



INTERPARFUMS

2022

annual sales

January 24, 2023



2022

business overview



2022

operating environment

CONTEXT (REMINDER)

2022

- **A complicated market environment:**
- Supply chain disruptions triggered by raw material shortages, longer sourcing delays and labor shortages among our industrial partners
 - Customer service quality impacted by partial shipments and longer lead times
 - Significant logistics difficulties in the United States in H1 caused by a change in shipping software by our local partner
 - An international economic and geopolitical environment affected by the war in Ukraine and its effects in Eastern Europe
 - Global inflation impacting cost prices



CONTEXT (REMINDER)

2022

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





2022
launches



MONTBLANC *Legend Red*



VAN CLEEF & ARPELS *Patchouli Blanc*



COACH *Wild Rose*



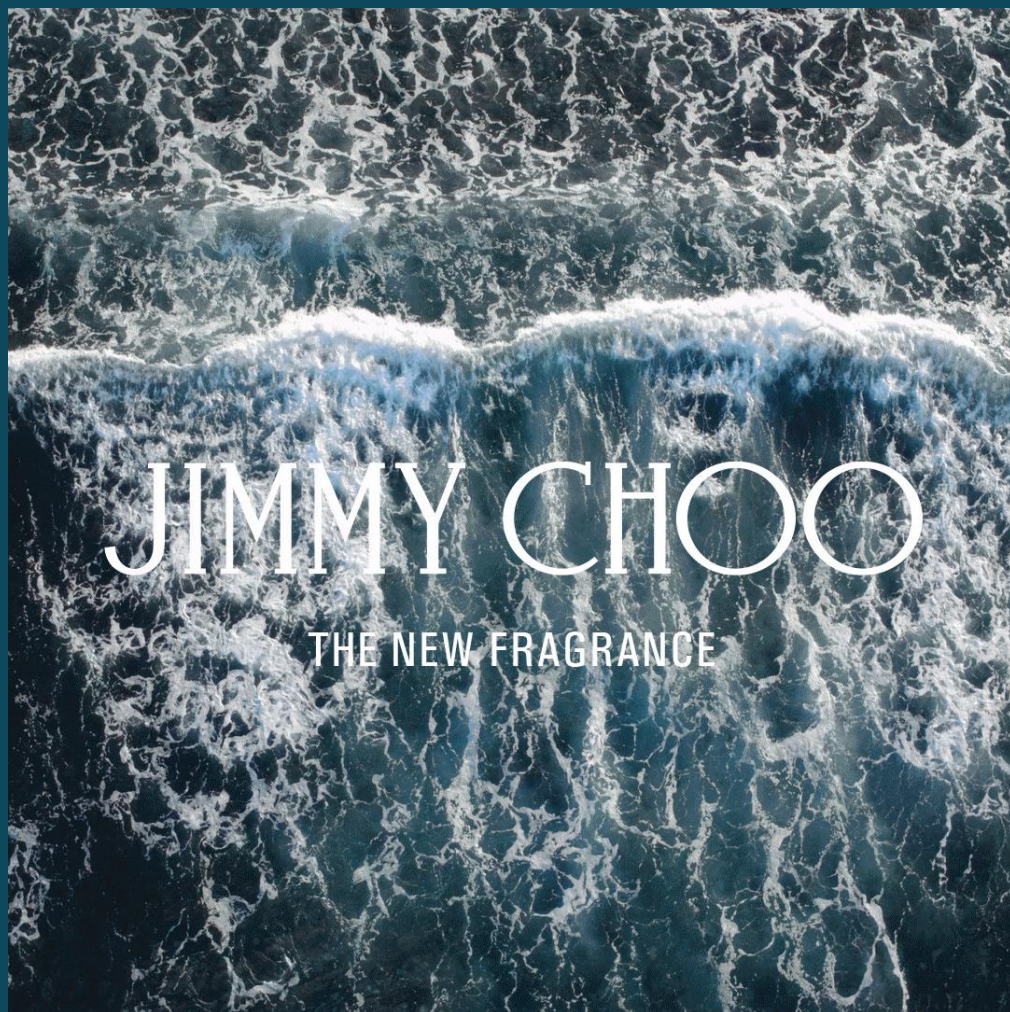
KATE SPADE *Sparkle*



MONCLER *for Women*



MONCLER *for Men*



JIMMY CHOO *Man Aqua*



LANVIN *Mon Eclat*



JIMMY CHOO *I Want Choo forever*



COACH *Open Road*



BOUCHERON *Singulier*



ROCHAS *Byzance Gold*



2022

operating highlights



ANNUAL SALES

2022: ANOTHER RECORD YEAR

- **Sales of €707m (+26%)**
- **Strong growth in relation to 2021**
 - +26% at current exchange rates
 - +20% at constant exchange rates
- **Strong growth by the main brands**
 - Montblanc +29%
 - Jimmy Choo +39%
 - Coach +33%
 - Van Cleef & Arpels +22%



ANNUAL SALES

2022: ANOTHER RECORD YEAR

- **Growth in regions**
- **Success of the latest launches**
 - Montblanc – *Legend Red*
 - Jimmy Choo - *I Want Choo Forever*
 - Coach – *Wild Rose*



2022

operating highlights

OPERATING HIGHLIGHTS

2022

JANUARY
JUNE

The eco-responsible **Rochas Girl** line is distinguished by several awards

MARCH

Implementation of the **third employee stock ownership plan** (120,000 shares) after the plans of 2016 and 2019

MARCH

The Group moves into its **new Paris headquarters** at 10 rue de Solférino

APRIL

Interparfums shares are included in the **CAC Mid 60** and **SBF 120 indexes**

JUNE

Interparfums carried out its **23rd bonus share issue** (1 for 10)



OPERATING HIGHLIGHTS

2022

- JUNE** Creation of the **Individual Shareholders Consultative Committee**
- OCTOBER** Muriel Buiatti becomes **CSR Project Manager**
- NOVEMBER** Interparfums **improves its Gaïa index ESG rating**
- DECEMBER** **Lacoste and Interparfums** sign a fragrance license agreement





LACOSTE (KEY CHARACTERISTICS)

SIGNATURE OF A FRAGRANCE LICENSE AGREEMENT IN DECEMBER 2022

- **A 15-year** license agreement effective **January 1, 2024**
- Interparfums shall be responsible for the creation, development, production and marketing of perfume lines
- **Upfront license fee of €90m**
 - 50m paid upon signature, financed by a 4-year bank loan
 - 40m payable in cash on December 31, 2023
- **2022 sales** of approximately **€100m**
- Rationalization of distribution in 2024 and **launch of a first fragrance at end of the same year**



2022

highlights by brand



MONTBLANC

THE FRAGRANCES
MONTBLANC
in 2022

€184m
SALES

+29%
IN RELATION TO 2021

26%
OF TOTAL SALES



Record sales



Continued growth by all
Montblanc Legend lines,
reinforced by the addition of
Montblanc Legend Red earlier
this year





JIMMY CHOO



THE FRAGRANCES

JIMMY CHOO

in 2022

€181m

SALES

+39%

IN RELATION TO 2021

25%

OF TOTAL SALES

II.

Very strong demand
for all the established lines



Continuing success for sales of
the *I Want Choo* line launched
in 2021



Launch of the lines
I Want Choo Forever and
Jimmy Choo Man Aqua in 2022



COACH

NEW YORK

THE FRAGRANCES
COACH
in 2022

€154m
SALES

+33%
IN RELATION TO 2021

22%
OF TOTAL SALES

||.

Another performance of very strong growth



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



The recent launch of the *Coach Wild Rose* and *Coach Open Road* lines





LANVIN
PARIS

THE FRAGRANCES
LANVIN
in 2022



€50m
SALES

-4%
IN RELATION TO 2021

7%
OF TOTAL SALES



Limited decline in sales
despite the situation in
Eastern Europe



A year without a major
launch



ROCHAS
PARIS

THE FRAGRANCES
ROCHAS
in 2022

€38m
SALES

+7%
IN RELATION TO 2021

5%
OF TOTAL SALES

II.

Growth of more than 20% for
the *Eau de Rochas* franchise



Good performance of the eco-
responsible *Rochas Girl* line in
certain markets





Van Cleef & Arpels

HAUTE PARFUMERIE



THE FRAGRANCES

VAN CLEEF & ARPELS

in 2022

€22m

SALES

+22%

IN RELATION TO 2021

3%

OF TOTAL SALES

II.

Continuing growth



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



KARL LAGERFELD

THE FRAGRANCES

KARL LAGERFELD

in 2022

€21m

SALES

+25%

IN RELATION TO 2021

3%

OF TOTAL SALES

II.

Another performance marked
by strong growth



Significant sales volumes





kate spade
NEW YORK



THE FRAGRANCES

KATE SPADE

in 2022

€19m

SALES

+41%

IN RELATION TO 2021

3%

OF TOTAL SALES

II.

Very strong growth driven by the *Kate Spade* and *Kate Spade Sparkle* lines



Well positioned in the U.S. market



BOUCHERON
PARIS

THE FRAGRANCES
BOUCHERON
in 2022

€18m
SALES

+15%
IN RELATION TO 2021

3%
OF TOTAL SALES



solid growth in sales in 2022



Launch of the of the men's
line *Boucheron Singulier*,
rolled out in fall 2022





MONCLER



THE FRAGRANCES

MONCLER

in 2022

€14m

SALES

ns

IN RELATION TO 2021

2%

OF TOTAL SALES

II.

Intentionally highly selective distribution, in line with the long-term development strategy



Media campaigns underway since mid-April

SALES

€M

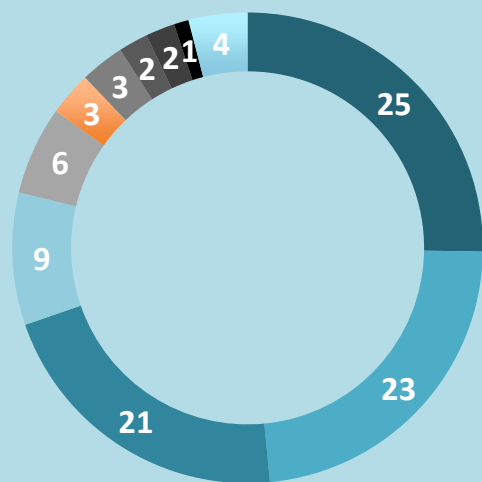
	2021	2022	22/21
Montblanc	142.3	184.0	+29%
Jimmy Choo	131.0	181.6	+39%
Coach	115.6	153.8	+33%
Lanvin	52.4	50.3	-4%
Rochas	35.3	37.7	+7%
Van Cleef & Arpels	18.3	22.4	+22%
Karl Lagerfeld	16.9	21.1	+25%
Kate Spade	13.6	19.3	+41%
Boucheron	15.3	17.7	+15%
Moncler	4.9	13.9	ns
Other	15.2	4.8	ns
Total sales	560.8	706.6	+26%



BREAKDOWN BY BRAND

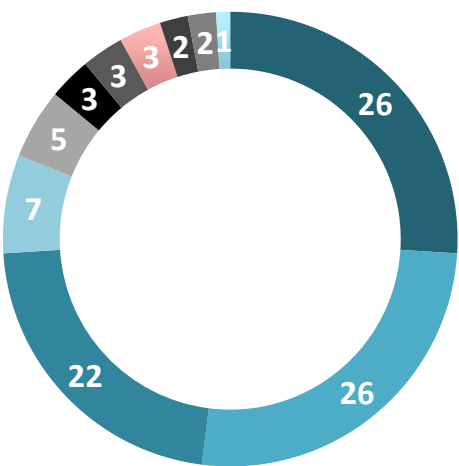
%

2021



- Montblanc: 25%
- Coach: 21%
- Rochas: 6%
- Karl Lagerfeld: 3%
- Kate Spade: 2%
- Other brands: 4%
- Jimmy Choo: 23%
- Lanvin: 9%
- Van Cleef & Arpels: 3%
- Boucheron: 2%
- Moncler: 1%

2022



- Montblanc: 26%
- Coach: 22%
- Rochas: 5%
- Van Cleef & Arpels: 3%
- Moncler: 2%
- Other brands: 1%
- Jimmy Choo: 26%
- Lanvin: 7%
- Karl Lagerfeld: 3%
- Kate Spade: 3%
- Boucheron: 2%



2022

highlights by region



HIGHLIGHTS BY REGION

2022

- **North America (+27%)**
 - A perfumes and cosmetics market that remains buoyant
 - 16% growth in USD in the US despite shipping difficulties in H1
- **South America (+22%)**
 - Maintaining the momentum of the prior year
- **Asia (+26%)**
 - Growth driven by Coach, Jimmy Choo, Montblanc and Moncler fragrances
 - A temporary impact on sales in China (+7%) in response to a series of lockdowns



HIGHLIGHTS BY REGION

2022

- **Eastern Europe (+13%)**
 - Business up despite the conflict between Russia and Ukraine driven by the performances of Jimmy Choo and Montblanc fragrances
- **Western Europe (+28%)**
 - Sustained growth for Montblanc, Jimmy Choo and Rochas fragrances
- **France (+10%)**
 - Significant growth in sales given by all the portfolio's brands



HIGHLIGHTS BY REGION

2022

- **Middle East (+51%)**
- Return to higher sales after a mixed performance in 2021 and a change of partners in the United Arab Emirates



SALES

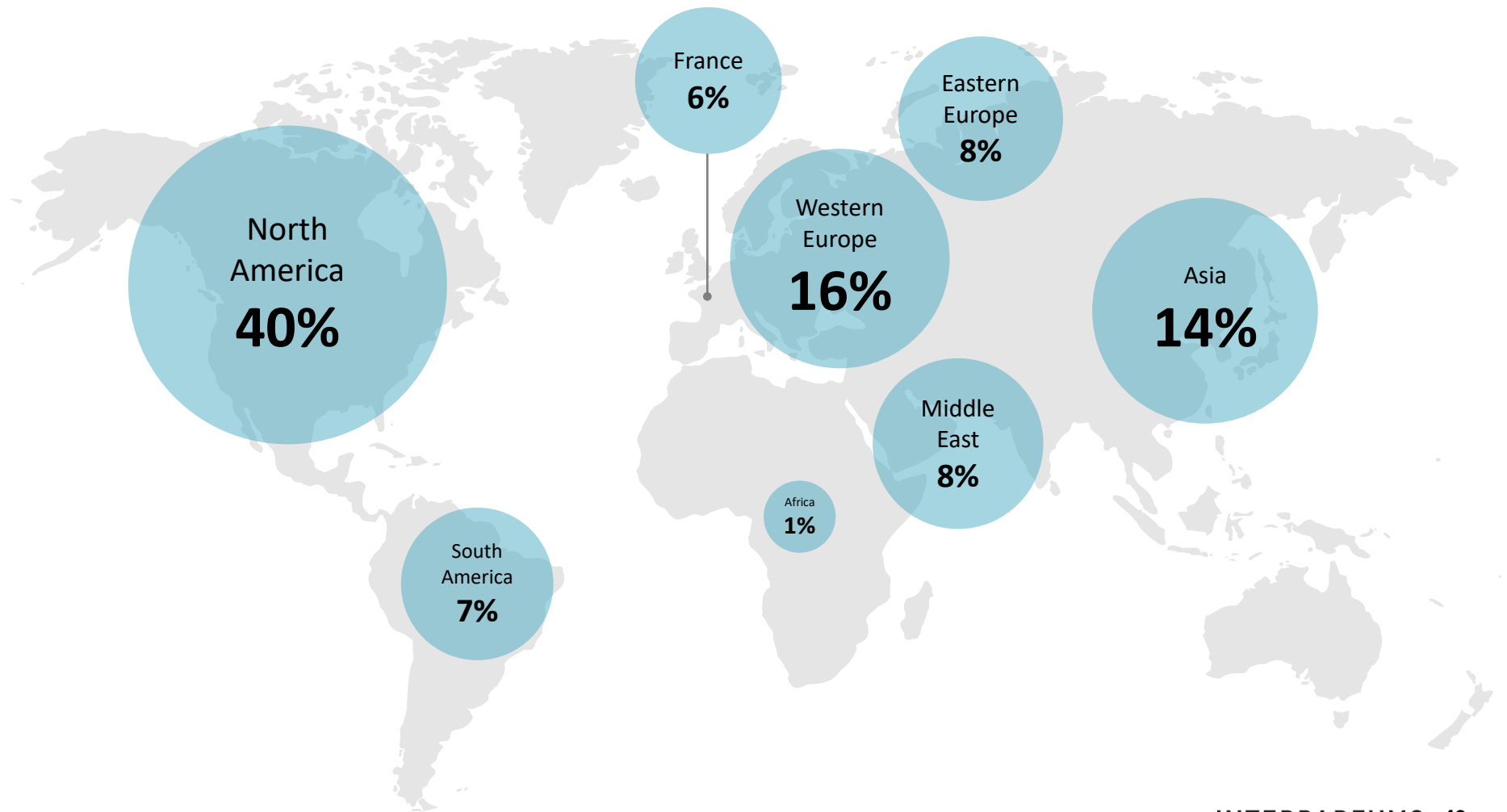
€M

	2021	2022	22/21
Africa	4.9	5.0	+2%
Asia	78.2	98.6	+26%
Eastern Europe	47.8	54.2	+13%
France	35.7	39.4	+10%
Middle East	36.4	55.0	+51%
North America	224.8	286.4	+27%
South America	42.1	51.4	+22%
Western Europe	90.9	116.6	+28%
Sales	560.8	706.6	+26%



SALES MIX BY REGION

2022



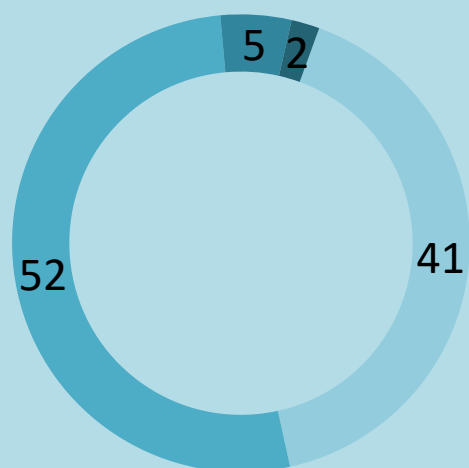


2022

factors affecting results

CURRENCY EFFECT

%



■ Euro: 41%
 ■ US Dollar: 52%
 ■ Pound Sterling: 5%
 ■ Other: 2%

Currency	Av. exch. rate 2021	Av. exch. rate 2022	Currency effect on sales
€/\$	1.184	1.080	+€32.3m
€/£	0.858	0.850	-€0.2m
€/¥	130.3	133.8	+€0.3m
Total currency effect			+€32.3m

Sales

+€674m

at constant exchange rates

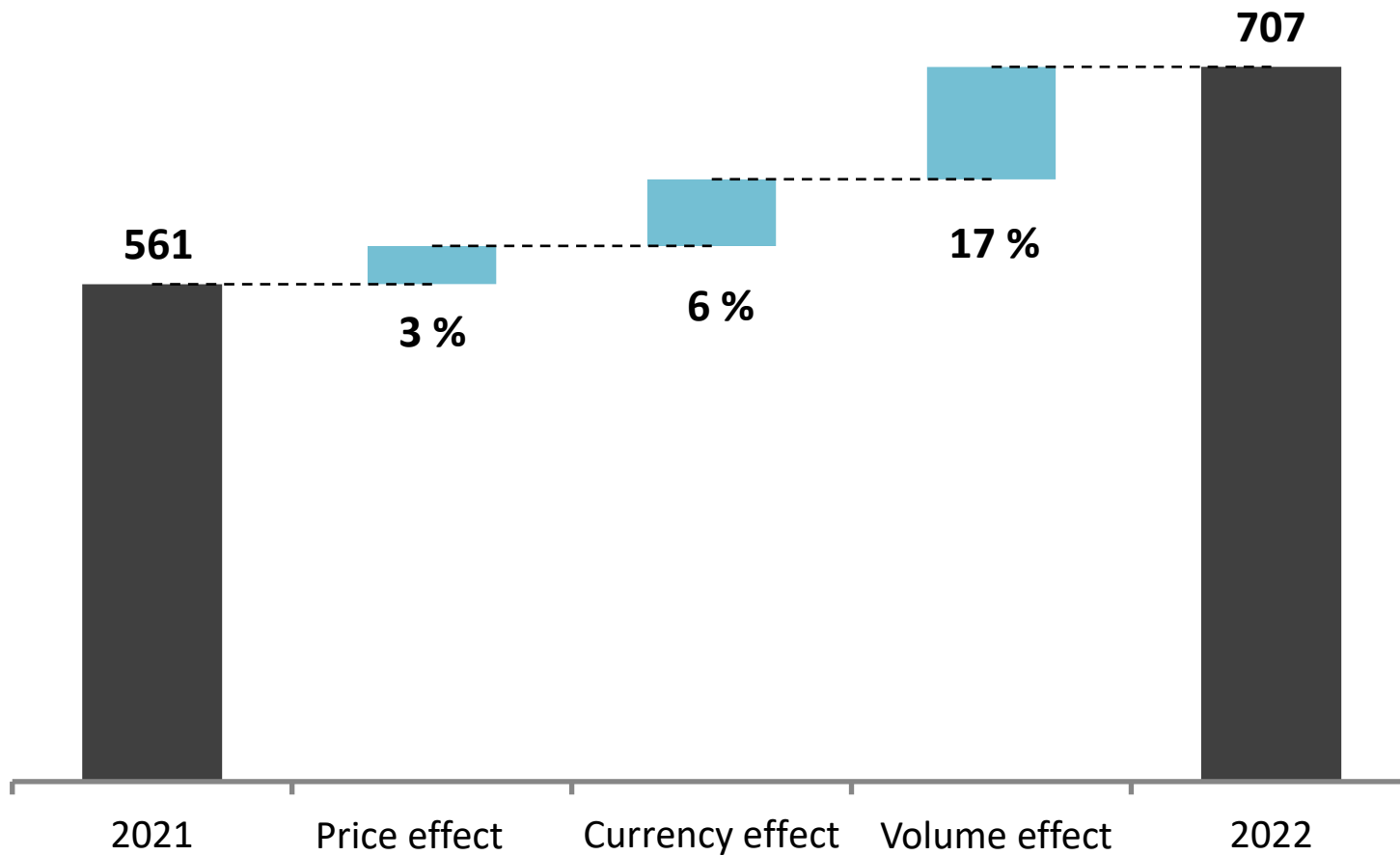
Change

+ 20%

at constant exchange rates

SALES GROWTH

2021 → 2022



FACTORS AFFECTING RESULTS

2022

- **An increase in cost prices**
 - Rising raw material costs
 - Rising energy costs
 - Rising shipping costs
- **An increase in sales prices**
 - 3% on average for the year
 - which will make up for the increase in cost prices
- **A very favorable Euro/US dollar exchange rate trend**
 - 2021 average: 1.18
 - 2022 average: 1.05
 - which will help improve the gross margin

FACTORS AFFECTING RESULTS

2022

- **Increased marketing and advertising expenses**
 - +28% over 2021
 - 22.5% of 2022 sales
- **A provision for impairment of Rochas fashion**
 - Value 12/31/2021: +€17.1m
 - Value 12/31/2022: +€13.4m
 - i.e. an allowance of €3.55m in the 2022 accounts
- **A decrease in the corporate income tax rate**
 - 2021: 30%
 - 2022: 25%



2023

factors affecting results

FACTORS AFFECTING RESULTS

2023


- **A new increase in cost prices**
 - Sharp rise in the cost of certain raw materials linked to higher energy costs
- **A new increase in sales prices**
 - 5% at the beginning of the year or 3% on average over the full-year
 - which will partially offset the increase in cost prices
- **A Euro/US dollar exchange rate that remains favorable**
 - 2023 budget: 1.10

COMMUNICATIONS CALENDAR

FY 2022 results

 March 1, 2023

Combined General Meeting 2023

 April 21, 2023

Q1 2023 sales

 April 20, 2023



2023
launches



LAUNCHES

2023

- **Coach**
 - *Coach Green* - men's fragrance - extension of the *Coach* line - Q2
 - Women's fragrance - extension of the *Coach* line - Q3
- **Jimmy Choo**
 - *Jimmy Choo Rose Passion* - women's fragrance - extension of the *Jimmy Choo* line - Q1
- **Karl Lagerfeld**
 - Fragrance duo in *Les Parfums Matières* collection - Q3
- **Kate Spade**
 - New women's line - Q1
- **Moncler**
 - Collection - Q1



LAUNCHES

2023

→ **Montblanc**

- Women's fragrance - extension of the *Montblanc Signature* line - Q1
- Men's fragrance - extension of the *Montblanc Explorer* line - Q2

→ **Rochas**

- *Eau de Rochas Citron Soleil* - extension of the *Eau de Rochas* line - Q1
- *Rochas Girl Life* - women's fragrance - extension of the *Girl* line - Q2

→ **Van Cleef & Arpels**

- Two new women's fragrance juices in the *Extraordinary Collection* - Q1 and Q3

SALES GUIDANCE

2022 & 2023

- **Guidance issued in November 2022** (reminder)
 - FY 2022: €670m-€680m
 - FY 2023: €710m-€720m
- **Guidance issued in November 2023** (reminder)
 - FY 2022: €705m-€710m
 - FY 2023: New guidance to be issued on March 1

Actual sales / January 24, 2023

- • FY 2022: €707m
- FY 2023: no targets issued





INTERPARFUMS

2022

annual sales

January 24, 2023