

## 2017 nine-month sales €324m (+19%)

Paris, October 25, 2017

With continuing positive trends for the portfolio's main brands, consolidated revenue reached nearly €115m in the 2017 third quarter, up 4% at current exchange rates and 5% at constant exchange rates from the same quarter in 2016, despite a difficult comparison with last year's launch of the women's line, *Coach*.

For the first nine months of 2017 consolidated sales consequently rose to €324m or 18.7% at current exchange rates and 18.8% at constant exchange rates year-on-year.

€m	Q3		9 months		Change 17/16
	2016	2017	2016	2017	
Montblanc	29.4	31.7	84.5	88.8	+5%
Jimmy Choo	24.5	24.0	63.4	78.6	+24%
Lanvin	19.0	16.5	41.1	47.0	+14%
Coach (3 months in 2016)	12.4	15.8	12.4	31.5	ns
Rochas	6.3	7.9	20.0	26.5	+32%
Boucheron	4.0	5.2	12.2	14.1	+15%
Van Cleef & Arpels	4.9	4.1	14.3	13.6	-5%
Other brands	9.7	8.8	23.5	21.9	ns
<b>Total fragrance sales</b>	<b>110.2</b>	<b>114.0</b>	<b>271.4</b>	<b>322.0</b>	<b>+19%</b>
Rochas fashion royalties	0.4	0.6	1.5	2.0	+31%
<b>Total sales</b>	<b>110.6</b>	<b>114.6</b>	<b>272.9</b>	<b>324.0</b>	<b>+19%</b>

ns : not significant

### Nine-month highlights by brand

- After growing more than 20% in 2016, a year that included the launch of the *Montblanc Legend Spirit* line, Montblanc fragrances consolidated their positions, in line with expectations at the start of the year;
- With sales of nearly €79m, up 24% from last year's same period, Jimmy Choo fragrances maintained forward momentum with gains by the *Jimmy Choo L'Eau* and *Jimmy Choo Man Ice* lines and good performances by the established women's and men's lines;
- After experiencing difficult market conditions in selected markets in 2016, Lanvin fragrances have returned to growth, driven by the international launch of the *Modern Princess* line and the historical strength of the *Eclat d'Arpège* line;

- Coach fragrance had €31.5m in sales on continuing growth by the women's line *Coach* rolled out in 2016 and bolstered by the launch of the men's version in fall 2017;
- Finally, Rochas fragrances had €26.5m in sales reflecting the strength of the *Eau de Rochas* line and the *Mademoiselle Rochas* line's successful launch in around fifteen markets, the brand's first major initiative since acquired in 2015.

### Nine-month highlights by region

- Sales continued to grow in North America (+17%), driven by Jimmy Choo and Coach fragrances in particular, as the promising recent launch of the *Coach* men's line builds on the success of the women's line one year earlier;
- South America (+40%), Eastern Europe (+32%) and the Middle East (+29%) have returned to high growth rates, following mixed performances in 2016;
- In Western Europe, slower growth reflects the high comparison base from the *Montblanc Legend Spirit* line's launch in the 2016 first half;
- Sales in France rose by 6% (excluding the sale of Balmain inventory), with the very successful launch of *Mademoiselle Rochas*, within a market for cosmetics and perfumes contracting more than 3%<sup>(1)</sup>;
- With good performances in South Korea and China in particular, sales in Asia were up nearly 20%.

### Outlook

Based on the good level of business activity in the 2017 third quarter, consolidated revenue is expected to reach €400-€405m for the full year.

<sup>(1)</sup> Source : NPD France end of September 2017

### Upcoming events

Publication of 2018 targets  
November 14, 2017  
(before the opening  
of Euronext Paris)

Actionaria trade show, Paris  
November 23 & 24, 2017

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