

# interparfums

## 2011 Outlook Continuing growth

### 2010: A record year

Very positive trends in 2010 have been highlighted by:

- Strategic developments that included the launch of the Burberry Beauty make-up line, the integration of Montblanc perfumes and the creation of subsidiaries in New York and Singapore;
- Commercial performances marked by strong increases in volumes, revenue and market share;
- Financial results pointing to robust earnings growth and a further improvement in margins.

On this basis, in line with October guidance, sales of approximately €295 million are expected for the full year, up 14% over 2009.

### 2011: Continuing growth

Continued growth in 2011 will be supported by several major initiatives:

- Fragrance line launches notably under the Jimmy Choo, Paul Smith and Montblanc brands;
- Thirty additional counters to be opened in department stores accompanied by the rollout of new references for the Burberry Beauty make-up line;
- The start of the operational phase in the working relationship between the US subsidiary Interparfums Luxury Brands and Clarins in the United States.

With this new organisation, consolidated revenue in the €330-€335 million range is expected for fiscal 2011 on growth of 13% for reported figures and approximately 9% like-for-like over 2010.

Paris, 17 november 2010

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Philippe Benacin, Chairman and CEO, commented:  
*“Given the very buoyant market for luxury goods in 2010 and positive trends for the months ahead, we expect another year of good results in 2011. Our Group's business model will continue to be strengthened by the creativity of our artistic process, the particularly high quality of our brand portfolio, the experience of our teams and our new subsidiaries in New York and Singapore”.*

Philippe Santi, Executive Vice President and CFO, added:  
*“The strong sales momentum in 2010 combined with strict cost controls will contribute to year-on-year operating income growth of more than 20%. Furthermore, despite continuing uncertainty regarding foreign exchange rates, we expect margins to remain at high levels in 2011”.*

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#### Upcoming events:

Actionaria trade show, Paris  
November 19 & 20, 2010

Publication of 2010 annual sales  
25 January 2011 (before the opening of trading)

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