

## 2022 outlook

### 2021: Very strong annual growth

Bolstered by a record Q3 performance, growth in 2021 has been particularly strong with expected annual sales of €520-€530m, up around 40% from 2020 and 8% from 2019.

The company continued to add market share in many regions, particularly in the United States where its American subsidiary, Interparfums Luxury Brands, will achieve growth in sales of more than 50% this year compared to approximately 40% for the beauty market overall.

### 2022: Continuing growth momentum

As every year, growth will be driven by a rich line-up of new strategic initiatives, starting with the launch of Moncler's first-ever fragrance line in a selective distribution network that should be gradually extended to 3,000 points of sale by year-end.

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**Philippe Benacin**, Chairman and CEO, commented: *"In a fast-growing fragrance and cosmetics market, we had an exceptional year, considerably outperforming initial targets, driven by the quality of our established lines, the success of our latest launches and the commitment of our teams. And even though growth may slow in certain markets following the particularly strong momentum in 2021, we remain no less confident in the outlook for 2022."*

**Philippe Santi**, Executive Vice President, added: *"In a period in which sales accelerated significantly, we will achieve a high operating margin of between 15% and 16% for 2021. And while pressure on the supply chain tends to impact costs of certain raw materials and transport, this effect should be offset by an increase in sales prices planned for early next year. In this context, and taking into a more extensive product communication plan next year, we will be expecting an operating margin for 2022 of around 15%."*

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Paris, November 16, 2021

And while supply chain disruptions of the last few months could slow the pace of deliveries in the first half, the high backlog of orders highlighting the current business momentum should make it possible to achieve annual sales of €560-€570m in 2022.

### Lanvin

Interparfums granted Jeanne Lanvin an exclusive license for make-up and cosmetics. In exchange, the option to buy back the Lanvin brand name for class 3 products (perfumes, make-up, cosmetics), held by Jeanne Lanvin since 2007, was extended for two years, until July 1, 2027.

### Upcoming events

Publication of 2021 annual sales  
January 25, 2022  
(before the opening of the Paris - Euronext Stock Exchange)

Publication of 2021 annual results  
March 2, 2022  
(before the opening of the Paris - Euronext Stock Exchange)

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This press release and a detailed presentation will be available in French and English on the website [www.interparfums-finance.fr](http://www.interparfums-finance.fr)

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