

interparfums

Strong growth in 2013 1st quarter

Excellent performances by Lanvin, Jimmy Choo and Montblanc fragrances

Consolidated first-quarter sales reached €147.9 million, up 33.4% at current exchange rates and 34.5% at constant exchange rates from the same period in 2012.

This performance was driven not only by strong demand for all the portfolio's current brands and in particular Lanvin, Jimmy Choo and Montblanc, but also higher-than-expected sales for the Burberry brand's last quarter within the Group. Like-for-like sales (excluding Burberry) for the quarter came to €64.8 million, up 14.6% and in line with initial forecasts.

In € millions	Q1 12	Q1 13	13/12
Burberry	54.3	83.1	+53%
Lanvin	15.7	18.4	+17%
Jimmy Choo	11.8	17.6	+49%
Montblanc	11.0	15.3	+39%
Van Cleef & Arpels	5.2	4.1	-21%
S.T. Dupont	3.6	3.2	-11%
Boucheron	4.2	2.8	-35%
Paul Smith	2.8	2.5	-8%
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Total	110.8	147.9	+33%

ns: not significant

Highlights by brand

■ With gains by all the brand's lines of the portfolio, Interparfums achieved an excellent performance for Burberry fragrances with sales of €83 million (+53%) in a period of only three months;

■ Lanvin fragrances had sales of €18.4 million, up 17% on continuing growth by the *Eclat d'Arpège*, line, a steady performance by the *Jeanne Lanvin* line and the launch of the *Lanvin Me* line;

■ The very promising start for Flash, the second fragrance line launched in January, further boosted growth for Jimmy Choo fragrances with sales of €17.6 million, up 49%;

■ With sales of €11 million, that more than doubled in the period, the *Montblanc Legend* line contributed to the positive momentum of Montblanc fragrances that reached overall sales of €15.3 million, up 39%;

■ With their next major launches not scheduled until the summer and fall, sales for Van Cleef & Arpels and Boucheron fragrances declined in line with initial budget targets.

Highlights by region

Reflecting its well-balanced geographic segmentation, the portfolio (excluding Burberry) delivered strong growth in most regions throughout the world:

- In Asia and Eastern Europe (mainly Russia) with Lanvin fragrances;
- In Asia and Western Europe with Jimmy Choo fragrances;
- In Western Europe with Montblanc fragrances.

Outlook

Based on performances in the first months of the year, revenue for the 2013 full-year is expected to exceed €300 million.

Paris, April 22, 2013

Upcoming events

Publication of 2013 2nd quarter sales
July 24, 2013 (before the opening of the NYSE-Euronext Paris)

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