

# INTER PARFUMS SA

## 2006 sales: €216.2 million (+11%)

### 2006: Initial guidance achieved

The year ended December 31, 2006 was marked by two major milestones:

■ Achievement of initial guidance: consolidated sales of €216.2 million (+11.2% at current exchange rates and +11.5% at constant exchange rates over 2005) with gains by all major brands despite marginal growth in the worldwide fragrance and cosmetics market;

■ New license agreements for the Quiksilver/Roxy and Van Cleef & Arpels brands.

(Millions of euros – IFRS)	2005	2006	06/05
Burberry	131.3	144.8	+10%
Lanvin	29.5	35.1	+19%
Paul Smith	14.5	17.7	+22%
S.T. Dupont	8.8	10.1	+15%
Nickel	3.1	4.2	+34%
Christian Lacroix	4.9	4.1	-17%
Autres	2.4	0.2	ns
Total	194.4	216.2	+11%

ns: not significant

### Highlights by brand

■ 2006 was a banner year for Burberry fragrances with the launch of a fifth major line, *Burberry London* fueling sales of €144.8 million, advancing 10% over 2005 (+20% excluding the discontinued *Burberry Brit Red* line);

■ Lanvin fragrances exceeded targets with sales of €35 million (+19%) in response to strong gains by the *Eclat d'Arpège* line (+17%) and the successful fall launch of the *Rumeur* line;

■ Paul Smith also surpassed expectations with sales of €17.7 million boosted by renewed growth of the *Paul Smith* and *Paul Smith Extrême* lines and the international launch of the *Paul Smith Story* line;

■ Finally the Nickel cosmetics division pursued its development by expanding its distribution base.

### Highlights by region

■ Western Europe remained the largest market for Group sales (30%);

■ Eastern Europe registered the strongest growth (+24% over 2005);

■ The success of Burberry fragrances in the United States drove strong gains in North America (+15%);

■ Market positions developed in Asia in previous years were strengthened by successful performances of the main brands (+16%).

### 2007: Several significant initiatives

Efforts in the first half of 2007 will focus on:

■ The continued rollout of lines launched in 2006 and the setting up of direct distribution companies in Germany, Italy, Spain and the United Kingdom;

■ The finalization of several new fragrance lines, notably under the Roxy brand scheduled to be launched in the fall;

■ The integration of Van Cleef & Arpels fragrances and preparation of a new line for launch in 2008.

The company anticipates continued growth in the years ahead from its recently expanded high-quality portfolio of premium brands with guidance for 2007 sales of €245 million, up more than 13% over 2006.

Paris, January 23, 2007

### Upcoming events

■ Publication of 2006 earnings  
March 13, 2007 (6:00 p.m. - Paris)

■ Annual shareholders' meeting  
April 20, 2007 (2:00 p.m. Pavillon Gabriel - Paris)

BURBERRY

CELINE

Christian Lacroix

LANVIN  
PARIS

NICKEL

Paul Smith

QUIKSILVER

S.T. Dupont  
PARIS

Van Cleef & Arpels

Shareholder information  
+33 1 53 77 00 99

Investor relations - Inter Parfums  
Philippe Santi on +33 1 53 77 00 00  
mail: psanti@inter-parfums.fr

Media relations - RLPV Conseil  
Cyril Levy-Pey on +33 1 42 70 31 29  
mail: inter-parfums@rlpv.com