

2016 outlook Continuing growth

Paris, November 17, 2015

2015: strategic acquisitions

A year with several landmark events:

- Acquisition of the Rochas brand (fragrances and fashion);
- Signature of a license agreement with the American brand, Coach;
- Early extension of the Interparfums Montblanc partnership for 5 additional years to December 31, 2025.

The integration of these two new brands, offering genuine sources of future growth, exemplifies the company's strategy of strengthening the brand portfolio through major acquisitions, drawing on its substantial cash resources available since the end of 2012.

Furthermore, targets set for sales (€310 million-€320 million) and the operating margin (between 11% and 12%) for 2015 will be met thanks to excellent performances by Montblanc and Jimmy Choo fragrances.

2016: Multiple growth drivers

For 2016, continuing growth is expected based on:

- Further gains by Montblanc fragrances, driven namely by the launch of the men's line *Montblanc Legend Spirit*;
- The consolidation of Jimmy Choo sales following an eventful 2015 in terms of launches;
- Ramping up the distribution for Rochas fragrances, particularly in Spain and France and the preparation of a new line planned for 2017;
- The fragrance line launch for Coach in fall 2016, marking the first feminine initiative for this brand.

On that basis, our initial estimate is that sales for 2016 should reach €340 million representing growth of nearly 8% from 2015.

For this same period, the operating margin could reach nearly 12%: with favorable foreign exchange conditions expected to persist, the company intends to accelerate the development of its entire brand portfolio by increasing its marketing and advertising efforts while at the same time limiting increases in fixed costs.

Finally, with approximately €200 million in cash, the company will remain on the lookout for any new licensing or acquisition opportunities.

Upcoming events

Actionaria trade show, Paris
November 20 & 21, 2015

Publication of 2015 sales
January 26, 2016
(before the opening
of trading)

Investor Relations and Analysts Contact

Philippe Santi
Executive Vice President
psanti@interparfums.fr

Media Contact

Cyril Levy-Pey
Communication Director
clevypey@interparfums.fr

Shareholder information

+33 1 53 77 00 99

Interparfums

4 rond-point des Champs Élysées
75008 Paris - France
Tel. +33 1 53 77 00 00



Visit us on
interparfums.fr

ITP
LISTED
NYSE
EURONEXT

ISIN : FR0004024222-ITP
Reuters : IPAR.PA
Bloomberg : ITP
Indices : CAC Mid & Small /
CAC PEA-PME / EnterNext
PEA-PME 150
Eligible for PEA PME
savings vehicles