INTERPARFUMS

2022

first-half sales

July 21, 2022

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- # H1 2022 market context

H1 2022 market context

- **A first half impacted by:**
  - An international economic and geopolitical environment severely affected by the war in Ukraine and its effects in Eastern Europe
  - Supply chain disruptions triggered by:
    - raw material shortages
    - sourcing delays for certain components of up to 15 months
    - labor shortages at our industrial partners
  - Customer service quality impacted by partial shipments and longer lead times
  - Significant logistics difficulties in the United States resulting from a change in shipping software by our local partner

- **But also:**
  - A global perfume market that remained buoyant despite the economic situation
  - Growing demand for the group's top-selling brands

- **H1 2022 sales**

H1 2022 sales

A strong start for the year

- **Sales of €319m**
- **Strong growth in relation to H1 2021**
  - +19.7% at current exchange rates
  - +14.4% at constant exchange rates
- **Strong growth by the main brands**
  - Montblanc +25%
  - Jimmy Choo +17%
  - Coach +29%
  - Van Cleef & Arpels +30%
- **Strong growth in all regions except for Eastern Europe (as to be expected)**

- # H1 2022 sales by brand

- MONTBLANC

Montblanc: H1 2022

MONTBLANC

€87m
Sales

+25%

27%
of total sales

Continuing growth

Strength of all *Montblanc Legend* lines, and most recently reinforced by the addition of *Montblanc Legend Red* at the beginning of the year

Montblanc

Montblanc Legend Red

JIMMY CHOO

Jimmy Choo: H1 2022

JIMMY CHOO

€70m
Sales

+17%

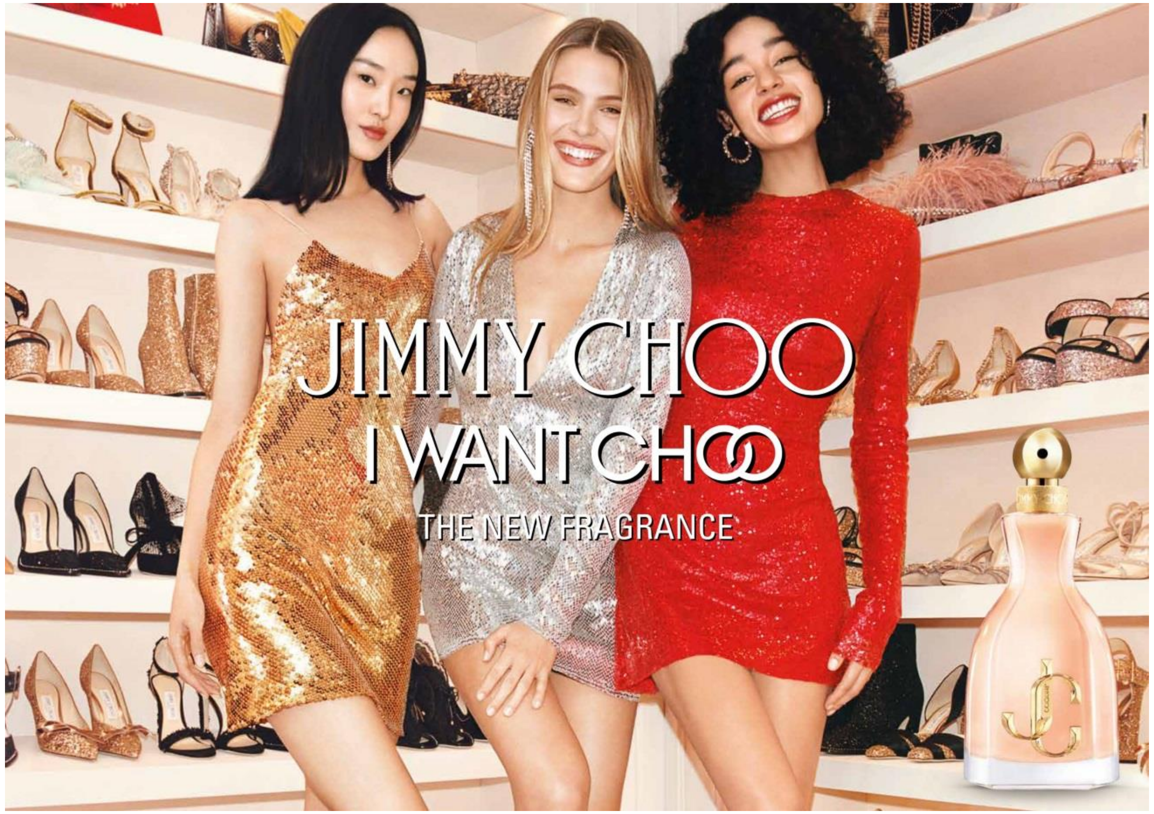
22%
of total sales

Continuing demand for all the established lines

Strong recurring sales for the *I Want Choo* line launched in 2021

Jimmy Choo

Jimmy Choo Man Aqua



Jimmy Choo I Want Choo

COACH
NEW YORK

Coach: H1 2022

€67.6m
Sales

+29%

21%
of total sales

Another performance of very strong growth

Continuing growth in demand for nearly all *Coach* women's and men's lines

Coach

Coach Wild Rose

LANVIN
PARFUMS

Lanvin: H1 2022

LANVIN
PARIS

LANVIN
PARFUMS

€26.7m
Sales

+1%

8%
of total sales

Sales steady despite the situation in Eastern Europe

ROCHAS
PARIS

Rochas: H1 2022

ROCHAS
PARIS

€17.8m
Sales

+1%

6%
of total sales

Sales also stable

Strength of the *Eau de Rochas* and *Rochas Girl* lines

New sales prices for the *Rochas Girl* line

KARL
KARL LAGERFELD

Karl Lagerfeld: H1 2022

€11.1m
Sales

+25%

3%
of total sales

Very strong growth

Significant volumes

Van Cleef & Arpels
HAUTE PARFUMERIE

Van Cleef & Arpels: H1 2022

Van Cleef & Arpels

€10.3m
Sales

+30%

3%
of total sales

Very strong growth

Continuing success of the *Collection Extraordinaire* line, especially in France, the Middle East and Asia

kate spade

NEW YORK

Kate Spade: H1 2022

kate spade
NEW YORK

€9.7m
Sales

+22%

3%
of total sales

Continuing growth

Strength of the US market

MONCLER

Moncler: H1 2022

€8.4m
Sales

-

3%
of total sales

A gradual rollout

Media campaigns underway since mid-April

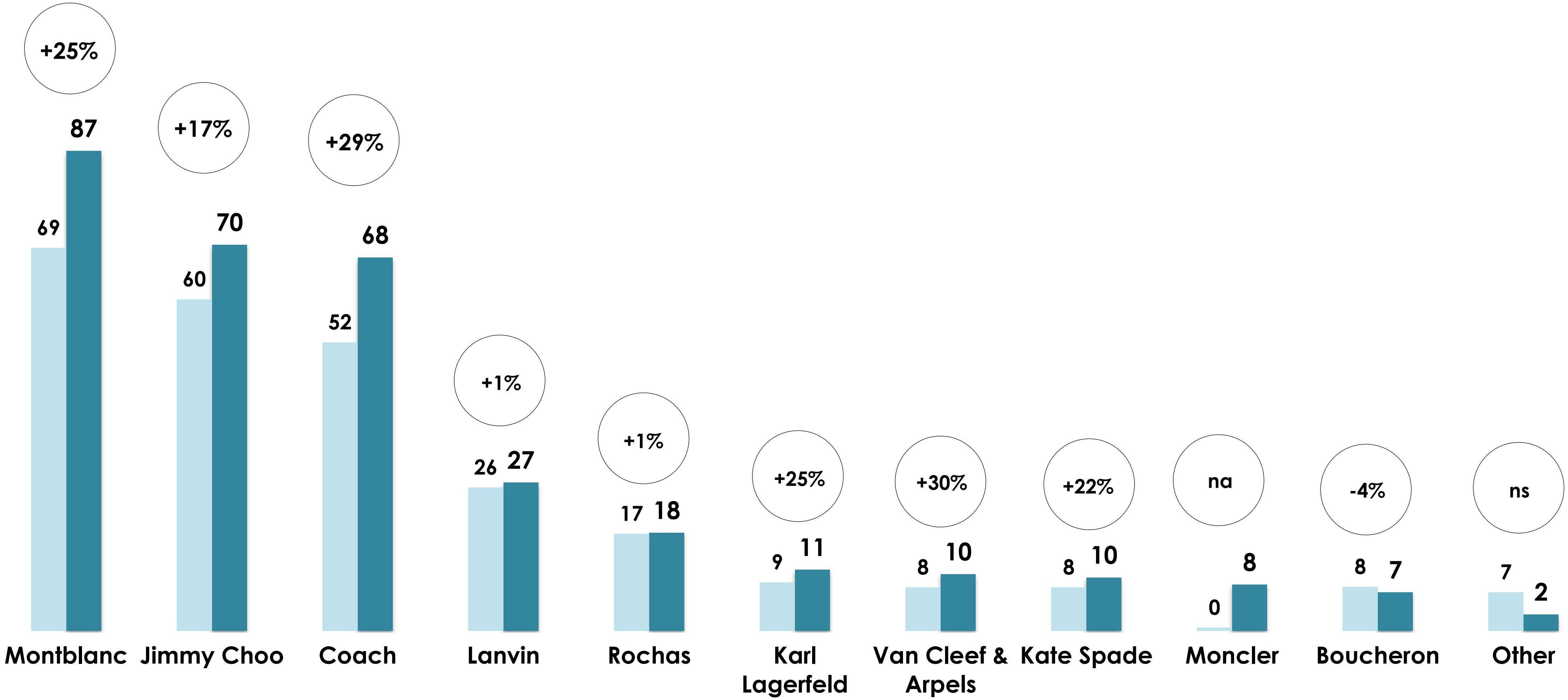
Moncler

Moncler pour homme

Moncler pour femme

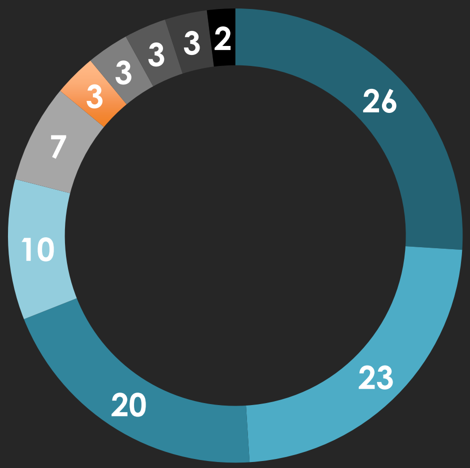
Sales by brand

(€m – H1 2022/ H1 2021)



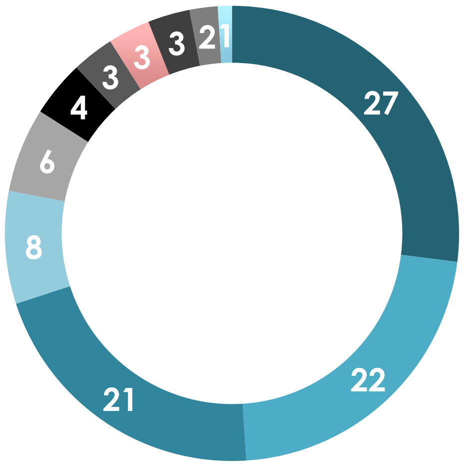
Breakdown by brand

H1 2021



- Montblanc: 26%
- Jimmy Choo: 23%
- Coach: 20%
- Lanvin: 10%
- Rochas : 7%
- Kate Spade: 3%
- Boucheron: 3%
- Van Cleef & Arpels: 3%
- Karl Lagerfeld: 3%
- Other brands: 2%

H1 2022



- Montblanc: 27%
- Jimmy Choo: 22%
- Coach: 21%
- Lanvin: 8%
- Rochas: 6%
- Karl Lagerfeld: 4%
- Van Cleef & Arpels: 3%
- Kate Spade: 3%
- Moncler: 3%
- Boucheron: 2%
- Other brands: 1%

- **H1 2022 sales by region**

H1 2022 sales by region

- **North America (+9%)**
  - A mixed performance given the shipping-related difficulties
  - But a more buoyant market for perfumes and cosmetics
- **South America (+33%) and Middle East (+39%)**
  - Return to higher revenue levels, centered on the portfolio's flagship brands
- **Asia (+30%)**
  - Growth driven notably by Coach and Jimmy Choo fragrances
  - Strong growth over the period in China (+45%)

H1 2022 sales by region

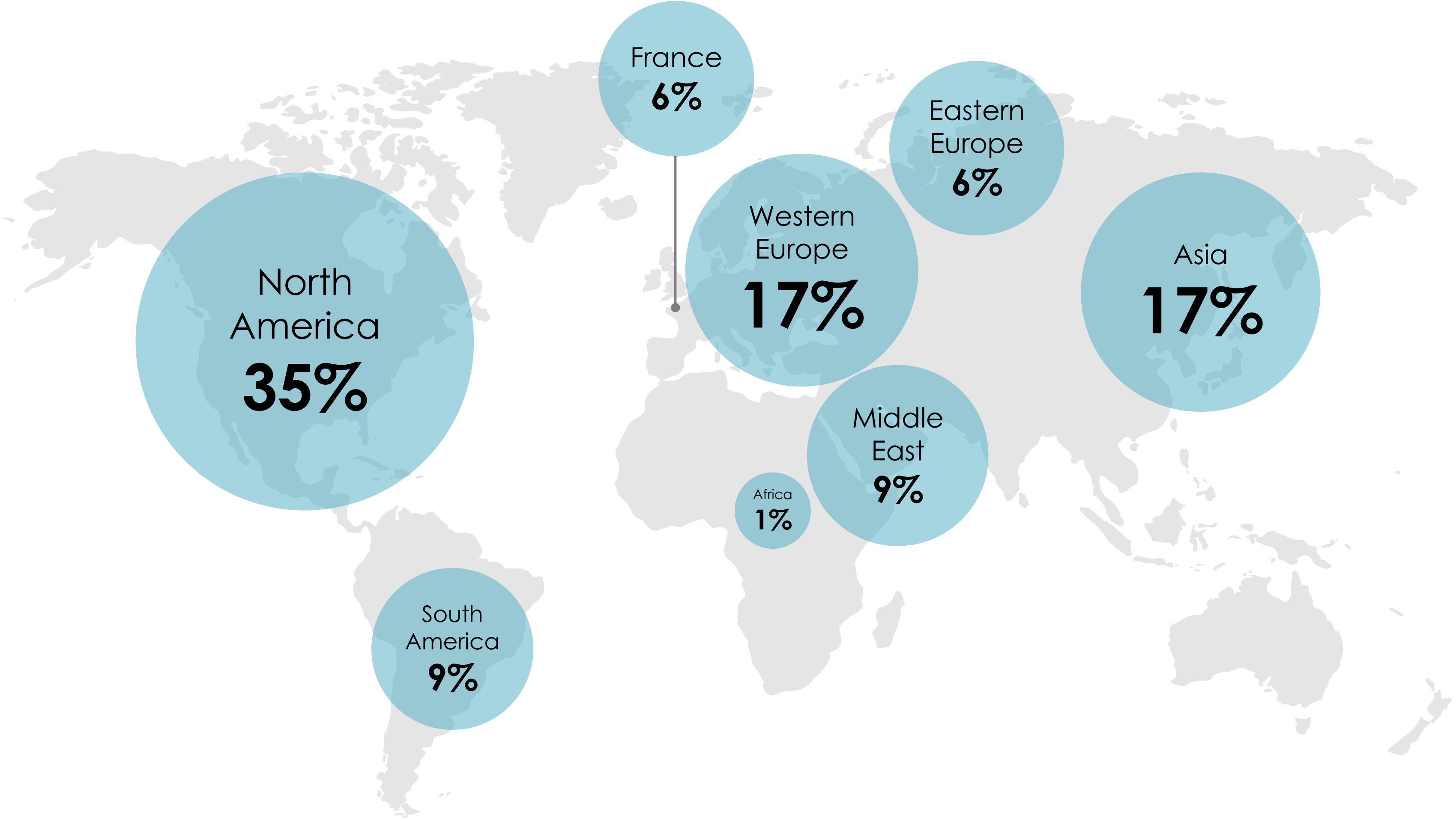
- **Eastern Europe (-17%)**
  - Activity inevitably impacted by the conflict between Russia and Ukraine
- **Western Europe (+45%)**
  - Sustained growth for Montblanc, Jimmy Choo and Rochas fragrances
- **France (+16%)**
  - Significant growth driven by the performances of Rochas and Boucheron fragrances

Sales by region

(€m – H1 2022/ H1 2021)

	H1 2021	**H1 2022**	2022/2021
Africa	2.8	**2.1**	-22%
Asia	42.2	**54.9**	+30%
Eastern Europe	23.5	**19.4**	-17%
France	16.6	**19.3**	+16%
Middle East	20.7	**28.9**	+39%
North America	101.4	**110.7**	+9%
South America	21.2	**28.3**	+33%
Western Europe	37.9	**55.1**	+45%
Total sales	266.3	**318.7**	+20%

H1 2022 regional revenue mix



- # H2 2022 sales outlook

H2 2022 outlook

- **A high backlog of orders**
- **Gradual development of the *Moncler* fragrance line**
- **Sales guidance of €630m-€640m confirmed for the 2022 full year**

- # Information on 2022 results

H1 2022 results

- **A solid gross margin, based on**
  - A 3%-5% increase in sales prices introduced over Q1 2022
  - A positive currency effect driven by the US dollar
  - Which contributes to offsetting the increase in production costs
- **Marketing and advertising expenses more in line with normal trends**
  - Approximately 18% to 19% of sales in H1 2022
  - Versus 14% of sales in H1 2021
- **An operating margin over 20% as in H1 2021**

2022 annual results

- **A gross margin which remains strong**
  - Identical parameters
- **Higher marketing & advertising expenditures (as is typical) in H2 2022**
- **An operating margin of around 16% expected for the full year**

Financial communications calendar

H1 2022 results

September 9, 2021

Q3 2022 sales

End of October 2022

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