$$
\begin{array}{r}
\text { TWWO } \\
\text { THOUSAND } \\
\text { \& TWELVE } \\
\text { FIRSTHALF } \\
\text { REPORT } \\
\text { interparfums }
\end{array}
$$



# TWO <br> THOUSAND <br> \& TWELVE FIRST HALF REPORT interparfums 

## MANAGEMENT REPORT

REVIEW OF OPERATIONS P.3
CONSOLIDATED FINANCIAL HIGHLIGHTS P. 3
2012 HALF YEAR MILESTONES P. 4
RISK FACTORS AND INFORMATION ON RELATED PARTIES P. 4
OUTLOOK P. 4
POST-CLOSING EVENTS P. 4

## 1. <br> REVIEW OF OPERATIONS

The strong momentum of the first three months continued throughout the second quarter. Driven by the portfolio's main brands, consolidated second-quarter sales reached $€ 98.1$ million, up $32.4 \%$ at current exchange rates and $25.4 \%$ at constant exchange rates from the same period in 2011.
For the full 2012 first half, consolidated sales totaled $€ 208.9$ million on growth of $28.1 \%$ at current exchange rates and $23.6 \%$ at constant exchange from one year earlier. This performance reflects the excellent results in particular by Montblanc, Jimmy Choo and Boucheron fragrances.

## 1.1. <br> Highlights by brand

|  | 2nd quarter |  | 1st semester |  |
| :--- | ---: | ---: | ---: | ---: |
| In € millions | 2011 | 2012 | 2011 | 2012 |
| Burberry | 36.7 | 49.0 | 85.4 | 103.3 |
| Lanvin | 12.1 | 13.8 | 26.2 | 29.5 |
| Montblanc | 6.4 | 11.0 | 12.6 | 22.0 |
| Jimmy Choo | 6.1 | 6.9 | 13.1 | 18.7 |
| Boucheron $^{(1)}$ | 1.2 | 5.6 | 1.6 | 9.9 |
| Van Cleef \& Arpels | 4.7 | 4.3 | 9.9 | 9.5 |
| S.T. Dupont | 2.7 | 5.2 | 5.9 | 8.7 |
| Paul Smith | 3.6 | 2.4 | 7.1 | 5.2 |
| Nickel | 0.6 | 0.5 | 1.2 | 1.1 |
| Autres | - | $(0.6)$ | - | 1.0 |
| Total | 74.1 | $\mathbf{9 8 . 1}$ | $\mathbf{1 6 3 . 0}$ | $\mathbf{2 0 8 . 9}$ |

(1) 2 months in 2011 .

With sales exceeding $€ 100$ million in the first half, Burberry fragrances ( $50 \%$ of total revenue) posted further gains ( $+21 \%$ ) on strong growth by the brand's well-established lines and the rollout of the new Burberry Body line, launched at the end of 2011.

Lanvin fragrances maintained double-digit growth ( $+30 \%$ ) with sales of nearly $€ 30$ million on continuing gains by the Éclat d'Arpège line and steady performances by the Jeanne Lanvin and Marry Me! lines.

Montblanc fragrances delivered particularly high growth $(+75 \%)$ with sales of $€ 22$ million that confirmed the success of the Montblanc Legend line launched last year.
Momentum that began in 2011 with a single product line, Jimmy Choo Eau de Parfum, continued in 2012 with the Eau de Toilette. As a result, Jimmy Choo fragrances showed robust growth ( $+42 \%$ ) with sales of nearly $€ 19$ million in the first half.

The gradual re-release of Boucheron fragrances, in particular with the Jä̈pur Bracelet line has generated sales of nearly € 10 million for the period;
In a year without major launches, Van Cleef \& Arpels fragrances had steady sales of $€ 9.5$ million.

## 1.2.

## Highlights by region

In an active market, with nearly $€ 100$ million expected for the full year, strong growth in North America was driven by Jimmy Choo and Montblanc with sales up three and fourfold respectively.
In South America, Eastern Europe and Asia, growth remained sustained with gains of $35 \%, 25 \%$ and $22 \%$ respectively for the period.

Western Europe (20\% of total revenue) continues to show positive momentum despite a slowdown in consumer spending in selected countries of the region.

In the Middle East, a significant rise in volume sales for all brands combined with a favorable comparison base led to a return to high growth (+40\%).

## 2.

## CONSOLIDATED FINANCIAL HIGHLIGHTS

| In $€$ millions | H1 2011 H 12012 | $\mathbf{1 2 / 1 1}$ |  |
| :--- | ---: | ---: | ---: |
| Sales | 163.0 | 208.9 | $+28 \%$ |
| Gross margin | 105.5 | 132.0 | $+25 \%$ |
| \% of sales | $64.7 \%$ | $63.2 \%$ |  |
| Operating profit | 26.0 | 29.2 | $+12 \%$ |
| \% of sales | $16.0 \%$ | $14.0 \%$ |  |
| Net income | 17.1 | 18.9 | $+11 \%$ |
| \% of sales | $10.5 \%$ | $9.0 \%$ |  |

Operating profit's upward momentum remained intact despite sustained marketing and advertising efforts ( $+49 \%$ ), rising $12 \%$ in the 2012 first half with an operating margin still at a high-level (14\%).

On that basis, the Group had net income of $€ 18.9$ million in the 2012 first half, up 10\% year-on-year.

| In $€$ millions | H1 2011 H1 2012 | $\mathbf{1 2 / 1 1}$ |  |
| :--- | ---: | ---: | ---: |
| Shareholders' equity | 215.7 | 227.9 | $+6 \%$ |
| Borrowings | 3.5 | 1.2 | $-66 \%$ |
| Net cash | 17.4 | 10.2 | $-41 \%$ |

In an environment of inventory buildup in preparation for launches in the second half, the Group's financial position remains excellent with:

- shareholders' equity of more than $€ 228$ million;
- cash of $€ 10$ million;
- limited net debt of € 1.2 million at June 30, 2012.


## 3.

## HALF YEAR MILESTONES

## January <br> Commencement of the Balmain license

Commercial activity has begun based on four existing lines. A new version of the Ivoire line is planned for the beginning of the 2012 second half.

## Commencement of the Repetto license agreement

The first women's fragrance line will be launched in 2013.

## February <br> Launch of the Jimmy Choo Eau de Toilette

This new scent puts an original twist on the original Jimmy Choo fragrance with notes of ginger, tea rose, exotic tiger orchid and cedar wood for a floral, fruity and modern composition.

## May <br> Launch of the Jeanne Couture line

Jeanne Couture offers a sophisticated variation on the theme of the first opus (Jeanne Lanvin). This latest fragrance keeps its fruity and musky character but is it enriched with more sensual notes.

## Launch of the Jaïpur Bracelet line

With Jaïpur Bracelet, the Boucheron Jeweler-Perfumer echoes the alliance between the Maison collections and India and reinterprets the history of Nauratan: Rajasthan traditional bracelet offered to young brides as a lucky charm.

## June

## Bonus share distribution

The company proceeded with its 13th 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 are presented in note 2.14 of the consolidated interim financial statements included in this report.

Other risk factors are of the same nature as those presented in section 3 "Risk factors" of the 2011 consolidated management report included in the registration document filed on April 6, 2012 with the French financial market authorities (Autorité des Marchés Financiers or AMF). There have been no significant changes in these risk factors in the 2012 first half.

## 4.2. Related party transactions

In the 2012 first half, relations between Interparfums and affiliated companies remained comparable with those of fiscal year 2011 presented in Note 6.6 "Information on related parties" of the 2011 consolidated financial statements included in the registration document filed on April 6, 2012 with the AMF.

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

## 5. <br> OUTLOOK

Based on performances of the first six months and the outlook for the second half, Interparfums has raised its guidance for annual sales to € $€ 20$ million for 2012.

## 6. <br> POST-CLOSING EVENTS

On July 16, 2012, Burberry exercised its option to terminate the license agreement between the two parties. Despite this, the two companies decided on that date to pursue discussions on the creation of a new operating model for the fragrance and cosmetics business.

On July 27, 2012, these discussions were discontinued. In consequence, the license agreement will expire on December 31, 2012 in exchange for payment of a buyout price of $€ 181$ million (excluding trade receivables, inventories and tangible assets).
After payment of this buyout price for the license rights, Interparfums will have substantial resources to acquire one or more brands, either on a proprietary basis or as a licensee, from net cash at the beginning of 2013 of nearly $€ 200$ million and equity of $€ 350$ million, underscoring its significant borrowing capacity.

Based on current growth rates for all of the portfolio's brands, preliminary full-year sales target for 2013 may reach € 240 - $€ 250$ million.

# CONDENSED <br> CONSOLIDATED <br> FINANCIAL STATEMENTS 

## 1. <br> CONSOLIDATED INCOME STATEMENT

In $€$ thousands,

| Except per share data which is in units | Notes | H1 2011 | H1 2012 |
| :---: | :---: | :---: | :---: |
| Sales | 3.1 | 163,022 | 208,909 |
| Cost of sales | 3.2 | $(57,550)$ | $(76,874)$ |
| Gross margin |  | 105,472 | 132,035 |
| \% of sales |  | 64.7\% | 63.2\% |
| Selling expenses | 3.3 | $(74,003)$ | $(97,195)$ |
| Administrative expenses | 3.4 | $(5,448)$ | $(5,634)$ |
| Operating profit |  | 26,021 | 29,206 |
| $\%$ of sales |  | 16.0\% | 14.0\% |
| Financial income <br> Interest and similar expenses |  | $\begin{array}{r} 348 \\ (441) \end{array}$ | $\begin{array}{r} 425 \\ (593) \end{array}$ |
| Net interest expense |  | (93) | (168) |
| Other financial income Other financial expense |  | $\begin{array}{r} 2,333 \\ (2,502) \end{array}$ | $\begin{array}{r} 2,047 \\ (2,914) \end{array}$ |
| $\underline{\text { Net financial income/(expense) }}$ | 3.5 | (262) | $(1,035)$ |
| Income before income tax |  | 25,759 | 28,171 |
| $\%$ of sales |  | 15.8\% | 13.5\% |
| Income tax | 3.6 | $(8,850)$ | $(9,895)$ |
| Effective tax rate |  | 34.4\% | 35.1\% |
| Net income before non-controlling interests |  | 16,909 | 18,276 |
| $\%$ of sales |  | 10.4\% | 8.7\% |
| Attributable to non-controlling shareholders |  | (227) | (614) |
| Attributable to equity holders of the parent |  | 17,136 | 18,890 |
| \% of sales |  | 10.5\% | 9.0\% |
| Basic earnings per share ${ }^{(1)}$ | 3.7 | 0.95 | 0.94 |
| $\underline{\text { Diluted earnings per share }{ }^{(1)}}$ | 3.7 | 0.94 | 0.94 |

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

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Available-for-sale assets | 419 | 430 |
| Currency hedges | - | - |
| Gross income/(expense) recognized directly in equity | 419 | $\mathbf{4 3 0}$ |
| Deferred tax | $(144)$ | $(155)$ |
| Net income/(expense) recognized directly in equity | 275 | 275 |
| Consolidated net profit for the period | 16,909 | 18,276 |
| Total recognized income and expense for the period | $\mathbf{1 7 , 1 8 4}$ | $\mathbf{1 8 , 5 5 1}$ |
| Attributable to non-controlling shareholders | $(227)$ | $(614)$ |
| Attributable to equity holders of the parent | $\mathbf{1 7 , 4 1 1}$ | $\mathbf{1 9 , 1 6 5}$ |

## 3.

## CONSOLIDATED BALANCE SHEET

## Assets

| In € thousands | Notes | 12/31/11 | 06/30/12 |
| :---: | :---: | :---: | :---: |
| Non-current assets |  |  |  |
| Net trademarks and other intangible assets | 2.1 | 71,049 | 69,378 |
| Net goodwill | 2.2 | 2,010 | 2,010 |
| Net property, plant, equipment | 2.3 | 9,057 | 10,091 |
| Long-term investments |  | 1,128 | 1,457 |
| Other non-current financial assets |  | 432 | 500 |
| Deferred tax assets | 2.11 | 5,777 | 7,862 |
| Total non-current assets |  | 89,453 | 91,298 |
| Current assets |  |  |  |
| Inventory and work in progress | 2.4 | 101,167 | 112,218 |
| Trade receivables and related accounts | 2.5 | 129,109 | 102,861 |
| Other receivables | 2.6 | 5,780 | 5,245 |
| Corporate income tax |  | 1,085 | 844 |
| Current financial assets | 2.7 | - | - |
| Cash and cash equivalents | 2.7 | 26,600 | 13,736 |
| Total current assets |  | 263,741 | 234,904 |
| Total assets |  | 353,194 | 326,202 |

## Shareholders' equity and liabilities

| In $€$ thousands | Notes | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: |
| Shareholders' equity |  |  |  |
| Share capital |  | 59,602 | 66,001 |
| Additional paid-in capital |  | 377 | - |
| Retained earnings |  | 125,464 | 143,030 |
| Net income for the year | 30,300 | 18,890 |  |
| Group shareholders' equity |  | 215,743 | 227,921 |
| Non-controlling interests |  | 277 | $(346)$ |
| Total shareholders' equity | 2.8 | 216,020 | 227,575 |
| Non current liabilities |  |  |  |
| Provisions for non-current commitments | 2.9 | 2,127 | 2,315 |
| Non-current borrowings | 2.10 | 12 | 43 |
| Deferred tax liabilities | 2.11 | 1,472 | 1,496 |
| Total non-current liabilities |  | 3,611 | 3,854 |
| Current liabilities |  |  |  |
| Trade payables and related accounts | 2.12 | 96,238 | 66,311 |
| Current borrowings | 2.10 | 3,450 | 1,171 |
| Provisions for contingencies | 2.9 | 49 | 49 |
| Current income tax liabilities | 2.10 | 1,016 | 4,824 |
| Bank facilities | 9,205 | 3,575 |  |
| Other payables | 2.12 | 23,605 | 18,843 |
| Total current liabilities |  | 133,563 | 94,773 |
| Total shareholders' equity and liabilities |  | 353,194 | 326,202 |

4. 

STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| In € thousands | Number of shares | Common stock | Paid-in Retained capital earnings \& net income |  | Group share | Total equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Noncontrolling interests | Total |
| As of June 30, $2010{ }^{(1)}$ | 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 | s 137,280 | 410 | 1,867 | - | 2,277 | - | 2,277 |
| 2011 net income |  | - | - | 30,300 | 30,300 | (94) | 30,206 |
| 2010 dividend paid in 2011 | - | - | - | $(8,628)$ | $(8,628)$ | - | $(8,628)$ |
| Treasury shares | $(30,037)$ | - |  | (420) | (420) | - | (420) |
| Stock based compensation | - | - |  | 135 | 135 | - | 135 |
| Remeasurement of instruments securities at fair value | - | - | - | 19 | 19 | - | 19 |
| Effect of exchange rate fluctuations | - | - | - | 561 | 561 | (14) | 547 |
| As of December 31, $2011{ }^{(1)}$ | 19,813,523 | 59,602 | 377 | 155,764 | 215,743 | 277 | 216,020 |
| Bonus share issue | 2,000,027 | 6,000 | $(2,384)$ | $(3,616)$ | - | - |  |
| Shares issued on exercise of stock options | s 132,948 | 399 | 2,007 | - | 2,406 | - | 2,406 |
| 2012 half-year net income |  | - | - | 18,890 | 18,890 | (614) | 18,276 |
| 2011 dividend paid in 2012 | - | - |  | $(9,914)$ | $(9,914)$ | - | $(9,914)$ |
| Treasury shares | 9,650 | - |  | 204 | 204 | - | 204 |
| Stock based compensation | - | - | - | 101 | 101 | - | 101 |
| Remeasurement of instruments securities at fair value | - | - | - | 43 | 43 | - | 43 |
| Currency translation adjustments | - | - | - | 458 | 458 | (4) | 454 |
| Other changes | - | - | - | (10) | (10) | (5) | (15) |
| As of June 30, 2012 ${ }^{(1)}$ | 21,956,148 | 66,001 | 0 | 161,920 | 227,921 | (346) | 227,575 |
| 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 | s 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 | 142,597 | 202,125 | 118 | 202,243 |

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

| In $€$ thousands | $06 / 30 / 11$ | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: |
| Cash flows from operating activities |  |  |  |
| Net income | 16,909 | 30,206 | 18,276 |
| Depreciation, amortization and other | 6,165 | 10,922 | 11,690 |
| Net finance costs | 93 | 505 | 168 |
| Tax charge of the period | 8,850 | 16,661 | 9,895 |
| Operating cash flows | 32,015 | 58,294 | 40,029 |
| Interest expense payments | $(654)$ | $(1,413)$ | $(617)$ |
| Tax payments | $(12,882)$ | $(23,094)$ | $(5,522)$ |
| Cash flow after interest expense and tax | 18,479 | 33,787 | 33,890 |
| Change in inventory and work in progress | $(38,102)$ | $(35,997)$ | $(17,043)$ |
| Change in trade receivables and related accounts | $(9,788)$ | $(55,537)$ | 25,915 |
| Change in other receivables | 293 | $(27)$ | 776 |
| Change in trade payables and related accounts | 17,784 | 42,918 | $(29,927)$ |
| Change in other current liabilities | $(3,905)$ | $(278)$ | $(6,939)$ |
| Change in working capital needs | $(33,718)$ | $(48,921)$ | $(27,218)$ |
|  |  |  |  |
| Net cash flows provided by (used in) operating activities | $(15,237)$ | $(15,134)$ | $\mathbf{6 , 6 7 2}$ |
| Cash flows from investing activities |  |  |  |
| Net acquisitions of intangible assets | $(1,565)$ | $(4,302)$ | $(530)$ |
| Net acquisitions of property, plants and equipment | $(2,843)$ | $(5,727)$ | $(3,620)$ |
| Net acquisitions of marketable securities $(+3$ months) | 25,985 | 35,785 | $(365)$ |
| Changes in non-current financial assets | $(18)$ | 164 | $(329)$ |
| Net cash flows provided by (used in) investing activities | 21,559 | 25,920 | $(4,479)$ |


| Cash flow from financing activities |  |  |  |
| :--- | ---: | ---: | ---: |
| Issuance of borrowings and new financial debt | - | - | - |
| Debt repayments | $(4,182)$ | $(8,412)$ | $(2,205)$ |
| Dividend payments to shareholders | $(8,628)$ | $(8,628)$ | $(9,914)$ |
| Capital increases | 1,826 | 2,279 | 2,406 |
| Treasury shares | 17 | $(513)$ | 286 |
| Net cash flows provided by (used in) financing activities | $(10,967)$ | $(15,274)$ | $(9,427)$ |
| Change in net cash | $(4,645)$ | $(4,488)$ | $(7,234)$ |
| Cash and cash equivalents, beginning of year | 21,883 | 21,883 | 17,395 |
| Cash and cash equivalents, end of year | $\mathbf{1 7 , 2 3 8}$ | $\mathbf{1 7 , 3 9 5}$ | $\mathbf{1 0 , 1 6 1}$ |

The reconciliation of net cash breaks down as follows:

| In $€$ thousands | $06 / 30 / 11$ | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: |
| Cash and cash equivalents | 22,422 | 26,600 | 13,736 |
| Bank facilities | $(5,184)$ | $(9,205)$ | $(3,575)$ |
| Net cash at the end of the period | 17,238 | 17,395 | 10,161 |
| Certificates of deposit > 3 months | 9,800 | - | - |
| Net cash and current financial assets | 27,038 | 17,395 | 10,161 |

# NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

ACCOUNTING PRINCIPLES P. 13
NOTES TO THE BALANCE SHEET P. 14
NOTES TO THE INCOME STATEMENT P. 23
SEGMENT REPORTING P. 25
OFF-BALANCE SHEET COMMITMENTS P. 26
INFORMATION ON RELATED PARTIES P. 27
OTHER DISCLOSURES P. 27

## 1. <br> ACCOUNTING PRINCIPLES

## 1.1. Statement of compliance

The condensed interim consolidated financial statements for the six-month period ending June 30, 2012 were adopted by the Board of Directors on September 6, 2012. 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, 2011. In addition, the comparability of interim and annual financial statements may be affected by seasonal trends of Group business and notably the impact of launch phases of new fragrance lines.

Financial information presented herein is 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

Since January 1, 2012, no changes or modifications in standards have occurred that concerned Interparfums Group.

Furthermore no standards, amendments or interpretations currently under review by IASB and IFRIC were applied in advance in the financial statements for the period ending 30 June 2012.

## 1.3.

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

| Interparfums ${ }^{\text {SA }}$ |  <br> controlling interest (\%) |  |
| :--- | :--- | ---: |
| 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 | Germany | $51 \%$ |

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 | 12/31/11 | + | - | 06/30/12 |
| :---: | :---: | :---: | :---: | :---: |
| 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 |
| Balmain upfront license fee | 2,050 | - | - | 2,050 |
| Other intangible assets |  |  |  |  |
| Rights on molds for bottles and related items | 9,481 | 309 | - | 9,790 |
| Registration of trademarks | 500 | - | - | 500 |
| Software | 2,087 | 221 | - | 2,307 |
| Other | 165 | 1 | - | 166 |
| Total cost | 93,208 | 531 | - | 93,738 |
| $\underline{\text { Depreciation and impairment }}$ |  |  |  |  |
| Indefinite life intangible assets |  |  |  |  |
| Nickel trademark | (384) | - | - | (384) |
| Finite life intangible assets |  |  |  |  |
| S.T. Dupont upfront license fee | $(1,219)$ | - | - | $(1,219)$ |
| Burberry upfront license fee | $(2,926)$ | (224) | - | $(3,150)$ |
| Van Cleef \& Arpels upfront license fee | $(7,605)$ | (756) | - | $(8,361)$ |
| Montblanc upfront license fee | (148) | (50) | - | (198) |
| Boucheron upfront license fee | $(1,000)$ | (497) | - | $(1,497)$ |
| Balmain upfront license fee | - | (85) | - | (85) |
| Other intangible assets |  |  |  |  |
| Rights on molds for bottles and related items | $(7,653)$ | (361) | - | $(8,014)$ |
| Registration of trademarks | (448) | 6 | - | (454) |
| Software | (668) | (218) | - | (886) |
| Other | (108) | (4) | - | (112) |
| Total amortization and impairment | $(22,159)$ | $(2,201)$ | - | $(24,360)$ |
| Total | 71,049 | $(1,671)$ | - | 69,378 |

[^2]
## 2.2. <br> Goodwill

Goodwill results from the acquisition of Nickel.
The gross value of goodwill of $€ 5,202,000$ was tested for impairment on December 31, 2011. In the absence of any indication of impairment, indefinite life intangible assets were not revalued on June 30, 2012. The total amount for impairment of $€ 3,192,000$ recognized in the balance sheet has consequently been maintained.
2.3.

Property, plant and equipment

| In $€$ thousands | $12 / 31 / 11$ | + | - | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: | ---: |
| Gross value |  |  |  |  |
| Fixtures, improvements, fittings | 11,732 | 2,420 | - | 14,152 |
| Office and computer equipment and furniture | 1,663 | 80 | - | 1,743 |
| Molds for bottles and caps | 7,886 | 1,112 | - | 8,998 |
| Other $^{(1)}$ | 1,003 | 76 | $(68)$ | 1,011 |
| Total cost | 22,284 | 3,688 | $(68)$ | 25,904 |
| Accumulated depreciation and impairment ${ }^{(1)}$ | $(13,227)$ | $(2,643)$ | $(57)$ | $(15,813)$ |
| Total net | 9,057 | $\mathbf{1 , 0 4 5}$ | $(11)$ | $\mathbf{1 0 , 0 9 1}$ |

(1) Including a gross amount of $€ 359,000$ for vehicles held under finance leases and depreciation expenses of $€ 266,000$.

The increase in the line item "fixtures, improvements, fittings" is mainly due to the creation of new in-store stands for the opening of new points of sale. The increase in "molds for bottles and caps" reflects the significant number of launches of new lines planned for 2013.

| 2.4. |  |  |
| :--- | ---: | ---: |
| Inventories and work in progress |  |  |
| In € thousands | $12 / 31 / 11$ | $06 / 30 / 12$ |
| Raw materials and components | 40,190 | 36,264 |
| Finished goods | 66,179 | 80,464 |
| Total gross amount | 106,369 | 116,728 |
| Allowances for raw materials | $(307)$ | $(1,067)$ |
| Allowances for finished goods | $(4,895)$ | $(3,443)$ |
| Total provisions | $(5,202)$ | $(4,510)$ |
|  |  |  |
| Net total | 101,167 | 112,218 |

The rise in inventories is mainly due to the buildup of stock for new lines (notably Montblanc), the multiplication of the number of new lines for all brands combined and the reception of Christmas gift sets.

## 2.5 .

Trade receivables and related accounts

| In $€$ thousands | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: |
| Total gross amount | 133,077 | 107,162 |
| Impairment | $(3,968)$ | $(4,301)$ |
| Net total | 129,109 | 102,861 |

The decline in trade receivables reflects a very high volume of billings at the end of 2011.

The aged trial balance for trade receivables breaks down as follows:

| In $€$ thousands | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: |
| Not due | 113,590 | 88,255 |
| $0-90$ days | 14,989 | 14,309 |
| $91-180$ days | 987 | 906 |
| $181-360$ days | 115 | 440 |
| More than 360 days | 3,396 | 3,252 |
| Total gross amount | 133,077 | 107,162 |

Trade receivables past due more than 360 days include bad debt owned by a former distributor in Spain in default for an amount of nearly $€ 3$ million that has been fully written down.

## 2.6.

## Other receivables

| In $€$ thousands | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: |
| Prepaid expenses | 2,182 | 2,505 |
| Interparfums Holding current accounts | 264 | 1,692 |
| Value-added tax | 2,411 | 933 |
| Other | 923 | 115 |
| Net total | 5,780 | 5,245 |

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

### 2.7.1.

## Current financial assets

Current financial assets consist of investments in the form of certificates of deposits with maturities of more than three months. At June 30, 2012, no financial assets were held with maturities exceeding three months.
2.7.2.

Cash and cash equivalents

| In $€$ thousands | $\mathbf{1 2 / 3 1 / 1 1}$ | $\mathbf{0 6 / 3 0 / 1 2}$ |
| :--- | ---: | ---: |
| Certificates of deposit (less than 3 months) | 17,387 | 6,508 |
| Bank accounts | 9,213 | 7,228 |
| Cash and cash equivalents | $\mathbf{2 6 , 6 0 0}$ | $\mathbf{1 3 , 7 3 6}$ |

Current financial assets (certificates of deposits > three months)
Cash, cash equivalents and current financial assets
26,600
13,736
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, 2012, Interparfums' capital was comprised of 22,000,301 shares fully paid-up with a par value of $€ 3,73.27 \%$-held by Interparfums Holding.
For the period under review, capital increases result from the exercise of stock options for 132,948 shares and the capital increase in connection with the bonus issue of June 18,2012 for $2,000,027$ shares on the basis of one new share for every ten shares held.

### 2.8.2

## 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 <br> beneficiaries | Number of <br> options <br> granted at <br> inception | Grant <br> date | Vesting <br> period | Exercise <br> price ${ }^{(1)}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Plan 2008 (IP Inc.) | 96 | 84,500 | $02 / 14 / 08$ | 4 years | $\$ 11.30$ |
| Plan 2009 | 135 | 87,000 | $12 / 17 / 09$ | 4 years | $€ 13.25$ |
| Plan 2010 | 143 | 114,700 | $10 / 08 / 10$ | 4 years | $€ 18.95$ |

(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 company Interparfums Inc. This plan was recognized in accordance with IFRIC 11 and is charged to Interparfums ${ }^{\text {SA }}$ by the parent company.

In the period, changes in plans issued by Interparfums ${ }^{\text {SA }}$ break down as follows:

| Plans | Options <br> outstanding <br> at $12 / 31 / 11$ | Conversions <br> in the <br> period | Bonus <br> share <br> grants | Cancellations <br> in the <br> period | Options <br> outstanding <br> at 06/30/12 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Plan 2006 | 136,434 | $(132,948)$ | - | $(3,486)$ |  |
| Plan 2009 | 103,939 | - | 10,368 | $(1,210)$ | 113,097 |
| Plan 2010 | 125,840 | - | 12,199 | $(3,960)$ | 134,079 |
|  | 366,213 | $(132,948)$ | 22,567 | $(8,656)$ | 247,176 |

At June 30, 2012, the potential number of Interparfums ${ }^{\text {SA }}$ shares that may be created was 247,176 .
Benefits granted to employees in the form of stock options, in accordance with IFRS 2, were calculated using the Black \& Scholes model. The impact of this calculation, including the US plan, represents an expense that is recognized over the duration of the vesting period. This expense was $€ 133,000$ for the first half of 2012 and $€ 173,000$ for the same period in 2011.

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:
$\left.\begin{array}{lrrrrr}\text { Plans } & \begin{array}{r}\text { Fair value } \\ \text { of the } \\ \text { options }\end{array} & \begin{array}{r}\text { Risk-free } \\ \text { interest } \\ \text { rate }\end{array} & \begin{array}{r}\text { Dividend } \\ \text { yield }\end{array} & \begin{array}{r}\text { Volatility } \\ \text { rate }\end{array} & \begin{array}{r}\text { Share price } \\ \text { retained } \\ \text { for the }\end{array} \\ \text { calculation }\end{array}\right]$
(1) The 2008 plan was issued by the parent company Interparfums Inc.

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

### 2.8.3.

## Treasury stocks

Within the framework of the share repurchase program authorized by the General Meeting of April 27, 2012, 44,153 Interparfums shares were held by the company as of June 30,2012 or $0.2 \%$ of the share capital.
Changes in the period break down as follows:

| In $€$ thousands | Number of shares | Book Value |
| :--- | ---: | ---: |
| At December 31, 2011 | 53,803 | 882 |
| Acquisitions | 65,525 | 1,306 |
| Bonus issue of June 18, 2012 | 3,990 | - |
| Reversal of provision for impairment | - | 204 |
| Sales | $(79,165)$ | $(1,569)$ |
| At June 30, 2011 | $\mathbf{4 4 , 1 5 3}$ | 823 |

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 | $12 / 31 / 11$ | $06 / 30 / 12$ |
| :--- | ---: | ---: |
| Reserves attributable to non-controlling interests | 371 | 268 |
| Earnings attributable to non-controlling interests | $(94)$ | $(614)$ |
| Non-controlling interests | 277 | $(346)$ |

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 2012, a dividend of $€ 0.50$ per share was paid or a total of $€ 9.9$ 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 | $12 / 31 / 11$ | + | Provisions <br> used in <br> the period | Reversal <br> of unused <br> provisions | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Provisions for retirement severance payments | 2,127 | 188 | - | - | 2,315 |
| Total provisions for expenses > 1 year | 2,127 | 188 | - | - | 2,315 |
| Provisions for contingencies | 49 | - | - | - | 49 |
| Total provisions for contingencies < 1 year | 2,176 | 188 | - | - | 2,364 |

### 2.10.

## Borrowings

### 2.10.1.

Borrowings by maturity and rate

| In $€$ thousands | Total | $<1$ year | 1 to 5 years | $>5$ years |
| :--- | ---: | ---: | ---: | ---: |
| Floating-rate (3M Euribor) | 1,110 | 1,110 | - | - |
| Car leases | 104 | 61 | 43 | - |
| Bank overdrafts | 3,575 | 3,575 | - | - |
| Total at June 30, 2012 | 4,789 | 4,746 | 43 | - |
|  |  |  |  |  |
| In $€$ thousands | Total | $<1$ year | 1 to 5 years | $>5$ years |
| Floating-rate (3M Euribor) | 3,353 | 3,353 | - | - |
| Car leases | 109 | 97 | 12 | - |
| Bank overdrafts | 9,205 | 9,205 | - | - |
| Total at December 31, 2011 | 12,667 | $\mathbf{1 2 , 6 5 5}$ | 12 | - |

This debt is in euros.

### 2.10.2.

Analysis of borrowings

| Lanvin |  |
| :--- | ---: |
| Inception date | September 28, 2007 |
| Initial amount (in € thousands) | 22,000 |
| Duration | 5 years |
| Rate | 3M Euribor $+0.40 \%$ |
| Repayment schedule | Quarterly |
| Amount payable at $6 / 30 / 2012$ (in $€$ thousands) | 1,100 |

### 2.10.3.

## Additional disclosures

The Lanvin debt contracted in September 2007 was covered by a $4.42 \%$ interest rate swap.
At June 30, 2012, on the basis of a notional amount of $€ 1.1$ million, a gain of $€ 43,000$ in connection with this swap was recognized in the income statement for which the Group did not apply hedge accounting in accordance with IAS 39 . The market value of the swap at June 30, 2012 represented a negative amount for the company of € 10,000 .

### 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 2011, all conditions required by these covenants were met with ratios considerably below the contractual limits. As a result, the Group had 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 | $12 / 31 / 11$ | Changes <br> through <br> reserves | Changes <br> through <br> income | $06 / 30 / 12$ |
| :--- | ---: | ---: | ---: | ---: |
| Deferred tax liabilities | 632 |  |  |  |
| Acquisition cost | - | $(2)$ | 630 |  |
| Market value of securities | 70 | 26 | - | 96 |
| Stocks options | - | 48 | $(48)$ | - |
| Gains (losses) on treasury shares | - | 82 | $(82)$ | - |
| Remeasurement gains (losses) | 770 | - | - | 770 |
| Total deferred tax liabilities | 1,472 | 156 | $(132)$ | 1,496 |
| Deferred tax assets |  |  |  |  |
| Timing differences between financial and tax accounting | 1,632 | - | $(320)$ | 1,312 |
| Forward exchange hedges | 46 | - | $(40)$ | 6 |
| Loan swap | 19 | - | $(15)$ | 4 |
| Recognition of loss carryforwards | 486 | - | 234 | 720 |
| Inventory margin | 2,646 | - | 1,499 | 4,145 |
| Advertising and promotional costs | 1,334 | - | 850 | 2,184 |
| Other | 100 | 11 | 100 | 211 |
| Total deferred tax assets before amortization | $\mathbf{6 , 2 6 3}$ | 11 | 2,308 | 8,582 |
| Amortization of deferred tax | $(486)$ | - | $(234)$ | $(720)$ |
| Total net deferred tax assets | 5,777 | 11 | 2,074 | 7,862 |
| Total net deferred tax | $(4,305)$ | 145 | $(2,206)$ | $(6,366)$ |

### 2.12. <br> Trade payables and other current liabilities

### 2.12.1. <br> Trade payables and related accounts

The € $€ 0$ million decline in trade payables reflects mainly a payment lag in the beginning of the year and a slightly lower level of purchases in the first half.
2.12.2.

Other liabilities

| In $€$ thousands | $\mathbf{1 2 / 3 1 / 1 1}$ | $\mathbf{0 6 / 3 0 / 1 2}$ |
| :--- | ---: | ---: |
| Accrued credit notes | 3,218 | 3,518 |
| Tax and employee-related liabilities | 10,344 | 6,973 |
| Accrued royalties | 5,927 | 5,936 |
| Forward exchange hedges | 2,730 | 1,663 |
| Other payables | 1,386 | 753 |
| Total other short-term liabilities | $\mathbf{2 3 , 6 0 5}$ | $\mathbf{1 8 , 8 4 3}$ |

### 2.13.

## 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 .


### 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 At June 30, 2012 | Carrying value | Fair value | Quoted prices (level 1) | Internal model based on directly observable market imputs (level 2) | Prices not based on observable market data (level 3) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other non-current financial assets | 1,957 | 1,957 | 500 | 1,457 | - |
| Trade receivables and related accounts | 102,861 | 102,861 | - | 102,861 | - |
| Other receivables | 5,245 | 5,245 | - | 5,245 | - |
| Cash and cash equivalents | 13,736 | 13,736 | - | 13,736 | - |
| Assets | 123,799 | 123,799 | 500 | 123,299 | - |
| Borrowings | 1,214 | 1,214 | - | 1,214 | - |
| Trade payables and related accounts | 66,311 | 66,311 | - | 66,311 | - |
| Bank facilities | 3,575 | 3,575 | - | 3,575 | - |
| Other payables | 18,843 | 18,843 | - | 18,843 | - |
| Liabilities | 89,943 | 89,943 | - | 89,943 | - |
| In $€$ thousands At June 30, 2012 | Carrying value | Fair value | Quoted prices (level 1) | Internal model based on directly observable market imputs (level 2) | Prices not based on observable market data (level 3) |
| Other non-current financial assets | 1,560 | 1,560 | 432 | 1,128 | - |
| Trade receivables and related accounts | 129,109 | 129,109 | - | 129,109 | - |
| Other receivables | 5,780 | 5,780 | - | 5,780 | - |
| Cash and cash equivalents | 26,600 | 26,600 | - | 26,600 | - |
| Assets | 163,049 | 163,049 | 432 | 162,617 | - |
| Borrowings | 3,462 | 3,462 | - | 3,462 | - |
| Trade payables and related accounts | 96,238 | 96,238 | - | 96,238 | - |
| Bank facilities | 9,205 | 9,205 | - | 9,205 | - |
| Other payables | 23,605 | 23,605 | - | 23,605 | - |
| Liabilities | 132,510 | 132,510 | - | 132,510 | - |

### 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. <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 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. <br> Liquidity risks

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 | 13,736 | 500 | - |
| Financial liabilities | $(4,736)$ | $(43)$ | - |
| Net position before hedging | 9,000 | 457 | - |
| Hedging of assets and liabilities (swaps) | $(10)$ | - | - |
| Net position after hedging | 8,990 | 457 | - |

Financial liabilities by year break down as follows:

| In $€$ thousands |  |  |
| :--- | ---: | ---: |
| At June 30, 2012 | 2012 | Total |
| Floating-rate debt - nominal | 1,100 | 1,100 |
| Floating-rate debt - interest | 14 | 14 |
| Interest rate swaps | 10 | 10 |
| In € thousands |  |  |
| At December 31, 2011 | 2012 | Total |
| Floating-rate debt - nominal | 3,300 | 3,300 |
| Floating-rate debt - interest | 86 | 86 |
| Interest rate swaps | 53 | 53 |

### 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 | 51,837 | 4,280 | 697 | 1,038 |
| Liabilities | $(6,441)$ | $(347)$ | $(1)$ | $(8)$ |
| Net position before hedging | 45,396 | 3,933 | 696 | $\mathbf{1 , 0 3 0}$ |
| Currency hedges | 1,508 | 21 | - | - |
| Net position after hedging | 46,904 | 3,954 | $\mathbf{6 9 6}$ | $\mathbf{1 , 0 3 0}$ |

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 ( $44.2 \%$ of sales) and to a lesser extent the pound sterling ( $4.9 \%$ of sales) and the Japanese yen ( $1.4 \%$ of sales).

The Group's exchange-rate risk management policy seeks to cover exposures related to monetary flows resulting from sales in US dollars and pounds sterling.

## 3.

NOTES TO THE INCOME STATEMENT

## 3.1.

Breakdown of consolidated sales by brand

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Burberry | 85,349 | $\mathbf{1 0 3 , 3 1 0}$ |
| Lanvin | 26,193 | 29,543 |
| Montblanc | 12,634 | 22,049 |
| Jimmy Choo | 13,147 | 18,719 |
| Boucheron (2 months in 2011) | 1,614 | 9,856 |
| Van Cleef \& Arpels | 9,887 | 9,504 |
| S.T. Dupont | 5,926 | 8,747 |
| Paul Smith | 7,125 | 5,186 |
| Nickel | 1,212 | 1,058 |
| Other | $(65)$ | 935 |
| Net total | $\mathbf{1 6 3 , 0 2 2}$ | $\mathbf{2 0 8 , 9 0 9}$ |

## 3.2.

Cost of sales

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Raw materials, trade goods and packaging | $(90,791)$ | $(82,035)$ |
| Changes in inventory and allowances | 40,242 | 15,217 |
| POS advertising | $(3,976)$ | $(6,150)$ |
| Staff costs | $(1,517)$ | $(1,739)$ |
| Subcontracting | $(856)$ | $(890)$ |
| Transportation costs | $(540)$ | $(391)$ |
| Other expenses related to the cost of sales | $(112)$ | $(886)$ |
| Total cost of sales | $(57,550)$ | $(76,874)$ |

## 3.3. <br> Selling expenses

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Advertising | $(29,562)$ | $(44,183)$ |
| Royalties | $(15,527)$ | $(18,690)$ |
| Subcontracting | $(9,968)$ | $(11,854)$ |
| Transportation costs | $(1,913)$ | $(2,646)$ |
| Sales commissions | $(974)$ | $(1,196)$ |
| Travel expenses | $(1,488)$ | $(1,578)$ |
| Staff costs | $(7,797)$ | $(8,916)$ |
| Allowances and reversals for depreciation/impairment | $(3,706)$ | $(4,188)$ |
| Other selling expenses | $(3,068)$ | $(3,944)$ |
| Total selling expenses | $(74,003)$ | $(97,195)$ |

Advertising support for all the portfolio's brands that began at the end of 2011 was maintained in the 2012 first half mainly for the Burberry, Jimmy Choo, Montblanc and Boucheron Brands and focusing particularly on North America.

## 3.4. <br> Administrative expenses

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Purchases and external costs | $(2,030)$ | $(1,784)$ |
| Tax and related expenses | $(418)$ | $(407)$ |
| Staff costs | $(1,892)$ | $(2,167)$ |
| Allowances and reversals for depreciation/impairment | $(385)$ | $(403)$ |
| Other administrative expenses | $(723)$ | $(873)$ |
| Total administrative expenses | $(5,448)$ | $(5,634)$ |

## 3.5.

Net financial expense

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Financial income | 348 | 425 |
| Interest and similar expenses | $(441)$ | $(593)$ |
| Net finance costs | $(93)$ | $(\mathbf{1 6 8 )}$ |
| Currency losses | $(1,675)$ | $(1,803)$ |
| Currency gains | 1,557 | 923 |
| Net currency gains (losses) | $(118)$ | $(880)$ |
| Other financial income and expenses | $(51)$ | 13 |
| Net financial income/(expense) | $(262)$ | $(\mathbf{1 , 0 3 5 )}$ |

## 3.6. <br> Income taxes

| In $€$ thousands | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| Current income tax | $(8,830)$ | $(12,101)$ |
| Deferred tax arising from timing differences | $(465)$ | $(321)$ |
| Deferred tax arising from consolidation adjustments | 445 | 2,527 |
| Total income taxes | $(8,850)$ | $(9,895)$ |

## 3.7. <br> Earnings per share

| In $€$ thousands, |  |  |
| :--- | ---: | ---: |
| except number of shares and earnings per share in euros | H1 2011 ${ }^{(1)}$ | H1 2012 |
| Net income ${ }^{(1)}$ | 17,136 | 18,890 |
| Average number of shares | $18,077,239$ | $20,018,157$ |
| Basic earnings per share | $\mathbf{0 . 9 5}$ | $\mathbf{0 . 9 4}$ |
| Dilutive effect of stock options: |  |  |
| Potential number of additional shares | 92,113 | 30,533 |
| Average number of shares after potential conversions | $18,169,352$ | $20,048,690$ |
| Diluted earnings per share | $\mathbf{0 . 9 4}$ | $\mathbf{0 . 9 4}$ |

[^3]
## 4.

SEGMENT REPORTING
4.1.

Business lines

| In € thousands | 06/30/11 |  |  | 06/30/12 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Perfumes | Skincare and Beauty | Total | Perfumes | Skincare and Beauty | Total |
| Sales | 161,345 | 1,677 | 163,022 | 206,033 | 2,876 | 208,909 |
| Operating profit | 27,731 | $(1,710)$ | 26,021 | 34,408 | $(5,202)$ | 29,206 |
| Impairment | - | - | - | - | - |  |
| $\underline{\text { In } € \text { thousands }}$ |  |  | 12/31/11 |  |  | 06/30/12 |
|  | Perfumes | Skincare and Beauty | Total | Perfumes | Skincare and Beauty | Total |
| Trademarks, licenses and goodwill | 69,012 | 4,097 | 73,109 | 67,067 | 4,321 | 71,388 |
| Inventories | 96,665 | 4,502 | 101,167 | 108,690 | 3,528 | 112,218 |
| Other segment assets | 178,152 | 766 | 178,918 | 141,909 | 687 | 142,596 |
| Total segment assets | 343,829 | 9,365 | 353,194 | 317,666 | 8,536 | 326,202 |
| $\underline{\text { Segment liabilities }}$ | 132,407 | 1,156 | 133,563 | 93,425 | 1,348 | 94,773 |

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 | H1 2011 | H1 2012 |
| :--- | ---: | ---: |
| North America | 31,439 | 49,119 |
| South America | 14,290 | 19,247 |
| Asia | 30,927 | 37,792 |
| Eastern Europe | 12,482 | 15,621 |
| Western Europe | 39,414 | 42,082 |
| France | 14,570 | 17,045 |
| Middle East | 18,032 | 25,279 |
| Africa | 1,868 | 2,724 |
| Total | $\mathbf{1 6 3 , 0 2 2}$ | $\mathbf{2 0 8}, \mathbf{9 0 9}$ |

## 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 | 2011 | $\mathbf{2 0 1 2}$ |
| :--- | ---: | ---: |
| Off-balance sheet commitments in connection with the company's operating activities | 312,531 | 280,896 |
| Off-balance sheet commitments in connection with the company's financing activities | - | - |
| Off balance sheet commitments | 542 | 520 |
| Total commitments given | $\mathbf{3 1 3 , 0 7 3}$ | $\mathbf{2 8 1 , 4 1 6}$ |

### 5.1.2.

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

| In $€$ thousands | Main characteristics | 2011 | 2012 |
| :---: | :---: | :---: | :---: |
| Guaranteed minima on trademark royalties | Guaranteed minima on royalties regardless of sales achieved for each of the trademarks in the period. | 254,500 | 239,350 |
| Headquarters rental payments | Rental payments due over the remainder of the lease period ( 3,6 or 9 years). | 3,974 | 3,313 |
| Guaranteed minima for warehousing and logistics | Contractual minima for remuneration of warehouses regardless of sales volume for the period. | 9,180 | 10,736 |
| Firm component orders (inventories) | Inventories of components on stock with suppliers the company undertakes to purchase as required for releases. | 44,877 | 27,497 |
| Total commitments given in connection with operating activities |  | 312,531 | 280,896 |

### 5.1.3. <br> Off-balance sheet commitments in connection with financing activities

Commitments with respect to forward currency sales at June 30,2012 amounted to $\$ 57,129,000$ and $£ 1,000,000$.
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 , shall be 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 | 2011 | 2012 |
| :--- | :--- | ---: | ---: |
| Pension liabilitie | Portion of past service costs deferred as <br> an off-balance sheet item pursuant to <br> application of the closing of July 23, 2008 <br> and amortized over 28 years | 542 | 520 |
|  |  |  |  |

### 5.1.5.

Commitments given by maturity at June 30, 2012

| In $€$ thousands | Total | Up to 1 year | 1 to 5 years | 5 years <br> or more |
| :--- | ---: | ---: | ---: | ---: |
| Guaranteed minima on trademark royalties | 239,350 | 31,565 | 142,235 | 65,550 |
| Headquarters rental payments | 3,313 | 1,095 | 1,916 | 302 |
| Guaranteed minima for warehousing and logistics | 10,736 | 1,342 | 5,368 | 4,026 |
| Firm component orders (inventories) | 27,497 | 27,497 | - | - |
| Commitments given in connection with operating activities | 280,896 | 61,499 | 149,519 | $\mathbf{6 9 , 8 7 8}$ |
| Bank guarantees | - | - | - | - |
| Commitments given in connection with financing activities | - | - | - | - |
| Pension liabilities | 520 | 22 | 87 | 411 |
| Other commitments given | 520 | 22 | 87 | 411 |
|  |  |  |  |  |
| Total commitments given | 281,416 | $\mathbf{6 1 , 5 2 1}$ | $\mathbf{1 4 9 , 6 0 6}$ | 70,289 |

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

### 5.1.6.

## Commitments received

Commitments received in connection with forward currency purchases at June 30, 2012 amounted to € 43,783,000 for US dollar hedges and $€ 1,202,000$ for Pound Sterling hedges representing total commitments of $€ 44,985,000$.

## 6.

## INFORMATION ON RELATED PARTIES

In the 2012 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 2011 annual report.
This is also the case for relation between members of the Management Committee and the Board of Directors.

## 7.

## OTHER DISCLOSURES

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 12 years and 6 months | Before term <br> December 2012 |
| S.T. Dupont | Original <br> Renewal <br> Renewal | July 1997 <br> January 2006 <br> January 2011 | 11 years <br> 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 |
| $\underline{\text { Van Cleef \& Arpels }}$ | 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 |
| Boucheron | Original | January 2011 | 15 years | December 2025 |
| Balmain | Original | January 2012 | 12 years | December 2023 |
| Repetto | Original | January 2012 | 13 years | December 2024 |

The renewal of the Burberry license agreement on July 1, 2004 was accompanied by an option to extend the license by an additional five years and an option by Burberry Ltd to acquire the license at its market value at December 31, 2011.

On December 21, Interparfums and Burberry extended by one year certain terms of their license agreement, including its length to December 31, 2017. Burberry's right to buy the license was moreover moved forward from December 31, 2011 to December 31, 2012, rendering the option requiring the consent of both parties to extend the license five years beyond 2017 exercisable at December 31, 2015.

On December 20, 2011, Burberry exercised its right to evaluate the purchase price for the unexpired term of the existing license.

On July 16, 2012, Burberry exercised its option to terminate the license agreement between the two parties. Despite this, the two companies decided on that date to pursue their discussions on the creation of a new operating model for the fragrance and cosmetics business.

On July 27, 2012, these discussions were discontinued. On that basis, the license agreement will expire on December 31, 2012 in exchange for payment of a buyout price of $€ 181$ million (excluding trade receivables, inventories and tangible assets).
On December 17, 2011, Balmain and Interparfums signed a 12-year worldwide license agreement commencing on 1 January 2012 for the creation, development and distribution of fragrances under the Balmain brand.

On December 7, 2011 Repetto, the French maker of dance-inspired footwear and fashion accessories, and Interparfums signed a 13-year worldwide license agreement starting on January 1, 2012 for the creation, development and distribution of fragrances under the Repetto brand.

## 7.2. <br> Proprietary brands

## Lanvin

In June 2004, Interparfums ${ }^{\text {SA }}$ 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 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.

## Insurance

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

## 7.4. Employee-related data

### 7.4.1. <br> Employees by category

| Number of employees at | $\mathbf{1 2 / 3 1 / 1 1}$ | $\mathbf{0 6 / 3 0 / 1 2}$ |
| :--- | ---: | ---: |
| Executive officers and management | 118 | 116 |
| Supervisory staff | 14 | 13 |
| Employees | 95 | 101 |
| Total | $\mathbf{2 2 7}$ | $\mathbf{2 3 0}$ |

### 7.4.2.

Employees by department

| Number of employees at | $\mathbf{1 2 / 3 1 / 1 1}$ | $\mathbf{0 6 / 3 0 / 1 2}$ |
| :--- | ---: | ---: |
| Executive Management | 2 | 2 |
| Production \& Operations | 32 | 34 |
| Burberry Fragrances | 39 | 38 |
| Luxe \& Fashion | 26 | 31 |
| France | 67 | 62 |
| Finance \& Corporate Affairs | 37 | 36 |
| Subsidiaries | 24 | 27 |
| Total | $\mathbf{2 2 7}$ | $\mathbf{2 3 0}$ |

## 7.5. <br> Post-closing events

On July 16, 2012, Burberry exercised its option to terminate the license agreement between the two parties. Despite this, the two companies decided on that date to pursue discussions on the creation of a new operating model for the fragrance and cosmetics business.

On July 27, 2012, these discussions were discontinued. In consequence, the license agreement will expire on December 31, 2012 in exchange for payment of a buyout price of $€ 181$ million (excluding trade receivables, inventories and tangible assets).

After payment of this buyout price for the license rights, Interparfums will have substantial resources to acquire one or more brands, either on a proprietary basis or as a licensee, from net cash at the beginning of 2013 of nearly $€ 200$ million and equity of $€ 350$ million, underscoring its significant borrowing capacity.

Based on current growth rates for all of the portfolio's brands, preliminary full-year sales target for 2013 may reach € $240-€ 250$ million.

## 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 6, 2012
Philippe Benacin
Chairman and Chief Executive Officer

# Executive officer responsible for financial information 

Philippe Santi

Executive Vice President \& Chief Financial Officer

Translation disclaimer: This is a free translation into English of the original French language version of the interim financial report (rapport semestrie)) provided solely for the convenience of English speaking. This report should consequently be read in conjunction with, and construed in accordance with French law and French generally accepted accounting principles. While all possible care has been taken to ensure that this translation is an accurate representation of the original French document, this English version has not been audited by the company's statutory auditors and in all matters of interpretation of information, views or opinions expressed therein, only the original language version of the document in French is legally binding. As such, the translation may not be relied upon to sustain any legal claim, nor be used as the basis of any legal opinion and the Interparfums expressly disclaims all liability for any inaccuracy herein.

## Requests for information

To receive information or be added to the company's
financial communications mailing list contact the Investor
Relations department (attention: Karine Marty):
Telephone: +33 (0)800 474747
Fax: +33 (0) 140740842
Via the website: www.interparfums.fr

# $4 \mathrm{ROND}-\mathrm{PO} \mathrm{NT}$ DES <br> CHAMPS ÉYYEEES <br> 75008 PARIS <br> TEL. +33153770000 <br> interparfums 

INTERPARFUMS.FR


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

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

[^2]:    In the absence of any indication of impairment, indefinite life intangible assets were not revalued on June 30, 2012.

[^3]:    (1) Restated to eliminate the impact of the bonus issue of one new share for every ten shares held on June 18, 2012.

