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 $€ 173,000$ for the first half of 2011 and $€ 183,000$ for the same period in 2010.

The estimation of the fair value of each stock option based on the Black \& Scholes model is calculated on the grant date on the basis of the following assumptions:

| Plans | Fair value <br> of the <br> options | Risk-free <br> interest rate | Dividend <br> yield | Volatility <br> rate | Share price <br> retained <br> for the |
| :--- | ---: | :---: | ---: | ---: | ---: |
| _.................................................................................................................................................................................... |  |  |  |  |  |

(1) The 2008 plan has been issued by the parent company Interparfums Inc.

For all these plans, the stock options have terms of six years.

### 2.8.3 <br> Treasury stocks

Within the framework of the share repurchase program authorized by the General Meeting of April 29, 2011, 27,283 Interparfums shares were held by the company as of June 30, 2011.
Changes in the period break down as follows:

| In $€$ thousands | Number of shares | Carrying |
| :---: | :---: | :---: |
| At December 31, 2010 | 23,766 | 625 |
| Acquisitions | 108,447 | 2,745 |
| Bonus issue of 06/20/11 | 2,568 |  |
| Sales | $(107,498)$ | $(2,739)$ |
| At June 30, 2011 | 27,283 | 631 |

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.


### 2.8.4 <br> Non-controlling interests

Non-controlling interests concern the percentages not held in European subsidiaries, Interparfums Deutschland GmbH (49\%); Interparfums Srl (29\%), Interparfums Ltd (49\%) that break down as follows:

| In € thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Reserves attributable to non-controlling interests | 541 | 345 |
| Earnings attributable to non-controlling interests | (156) | (227) |
| Non-controlling interests | 385 | 118 |

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

### 2.8.5 <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 represents more than $30 \%$ of consolidated earnings to reward shareholders while at the same time associating them with the Group's expansion. In early May 2011, a dividend of $€ 0.48$ per share was paid or a total of $€ 8.6$ million.

The Group's significant shareholders equity and low gearing ensures that it is able to secure financing from banks in the form of 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 continues to have sufficient financial flexibility to take advantage of all potential opportunities for external growth.

## 2.9

Provisions for contingencies and expenses

| In $€$ thousands | 12/31/10 | + | Provisions used in the period | Reversal of unused provisions | 06/30/11 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Provisions for retirement severance payments | 1,348 | 154 | - | - | 1,502 |
| Accruals for tax | 932 | - | - | - | 932 |
| Total provisions for expenses > 1 year | 2,280 | 154 | - | - | 2,434 |
| Provisions for contingencies | 412 | 100 | (200) | - | 312 |
| Total provisions for contingencies < 1 year | 2,692 | 254 | (200) | - | 2,746 |

### 2.10

Borrowings
2.10.1

Borrowings by a maturity and rate

| In $€$ thousands | Total | < 1 year | 1 to 5 years | $>5$ years |
| :---: | :---: | :---: | :---: | :---: |
| Floating-rate (3M Euribor) | 5,611 | 4,497 | 1,114 | - |
| Fixed rate | 1,970 | 1,970 | - | - |
| Automobile leases | 167 | 120 | 47 | - |
| Bank overdrafts | 5,184 | 5,184 | - | - |
| Total at June 30, 2011 | 12,932 | 11,771 | 1,161 | - |
| In $€$ thousands | Total | < 1 year | 1 to 5 years | > 5 years |
| Floating-rate (3M Euribor) | 7,949 | 4,603 | 3,346 | - |
| Fixed rate | 3,900 | 3,900 | - | - |
| Automobile leases | 221 | 124 | 97 | - |
| Bank overdrafts | 3,947 | 3,947 | - | - |
| Total at December 31, 2010 | 16,017 | 12,574 | 3,443 | - |

All borrowings are in euros.
2.10.2

Analysis of borrowings

|  | Lanvin 2007 | Van Cleef \& Arpels |
| :---: | :---: | :---: |
| Inception date | September 28, 2007 | January 1, 2007 |
| Initial amount (in € thousands) | 22,000 | 18,000 |
| Duration | 5 years | 5 years |
| Rate | 3 M Euribor $+0.40 \%$ | 4.1\% fixed rate |
| Repayment schedule | quarterly | quarterly |
| Amount payable at June 30, 2011 (in € thousands) | 5500 | 1970 |

### 2.10 .3

## Other disclosures

The Lanvin debt contracted in September 2007 was covered by a $4.42 \%$ interest rate swap.
At June 30, 2011, on the basis of a notional amount of $€ 5.5$ million, a gain of $€ 139,000$ 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, 2011 represented a negative balance for the company $€ 111,000$.

### 2.10.4

## 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 2010, all conditions required by these covenants were met with ratios considerably below the contractual limits. As a result, the Group has considerable financial flexibility with respect to these commitments.

### 2.11 <br> 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 | $12 / 31 / 10$ | Changes <br> through <br> reserves | Changes <br> through <br> income | $06 / 30 / 11$ |
| :--- | ---: | ---: | ---: | ---: | ---: |

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

| In $€$ thousands | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Accrued credit notes | 9,876 | 8,762 |
| Tax and employee-related liabilities | 10,645 | 5,922 |
| Accrued royalty payments | 4,105 | 6,344 |
| Other payables | 1,050 | 784 |
| Total other short-term liabilities | 25,676 | 21,812 |

### 2.13 <br> Financial instruments

### 2.13.1

## Financial assets and liabilities by category

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

| In $€$ thousands At June 30, 2011 | 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 |  | 1,799 | 1,799 | - | 489 | 1,310 | - |
| Trade receivables |  |  |  |  |  |  |  |
| and related accounts | 2.5 | 83,624 | 83,624 | - | - | 83,624 | - |
| Other receivables | 2.6 | 6,545 | 6,545 | - | - | 6,093 | 452 |
| Current financial assets | 2.7 | 9,800 | 9,800 | - | - | 9,800 |  |
| Cash and cash equivalents | 2.7 | 22,422 | 22,422 | - | - | 22,422 | - |
| Assets |  | 124,190 | 124,190 | - | 489 | 123,249 | 452 |
| Borrowings | 2.10 | 7,748 | 7,727 | 110 | - | 7,638 | - |
| Trade payables |  |  |  |  |  |  |  |
| and related accounts |  | 71,144 | 71,144 | - | - | 71,144 | - |
| Short-term bank loans | 2.10 | 5,184 | 5,184 | - | - | 5,184 | - |
| Other payables | 2.12 | 21,812 | 21,812 | - | - | 21,812 | - |
| Liabilities |  | 105,888 | 105,867 | 110 | - | 105,778 | - |


| In $€$ thousands <br> At December 31, 2010 | 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 |  | 1,690 | 1,690 | - | 398 | 1,292 |  |
| Trade receivables |  |  |  |  |  |  |  |
| and related accounts | 2.5 | 74,399 | 74,399 | - | - | 74,399 | - |
| Other receivables | 2.6 | 6,838 | 6,838 | - | - | 6,039 | 799 |
| Current financial assets | 2.7 | 35,785 | 35,785 | - | - | 35,785 |  |
| Cash and cash equivalents | 2.7 | 25,830 | 25,830 | - | - | 25,830 | - |
| Assets |  | 144,542 | 144,542 | - | 398 | 143,345 | 799 |
| Borrowings | 2.10 | 12,070 | 12,019 | 249 | - | 11,821 |  |
| Trade payables |  |  |  |  |  |  |  |
| and related accounts |  | 53,320 | 53,320 | - | - | 53,320 | - |
| Short-term bank loans | 2.10 | 3,947 | 3,947 | - | - | 3,947 | - |
| Other payables | 2.12 | 25,676 | 25,676 | - | - | 25,708 | (32) |
| Liabilities |  | 95,013 | 94,962 | 249 | - | 94,796 | (32) |

### 2.13.2

## 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, 2011 | 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 | 1,799 | 1,799 | 489 | 1,310 |  |
| Trade receivables and related accounts | 83,624 | 83,624 |  | 83,624 |  |
| Other receivables | 6,545 | 6,545 |  | 6,545 |  |
| Current financial assets | 9,800 | 9,800 | - | 9,800 |  |
| Cash and cash equivalents | 22,422 | 22,422 | - | 22,422 |  |
| Assets | 124,190 | 124,190 | 489 | 123,701 |  |
| Borrowings | 7,748 | 7,727 |  | 7,748 |  |
| Trade payables and related accounts | 71,144 | 71,144 |  | 71,144 |  |
| Short-term bank loans | 5,184 | 5,184 | - | 5,184 |  |
| Other payables | 21,812 | 21,812 |  | 21,812 |  |
| Liabilities | 105,888 | 105,867 | - | 105,888 |  |
| In $€$ thousands <br> At December 31, 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 | 1,690 | 1,690 | 398 | 1,292 |  |
| Trade receivables and related accounts | 74,399 | 74,399 | - | 74,399 |  |
| Other receivables | 6,838 | 6,838 | - | 6,838 |  |
| Current financial assets | 35,785 | 35,785 | - | 35,785 |  |
| Cash and cash equivalents | 25,830 | 25,830 | - | 25,830 |  |
| Assets | 144,542 | 144,542 | 398 | 144,144 |  |
| Borrowings | 12,070 | 12,019 | - | 12,070 |  |
| Trade payables and related accounts | 53,320 | 53,320 | - | 53,320 |  |
| Short-term bank loans | 3,947 | 3,947 | - | 3,947 | - |
| Other payables | 25,676 | 25,676 | - | 25,676 | - |
| Liabilities | 95,013 | 94,962 | - | 95,013 | - |

### 2.14 <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.

### 2.14.1

## 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 fixed rate swaps and the use of floor and caps.

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.

### 2.14.2

## Liquidity risks

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

| In $€ \in$ thousands | < 1 year | 1 to 5 years | $>5$ years |
| :---: | :---: | :---: | :---: |
| Financial assets | 32,222 | 489 | - |
| Financial liabilities | $(10,574)$ | $(2,247)$ | - |
| Net position before hedging | 21,648 | $(1,758)$ | - |
| Hedging of assets and liabilities (swaps) | (97) | (14) | - |
| Net position after hedging | 21,551 | $(1,772)$ | - |

Financial liabilities by year break down as follows:

| In $€$ thousands <br> At June 30, 2011 | 2011 | 2012 | Total |
| :---: | :---: | :---: | :---: |
| Floating-rate debt - nominal | 2,200 | 3,300 | 5,500 |
| Floating-rate debt - interest | 129 | 86 | 215 |
| Fixed rate debt - nominal | 1,970 | - | 1,970 |
| Fixed rate debt - interest | 60 | - | 60 |
| Interest rate swaps | 69 | 42 | 111 |
| In $€$ thousands | 2011 | 2012 | Total |
| At December 31, 2010 |  |  |  |
| Floating-rate debt - nominal | 4,400 | 3,300 | 7,700 |
| Floating-rate debt - interest | 314 | 86 | 400 |
| Fixed rate debt - nominal | 3,900 | - | 3,900 |
| Fixed rate debt - interest | 100 | - | 100 |
| Interest rate swaps | 203 | 46 | 249 |

### 2.14.3

## Foreign exchange risks

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

| In $€$ thousands | USD | GBP | JPY | CAD |
| :---: | :---: | :---: | :---: | :---: |
| Assets | 34,561 | 4,569 | 339 | 500 |
| Liabilities | $(3,147)$ | (850) | (87) | (22) |
| Net position before hedging | 31,414 | 3,719 | 252 | 478 |
| Currency hedges | 435 | 97 | - | - |
| Net position after hedging | 31,849 | 3,816 | 252 | 478 |

In addition, because a significant portion of Group sales is in foreign currencies, it incurs a risk from exchange rate fluctuations, primarily from the US dollar ( $38.2 \%$ of sales) and to a lesser extent the pound sterling ( $6.1 \%$ of sales) and the Japanese yen ( $1.3 \%$ 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.

## 3. <br> NOTES TO THE INCOME STATEMENT

## 3.1 <br> Breakdown of consolidated sales by brand

| In € thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Burberry | 98,111 | 85,349 |
| Lanvin | 22,957 | 26,193 |
| Jimmy Choo | - | 13,147 |
| Montblanc | - | 12,634 |
| Van Cleef \& Arpels | 12,755 | 9,887 |
| Paul Smith | 5,988 | 7,125 |
| S.T. Dupont | 8,640 | 5,926 |
| Boucheron (2 months) | - | 1,614 |
| Nickel | 1,156 | 1,212 |
| Other | 1,126 | (65) |
| Total net | 150,733 | 163,022 |

## 3.2 <br> Cost of sales

| In € thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Raw materials, trade goods and packaging | $(71,772)$ | $(90,791)$ |
| Changes in inventory and allowances | 19,126 | 40,242 |
| POS advertising | $(2,692)$ | $(3,976)$ |
| Staff costs | $(1,217)$ | $(1,517)$ |
| Subcontracting | (916) | (856) |
| Transportation costs | (368) | (540) |
| Other expenses related to the cost of sales | (138) | (112) |
| Total cost of sales | $(57,977)$ | $(57,550)$ |

## 3.3

Selling expenses

| In € thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Advertising | (29 024) | $(29562)$ |
| Royalties | $(15,162)$ | $(15,527)$ |
| Subcontracting | $(7,358)$ | $(9,968)$ |
| Transportation costs | $(1,698)$ | $(1,913)$ |
| Sales commissions | $(1,380)$ | (974) |
| Travel expenses | $(1,318)$ | $(1,488)$ |
| Staff costs | $(6,518)$ | $(7,797)$ |
| Allowances and reversals for depreciation/impairment | $(1,698)$ | $(3,706)$ |
| Other selling expenses | $(2,484)$ | $(3,068)$ |
| Total selling expenses | $(66,640)$ | $(74,003)$ |

## 3.4 <br> Administrative expenses

| In $€$ thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Purchases and external costs | $(1,281)$ | $(2,030)$ |
| Tax and related expenses | (271) | (418) |
| Staff costs | $(1,750)$ | $(1,892)$ |
| Allowances and reversals for depreciation/impairment | (662) | (385) |
| Other administrative expenses | (640) | (723) |
| Total administrative expenses | $(4,604)$ | $(5,448)$ |

## 3.5

Net financial expense

| In $€$ thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Financial income | 128 | 348 |
| Interest and similar expenses | (681) | (441) |
| Net finance costs | (553) | (93) |
| Currency losses | $(3,475)$ | $(1,675)$ |
| Currency gains | 1,340 | 1,557 |
| Net currency gains (losses) | $(2,135)$ | (118) |
| Other financial income and expenses | (28) | (51) |
| Net financial income/(expense) | $(2,716)$ | (262) |

## 3.6 <br> Income taxes

| In $€$ thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| Current income tax | $(7,247)$ | $(8,830)$ |
| Deferred tax arising from timing differences | (61) | (465) |
| Deferred tax arising from consolidation adjustments | 960 | 445 |
| Total income taxes | $(6,348)$ | $(8,850)$ |

## 3.7 <br> Earnings per share

| In $€$ thousands, except number of shares and earnings per share in euros | $06 / 30 / 10^{(1)}$ | 06/30/11 |
| :---: | :---: | :---: |
| Consolidated net income | 12,879 | 17,136 |
| Average number of shares | 17,926,043 | 17,956,832 |
| Basic earnings per share | 0.72 | 0.95 |
| Dilutive effect of stock options: |  |  |
| Potential fully diluted consolidated net income | 27,065 | 91,499 |
| Potential fully diluted average number of shares outstanding | 17,953,108 | 18,048,331 |
| Diluted earnings per share | 0.72 | 0.95 |

[^2]
## 4.

## SEGMENT REPORTING

## 4.1 <br> Business lines

| In $€$ thousands | Perfumes | $\begin{aligned} & 6 / 30 / 10 \\ & \text { Skincare } \\ & \text { d Beauty } \end{aligned}$ | Total | Perfumes | 06/30/11 Skincare and Beauty | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 149,182 | 1,551 | 150,733 | 161,345 | 1,677 | 163,022 |
| Income from operations | 22,389 | (877) | 21,512 | 27,731 | $(1,710)$ | 26,021 |
| Impairment | - | - | - |  |  |  |
| In $€$ thousands | Perfumes | $\begin{aligned} & 2 / 31 / 10 \\ & \text { Skincare } \\ & \text { d Beauty } \end{aligned}$ | Total | Perfumes | 06/30/11 <br> Skincare and Beauty | Total |
| Trademarks, licenses and goodwill | 71,616 | 1,811 | 73,427 | 72,426 | 1,803 | 74,229 |
| Inventory | 63,732 | 3,081 | 66,813 | 99,356 | 3,690 | 103,046 |
| Other segment assets | 156,023 | 694 | 156,717 | 135,727 | 527 | 136,254 |
| Total segment assets | 291,371 | 5,586 | 296,957 | 307,509 | 6,020 | 313,529 |
| Segment liabilities | 96,314 | 1,526 | 97,840 | 104,458 | 603 | 105,061 |

At June 30, 2011, 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

## Geographical segments

Sales by geographical sector break down as follows:

| In $€$ thousands | 06/30/10 | 06/30/11 |
| :---: | :---: | :---: |
| North America | 25,494 | 25,291 |
| South America | 12,024 | 14,290 |
| Asia | 27,163 | 30,927 |
| Eastern Europe | 10,745 | 12,482 |
| Western Europe | 42,040 | 45,562 |
| France | 13,749 | 14,570 |
| Middle East | 17,995 | 18,032 |
| Other | 1,523 | 1,868 |
| Total | 150,733 | 163,022 |

## 5. <br> OFF BALANCE SHEET COMMITMENTS

## 5.1 <br> Off balance sheet commitments

The following presentation of off-balance sheet commitments is based on AMF recommendation No. 2010-14 of December 6, 2010.

| 5.1.1 <br> Summary of off-balance sheet commitments |  |  |
| :---: | :---: | :---: |
| In $€$ thousands | 2010 | 2011 |
| Off-balance sheet commitments in connection with the company's operating activities | 270,517 | 288,554 |
| Off-balance sheet commitments in connection with the company's financing activities | 335 | - |
| Off balance sheet commitments | 564 | 553 |
| Total commitments given | 271,416 | 289,107 |

5.1.2

Off-balance sheet commitments in connection with the company' operating activities

| In $€$ thousands | Main characteristics | 2010 | 2011 |
| :---: | :---: | :---: | :---: |
| Guaranteed minima on trademark royalties | Guaranteed minima on royalties regardless of sales achieved for each of the trademarks in the period. | 247,475 | 257,038 |
| Headquarters rental payments | Rental payments due over the remainder of the leas (3, 6 or 9 years). | 4,791 | 4,635 |


| Guaranteed minima <br> for warehousing <br> and logistics | Contractual minima for remuneration of warehouses <br> regardless of sales volume for the period | 11,970 | 11,220 |
| :--- | :--- | :--- | ---: | ---: |
| Firm component <br> orders (inventories) | Inventories of components on stock with suppliers <br> the company undertakes to purchase as required for releases | 6,281 | 15,661 |

Total commitments given in connection with operating activities

### 5.1.3

Off-balance sheet commitments in connection with the company's financing activities

| In € thousands | Main characteristics | 2010 | 2011 |
| :---: | :---: | :---: | :---: |
| Bank guarantees | Security for the payment of the deposit guarantee for a new warehousing facility due on the inception date of the lease, expected in June 2011 | 335 |  |

## Total commitments given in connection with financing activities 335

Commitments in respect to forward currency sales at June 30, 2011 amounted to $\$ 37,342,000$ and $£ 4,100,000$.
In compliance with obligations under German law, under the terms of a comfort letter issued at the end of June 2007, Interparfums provided a guarantee without restrictions to ensure that its German subsidiary Interparfums GmbH , is managed and funded to honor at all times its payment obligations to all creditors.

### 5.1.4

Other off-balance sheet commitments

| In $€$ thousands | Main characteristics | 2010 | 2011 |
| :---: | :---: | :---: | :---: |
| Pension liabilities | The portion of past service costs deferred as an off-balance sheet item pursuant to application of the closing of July 23, 2008 and amortized over 28 years | 564 | 553 |

Total other
commitments given
564
553
5.1 .5

Commitments given by maturity at June 30, 2011

| In € thousands | Total | Up to 1 year | 1 to 5 <br> years | 5 years or more |
| :---: | :---: | :---: | :---: | :---: |
| Guaranteed minima on trademark royalties | 257,038 | 13,838 | 132,950 | 110,250 |
| Headquarters rental payments | 4,635 | 661 | 3,095 | 879 |
| Guaranteed minima for warehousing and logistics | 11,220 | 2,040 | 1,080 | 8,100 |
| Firm component orders (inventories) | 15,661 | 15,661 | - |  |
| Commitments given in connection with operating activities | 288,554 | 32,200 | 137,125 | 119,229. |
| Bank guarantees | - | - | - |  |
| Commitments given in connection with financing activities | - | - | - |  |
| Pension liabilities | 553 | 22 | 87 | 444 |
| Other commitments given | 553 | 22 | 87 | 444 |
| Total commitments given | 289,107 | 32,222 | 137,212 | 119,673 |

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

### 5.1.6 <br> Commitments received

Commitments received in connection with forward currency sales at June 30, 2011 amounted to € $26,271,000$ for US dollar hedges and $€ 4,639,000$ for pound sterling hedges representing total commitments of $€ 30,910,000$.

## 6. <br> INFORMATION ON RELATED PARTIES

In the 2011 first half, there were no changes with respect to relations between Interparfums and affiliated undertakings (parent company and subsidiaries) and those disclosed in the notes to the consolidated financial statements in the 2010 annual report.

This is also the case for relations between members of the Management Committee and the Board of Directors.

## 7.

ADDITIONAL INFORMATION
7.1

License agreements

|  | Nature of license | License inception date | Duration | Expiration date |
| :---: | :---: | :---: | :---: | :---: |
| Burberry | Original <br> Renewal | July 1993 <br> July 2004 | 13 years and 6 months 13 years and 6 months | December 2017 |
| S.T. Dupont | Original <br> Renewal <br> Renewal | July 1997 January 2006 January 2011 | 11 years 5 years and 6 months 6 years | December 2016 |
| Paul Smith | Original <br> Renewal | January 1999 <br> July 2008 | 12 years <br> 7 years | December 2017 |
| Christian Lacroix | Original | March 1999 | 10 years and 10 months | $\begin{array}{r} \text { April } 2010 \\ \text { (before term) } \end{array}$ |
| Quiksilver | Original | April 2006 | 11 years and 9 months | $\begin{array}{r} \text { June } 2010 \\ \text { (before term) } \end{array}$ |
| Van Cleef \& Arpels | Original | January 2007 | 12 years | December 2018 |
| Jimmy Choo | Original | January 2010 | 12 years | December 2021 |
| Mont Blanc | Original | July 2010 | 10 years and 6 months | December 2020 |
| Boucheron | Original | January 2011 | 15 years | December 2025 |

The renewal of the Burberry license agreement on July 1, 2004 for an initial term of $121 / 2$ years or until December 31, 2016, was accompanied by an option to extend the license by an additional five years (exercisable at December 31, 2014) and an option by Burberry Ltd to acquire the license at its market value at December 31, 2011.
On December 21, 2010 Burberry and Interparfums extended by one year certain terms of their fragrance license, including the length of the agreement to December 31, 2017. Burberry's right to buy the license was moreover moved from December 31, 2011 to December 31, 2012, and the option requiring the consent of both parties to extend the license five years beyond 2017 is now exercisable at December 31, 2015.
On September 1, 2009 Quiksilver and Interparfums 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 Interparfums 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.
In April 2011, the 11 year license agreement signed in June 1997 between S.T. Dupont and Interparfums for the creation, development and distribution of fragrance lines, initially extended in 2006 for an additional 3 years until June 30, 2011, was renewed for another term of $51 / 2$ years until December 31, 2016 on the basis of contractual terms and conditions favorable to both parties.

## 7.2

Proprietary brands

## Lanvin

In June 2004, Interparfums 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, Interparfums acquired the Lanvin brand names and international trademarks for class 3 fragrance and make-up products from the Jeanne Lanvin company.
Interparfums 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, Interparfums acquired a majority stake in Nickel, a company specialized in skincare products for men. In June 2007, Nickel became a wholly-owned subsidiary after Interparfums acquired the company's remaining shares.

## 7.3 <br> Insurance

Interparfums is named as beneficiary under a $€ 15$ million life insurance policy for its Chairman and Chief Executive Officer, Philippe Benacin.

## 7.4 <br> Employee-related data

### 7.4.1 <br> Employees by category

| Number of employees at | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| Executive officers and management | 89 | 92 |
| Supervisory staff | 9 | 8 |
| Employees | 82 | 91 |
| Total | 180 | 191 |

### 7.4.2 <br> Employees by department

| Number of employees at | 12/31/10 | 06/30/11 |
| :---: | :---: | :---: |
| General Management | 2 | 2 |

$\begin{array}{ll}\text { Production \& Operations } & 25 \\ 30\end{array}$
Burberry Fragrances 34
Luxe \& Fashion 24
France $\quad 65$
Finance \& Corporate Affairs 3035


## 7.5 <br> Post-closing events

In July 2011, the Balmain couture house, founded in 1945 by Pierre Balmain, and Interparfums, the creator of prestige perfumes and cosmetics, announce the signature of 12 -year worldwide license agreement commencing on January 1, 2012 to create, produce and distribute perfumes under the Balmain brand.

## 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 Interparfums 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 8, 2011
Philippe Benacin
Chairman and Chief Executive Officer

## Executive officer responsible for financial information

Philippe Santi
Executive Vice President \& Chief Financial Officer

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[^0]:    (1) Restated for bonus share grants.

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

[^2]:    (1) Restated to eliminate the impact of the bonus issue of one new share for every ten shares held on June 20, 2011.

