

interparfums

Record third-quarter sales in 2011: €110m

+29.2% at current exchange rates
+34.3% at constant exchange rates

Guidance raised for full year sales

Highlights by brand

Bolstered by a promising start for the launch of the women's line, *Burberry Body* (€30 million in the quarter) and continued strong momentum for the Jimmy Choo and Montblanc fragrances (with €8 million each in the quarter), 2011 consolidated sales for the third quarter surpassed the symbolic €100 million milestone to reach €109.5 million, up 29.2% at current exchange rates and 34.3% at constant exchange rates from the same period in 2010.

Consolidated sales for the first nine months of fiscal 2011 amounted to €272.5 million, up 15.7% at current exchange rates and 18.5% at constant exchange rates year-on-year:

€ millions	3 rd quarter		9 months	
	2010	2011	2010	2011
Burberry	50.5	65.3	148.6	150.7
Lanvin	15.4	13.8	38.4	40.0
Jimmy Choo	-	8.0	-	21.1
Montblanc	1.8	7.9	1.8	20.5
Van Cleef & Arpels	6.8	4.4	19.5	14.3
Paul Smith	5.8	4.3	11.7	11.4
S.T. Dupont	3.3	3.2	11.9	9.1
Boucheron (5 months)	-	2.1	-	3.7
Nickel	0.5	0.4	1.6	1.6
Other	0.6	0.3	1.8	0.2
Total	84.8	109.5	235.5	272.5

Philippe Benacin, Chairman and Chief Executive, commented: "The launch of the Burberry Body line has proceeded under extremely favorable conditions with strong visuals in all markets on a scale without precedent by the company to date and considerable confidence by our major retailers. If one factors in the positive growth momentum for Jimmy Choo and Montblanc fragrances, full-year revenue for 2011 is thus expected to reach the €360 -€370 million range".

- On the strength of the brand's historic lines and a major international launch, Burberry fragrances delivered a positive performance;
- With sales of €40 million, Lanvin fragrances continued to pursue well managed growth based on three fragrance lines providing steady sources of revenue (*Éclat d'Arpège*, *Jeanne Lanvin* and *Marry Me !*);
- The rapid and steady growth of the first Jimmy Choo fragrance line for women launched in the spring was confirmed by strong demand for renewals of initial orders and sales of €21 million;
- With the launch of the men's line *Legend* (nearly €7.5 million for nine months) and steady performances by the brand's historic lines integrated into the portfolio, Montblanc fragrances had sales of more than €20 million;
- Van Cleef & Arpels fragrances, although down reflecting the comparison from the 2010 roll out of fragrance lines *Oriens* and *Midnight in Paris*, had sales of €14.3 million and remains on track with annual internal forecasts.

Highlights by region

- Trends since the start of the year in new markets have continued, particularly in Asia and South America with growth rates of 28% and 31% respectively for the first nine months;
- The formation of the US subsidiary Interparfums Luxury Brands and the partnership arrangement with Clarins Group since January 1, 2011 contributed to strong gains (+31%) in North America;
- In Western Europe (including France) sales remained steady (+5%) in a difficult and highly competitive market environment, driven in particular by Jimmy Choo fragrances.

Paris, 25 October 2011

Philippe Santi, Executive Vice President, added: "Expenditures made for all brands will result in a more substantial marketing and advertising budget of nearly €95 million for fiscal 2011 that should contribute to sustained growth in market share over the medium term".

Upcoming events

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

www.interparfums.fr

Publication of 2012 year-guidance and 2011 targets
November 16, 2011 (before the opening of trading)

Investor relations - Interparfums SA
Philippe Santi +33 1 53 77 00 00
psanti@interparfums.fr

Codes: Reuters IPAR.PA, Bloomberg ITP, ISIN FR0004024222-ITP Index: CAC Mid & Small

Actionaria trade show, Paris
November 18 & 19, 2011

Media relations Watchowah
Cyril Levy-Pey +33 6 08 46 41 41
clevypey@interparfums.fr

ITP
LISTED
NYSE
EURONEXT