

# interparfums

## 2012 nine-month sales: €328m

+20% at current exchange rates

+15% at constant exchange rates

In the 2012 third quarter, Interparfums achieved further growth in sales from a comparison base that was already very high for fall 2011, bolstered by the launch of the *Burberry Body* line. Sales for the quarter thus reached nearly €119 million, up 8.6% at current exchange rates from last year's same period. Continuing strength of sales for Montblanc (+68%), Jimmy Choo (+45%) and Boucheron (+57%) fragrances in particular drove growth of more than 25% for the quarter for all brands combined excluding Burberry.

Consolidated sales for the first nine months of 2012 rose to €327.8 million, up 20.3% at current exchange rates and 15.0% at constant exchange rates year-on-year.

€millions	3 <sup>rd</sup> quarter		9 months	
	2011	2012	2011	2012
Burberry	65.3	63.3	150.7	166.6
Lanvin	13.8	15.5	40.0	45.0
Montblanc	7.9	13.2	20.5	35.2
Jimmy Choo	8.0	11.5	21.1	30.2
Van Cleef & Arpels	4.4	3.7	14.3	13.2
Boucheron (5 months in 2011)	2.1	3.3	3.7	13.2
S.T. Dupont	3.2	3.1	9.1	11.8
Paul Smith	4.3	3.5	11.4	8.7
Other	0.5	1.8	1.8	3.9
<b>Total</b>	<b>109.5</b>	<b>118.9</b>	<b>272.5</b>	<b>327.8</b>

### Nine-month highlights by brand

■ On double digit growth from the brand's historic lines and a good performance by the *Burberry Body* line launched last year, Burberry fragrances grew more than 10%;

■ Lanvin fragrances maintained their forward momentum with steady expansion (+13%) based on continuing gains by the *Eclat d'Arpège* line, good performances by the *Jeanne Lanvin* and *Marry Me!* lines and the launch of the *Jeanne Lanvin Couture* line;

■ With sales already exceeding €35 million, Montblanc fragrances delivered very high growth (+72%), confirming the success of the men's line *Legend* (€20 million in nine months);

■ Jimmy Choo fragrances also showed robust gains (+43%) on the strength of a product offering based on a single women's line, *Jimmy Choo*;

■ In a year without major launches, Van Cleef & Arpels fragrances' sales have remained steady at €13 million;

■ The gradual re-release of Boucheron fragrances and a first initiative with the *Jaipur Bracelet* line generated sales of more than €13 million, confirming the brand's strong potential.

### Nine-month highlights by region

■ Driven by the significant performances of the Jimmy Choo (+150%) and Montblanc fragrances (+380%), North America (24% of total revenue) was up nearly 38%;

■ Expansion continued in the Middle East (in particular Saudi Arabia) and Eastern Europe (notably Russia) with gains of more than 30%;

■ Asia (17% of total revenue) and South America (9% of total revenue) recorded growth rates of 16% and 17% respectively;

■ Finally, performances in Western Europe remain positive (+6%) despite weaker consumer spending in selected countries.

### 2013 targets

On 21 November Interparfums will release targets for 2013 taking into account the transition agreement concluded with Burberry and all launches programmed for the year, notably for Jimmy Choo, Lanvin, Van Cleef & Arpels and Boucheron brands as well the launch of the first Repetto fragrance in July 2013.

Paris, October 23, 2012

#### Upcoming events

Shareholder information  
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[www.interparfums.fr](http://www.interparfums.fr)

#### Publication of 2013 targets

November 21, 2012 (before the opening of trading)

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#### Actionaria trade show, Paris

November 23 & 24, 2012

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