

## Strong sales growth in 2008 first quarter: +28%

**BURBERRY**

Christian Lacroix

**LANVIN**  
PARIS

**NICKEL**

Paul Smith

**QUIKSILVER** 

**ROXY**

*S.T. Dupont*  
PARIS

Van Cleef & Arpels

Continued strong momentum in the first quarter fueled significant market share gains. As a result, sales totalled €73.9 million, advancing 27.8% at current exchange rates and 35% at constant exchange rates over the equivalent prior-year period.

### Highlights by brand

Burberry fragrances had an exceptional first quarter with sales up more than 34% to €52 million in response to:

- good performances by the brand's historic lines,
- the successful worldwide launch of the new women's line *Burberry The Beat*, rapidly restocked at points of sale following strong initial demand.

Without major launches in the start of the year, Lanvin fragrances sales overall remained on track.

Following a very solid performance by the *First* line, Van Cleef & Arpels fragrances exceeded targets with sales of €5 million for the quarter.

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### Highlights by region

The company continues to benefit from its international positions and balanced sales mix, with strong growth both in mature markets such as Europe (+33%) and new markets such as Asia (+56%).

Despite the challenging economic environment, sales volumes nevertheless expanded in North America with double-digit organic growth.

Finally, contributions of the new European distribution subsidiaries are starting to accelerate with sales outperforming initial forecasts.

Paris, April 24, 2008

### Upcoming event

- 2008 Annual Shareholders' Meeting  
April 25, 2008 (2 p.m. - Pavillon Gabriel - Paris)

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