

interparfums

2013 third-quarter sales +33% like-for-like

In the 2013 third quarter, like-for-like sales rose 33% to €74.2 million, driven by continuing strong growth of Montblanc (+48%) and Jimmy Choo (+47%) fragrances and successful launches of *Repetto* and *Boucheron Place Vendôme*.

For the first nine months, like-for-like sales rose in consequence 20% to €194 million. Total sales for the first nine months came to €292.7 million.

M€	Q3		9 months		Change 13/12
	2012	2013	2012	2013	
Lanvin	15.5	16.1	45.0	50.0	+11%
Montblanc	13.2	19.5	35.2	47.8	+36%
Jimmy Choo	11.5	16.9	30.2	44.1	+46%
Van Cleef & Arpels	3.7	4.5	13.2	14.2	+7%
Boucheron	3.3	6.4	13.2	12.3	-6%
S.T. Dupont	3.1	2.4	11.8	8.4	-29%
Paul Smith	3.5	3.4	8.7	7.7	-12%
Repetto (4 months in 2013)	-	4.1	-	6.3	ns
Other	1.8	0.9	3.9	3.0	ns
Recurring sales	55.6	74.2	161.3	193.8	+20%
Burberry	63.3	-	166.6	98.9	ns
Total sales	118.9	74.2	327.8	292.7	-11%

ns: not significant

Nine-month highlights by brand

- Lanvin fragrances maintained double-digit growth (+11%) on continuing gains by the *Éclat d'Arpège* (+14%) line, steady sales by the *Jeanne Lanvin* and *Marry Me !* lines and the launch of *Lanvin Me* in the spring of last year;
- With sales of nearly €48 million, Montblanc fragrances posted strong growth (+36%), confirming the considerable success of the men's line *Legend*, launched in 2011 and now the Group's top-selling line;
- Jimmy Choo fragrances also registered strong sales (+46%), now based on two women's' lines, *Jimmy Choo* and *Flash*, launched early in the year;
- The excellent start for the *Rêve* line and good performances by the *First* and *Collection Extraordinaire* lines positively contributed to Van Cleef & Arpels fragrances' renewed growth (+7%);
- Boucheron fragrances achieved sales of €12 million, originating mainly from the fall launch of the *Place Vendôme* line;
- Finally, Repetto fragrances largely exceeded expectations with sales of €6 million in four months, reflecting an excellent start in several markets in Europe, particularly in France, and in Asia.

Nine-month highlights by region

With 20% to 30% growth in each region, the portfolio's development has been particularly sustained in North America, France, Western Europe and Asia with noteworthy successes by Montblanc, Jimmy Choo and Repetto fragrances.

Paris, October 24, 2013

Philippe Benacin, Chairman and CEO commented:

"The change in the Group's organization has balanced our brand portfolio and created a new spirit of team competition. The launches of the Repetto and Boucheron Place Vendôme lines clearly benefited from this strong momentum that has thus positively contributed to our accelerating growth over the last several months. On that basis, full-year sales may exceed €335 million for 2013."

Upcoming events:

Publication of detailed 2014 targets
November 19, 2013 (before the opening of trading)

Actionaria trade show, Paris
November 22 & 23, 2013

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