

# interparfums

## Strong growth in 2012 1st quarter Sales: €111m (+25%)

Interparfums had another quarter of strong growth for the first three months of 2012 with consolidated sales of €110.8 million like-for-like, up 24.6% at current exchange rates and 22% at constant exchange rates from the same period in 2011.

This performance reflects strong momentum by the portfolio's main brands that included very high and stronger-than-expected demand for Jimmy Choo and Montblanc fragrances.

€ millions	Q1 2011	Q1 2012	2012/2011
Burberry	48.7	54.3	+12%
Lanvin	14.0	15.7	+12%
Jimmy Choo	7.0	11.8	+68%
Montblanc	6.2	11.0	+77%
Van Cleef & Arpels	5.2	5.2	-
Boucheron	-	4.2	n a
S.T. Dupont	3.2	3.6	+12%
Paul Smith	3.6	2.8	-22%
Nine West	-	1.7	n a
Nickel	0.6	0.6	-
Other	0.4	-	n s
Total	88.9	110.8	+25%

ns: not significant; na: not applicable.

### Highlights by brand

- Burberry fragrances registered further growth (+12%) from strong gains by the brand's well-established lines and the rollout of the new *Burberry Body* line, launched at the end of 2011, although impacted by lower sales from the *Burberry Sport* line in the period;
- Lanvin fragrances once again achieved double-digit growth with sales of more than €15 million, from continuing gains by the *Éclat d'Arpège* line and steady performances by the *Jeanne Lanvin* and *Marry Me!* lines;

- The forward momentum that began in 2011 with the *Jimmy Choo* Eau de Parfum continued in 2012 with the Eau de Toilette. As a result, Jimmy Choo fragrances registered particularly robust expansion (+68%) with sales of nearly €12 million for the quarter;
- Montblanc fragrances also delivered high growth (+77%), with sales of €11 million from the continuing success of the *Montblanc Legend* line launched last year;
- In a year without major launches, Van Cleef & Arpels fragrances showed resilience with sales of €5 million, steady in relation to the 2011 first-quarter;
- The gradual repositioning of Boucheron fragrances in points of sale and a first initiative with the *Jaipur* line generated more than €4 million in revenue for the quarter.

### Highlights by region

- In an active market, sales in North America rose sharply (+68%) in response to commercial efforts by the US subsidiary, Interparfums Luxury Brands (that since January 1, 2012 has also been distributing Nine West fragrances on behalf of Interparfums Inc.);
- Continuing gains were also achieved in Asia and France (up 22% and 15% respectively);
- Western Europe (20% of total revenue) is holding its ground in a difficult economic environment;
- A significant rise in volume sales for all brands combined with a favorable comparison base has set the stage for a return to high-growth in the Middle East (+35%).

### Burberry license agreement

Discussions are being actively pursued with Burberry on the creation of an operating structure for the fragrance and beauty business.

Paris, April 27, 2012

#### Upcoming events

#### Publication of 2012 2nd quarter sales

July 24, 2012 (before the opening of the NYSE-Euronext Paris stock exchange)

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