

# INTERPARFUMS 2022

**First-quarter sales**

April 27, 2022



# Contents



- Q1 2022 business highlights
- Q1 2022 sales by brand
- Q1 2022 sales by region
- Other significant developments
- Outlook

- Q1 2022  
business  
highlights



# Q1 2022 launches



*Montblanc Legend Red*

# Q1 2022 launches



**Kate Spade Sparkle**



# Q1 2022 launches



**Coach Wild Rose**

The NEW FRAGRANCE for HER

  
**COACH**  
NEW YORK  
*wild rose*



# Q1 2022 business highlights

A very strong start for the year

- **Net sales: €162m**
- **Strong growth in relation to Q1 2021**
  - +22% at current exchange rates
  - +18% at constant exchange rates
- **Strong growth by the main brands**
  - Montblanc +31%
  - Jimmy Choo +15%
  - Coach +31%
  - Van Cleef & Arpels +72 %!
- **Strong growth in all regions except for Eastern Europe (as to be expected)**

- Q1 2022 sales  
by brand





- **MONTBLANC**





Montblanc: Q1 2022

MONTBLANC

€42.5m

Sales

+31%

26%

of sales

II.

Continuing  
growth



Launch of the fragrance  
line, *Montblanc Legend Red*



- JIMMY CHOO



# Jimmy Choo: Q1 2022

JIMMY CHOO

€34.4m

Sales

+15%

21%

of sales

**II.**

**Strong demand by all lines**



**Steady performance by the *I Want Choo* line launched in 2021**









Coach: Q1 2022

€34.3m

Sales

+31%

21%

of sales

II.

Another performance  
marked by very strong  
growth



Launch of the *Coach Dreams Sunset*  
and *Coach Wild Rose* lines in the last  
9 months

• **LANVIN**  
PARFUMS



Lanvin: Q1 2022

LANVIN  
PARFUMS

LANVIN  
PARIS

€14.5m

Sales

stable

10%

of sales

II.

Sales remain steady despite the situation in Eastern Europe

- **ROCHAS**  
PARIS





# Rochas: Q1 2022

ROCHAS  
PARIS

€8.5m

Sales

stable

5%

of sales

II.

Sales also stable



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



● Van Cleef & Arpels  
HAUTE PARFUMERIE



# Van Cleef & Arpels: Q1 2022

Van Cleef & Arpels

€7.3m  
Sales

+72%

5%  
of sales

II.

Very strong  
growth



Continuing gains by the  
*Collection Extraordinaire* line

- **kate spade**  
NEW YORK



# Kate Spade: Q1 2022

kate spade  
NEW YORK

€6.6m

Sales

+27%

4%

of sales

II.

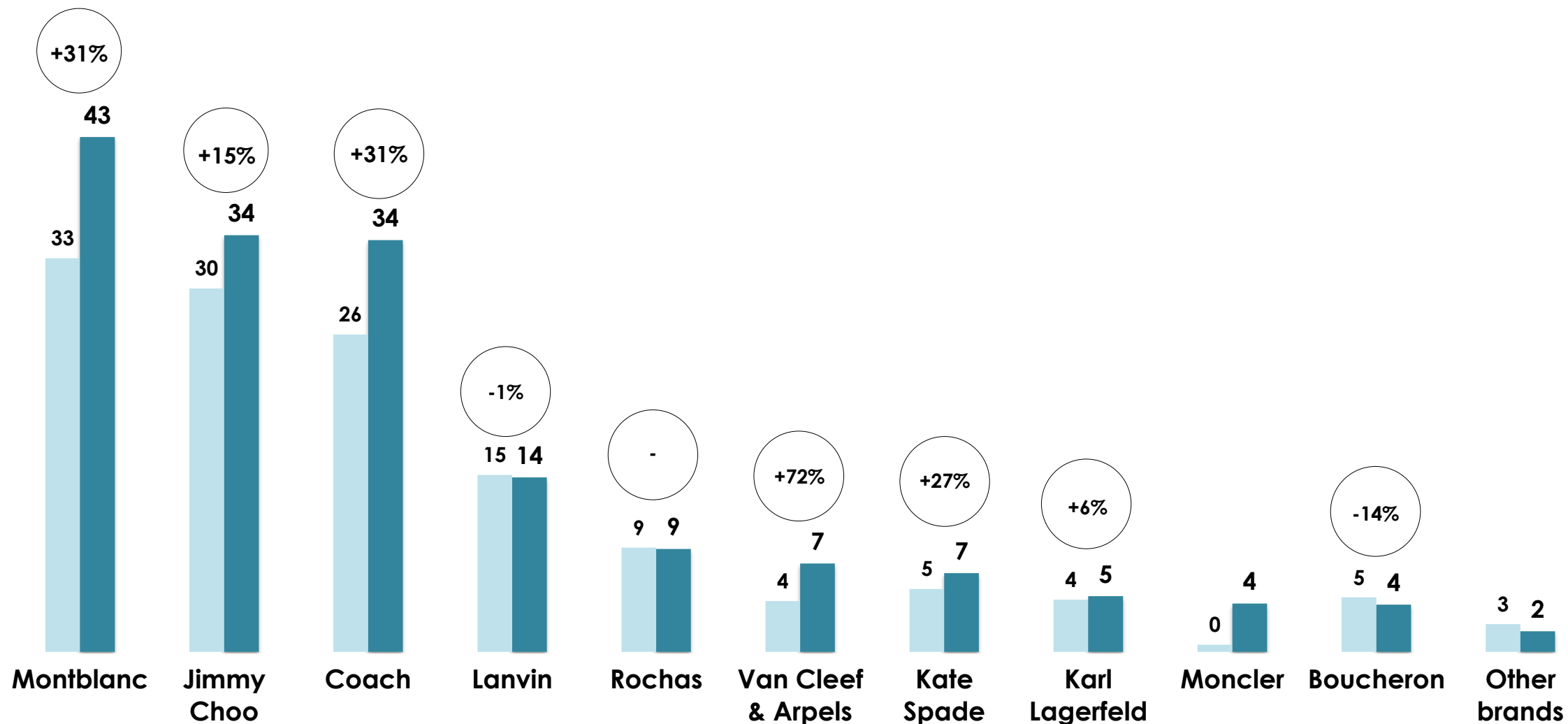
Continuing growth



Strength of the US market

# Q1 2022 sales by brand

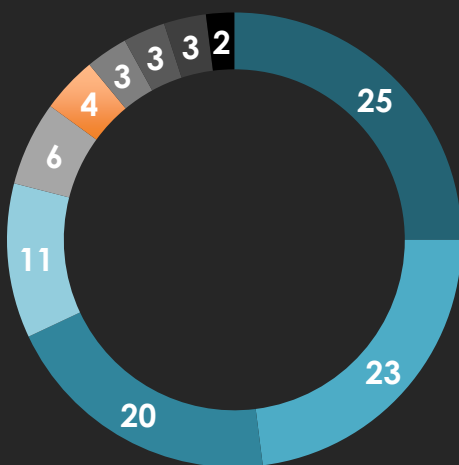
(2022 / 2021 – €m)





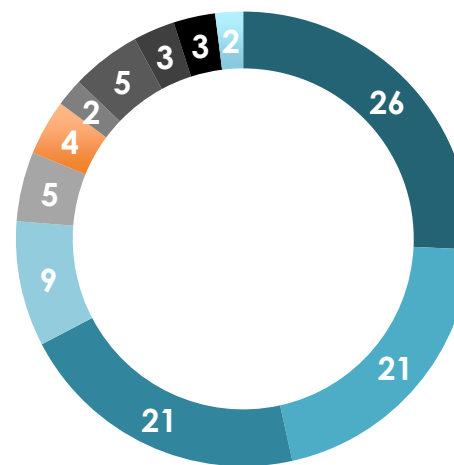
# Breakdown by brand

## Q1 2021



- Montblanc: 25%
- Coach: 20%
- Rochas: 6%
- Boucheron: 3%
- Karl Lagerfeld: 3%
- Jimmy Choo: 23%
- Lanvin: 11%
- Kate Spade: 4%
- Van Cleef & Arpels: 3%
- Other brands: 2%

## Q1 2022



- Montblanc: 26%
- Coach: 21%
- Rochas: 5%
- Boucheron: 2%
- Moncler: 3%
- Other brands: 2%
- Jimmy Choo: 21%
- Lanvin: 9%
- Kate Spade: 4%
- Van Cleef & Arpels: 5%
- Karl Lagerfeld: 3%

- Q1 2022 sales  
by region



# Q1 2022 sales by region

- **North America (+13%)**

- Satisfactory performance despite IT problems experienced by our logistics partner
- Continuing gains by the perfumes and cosmetics market

- **Asia (+29%)**

- Growth driven by Coach, Lanvin and Van Cleef & Arpels fragrances
- Sales multiplied by two in China

- **Eastern Europe (-9%)**

- Business severely penalized by the conflict between Russia and Ukraine after a return to growth in 2021

# Q1 2022 sales by region

- **Western Europe (+44%)**
  - Sustained growth for Montblanc, Jimmy Choo and Rochas fragrances
- **France (+25%)**
  - Significant growth driven by the performances of Rochas and Montblanc fragrances

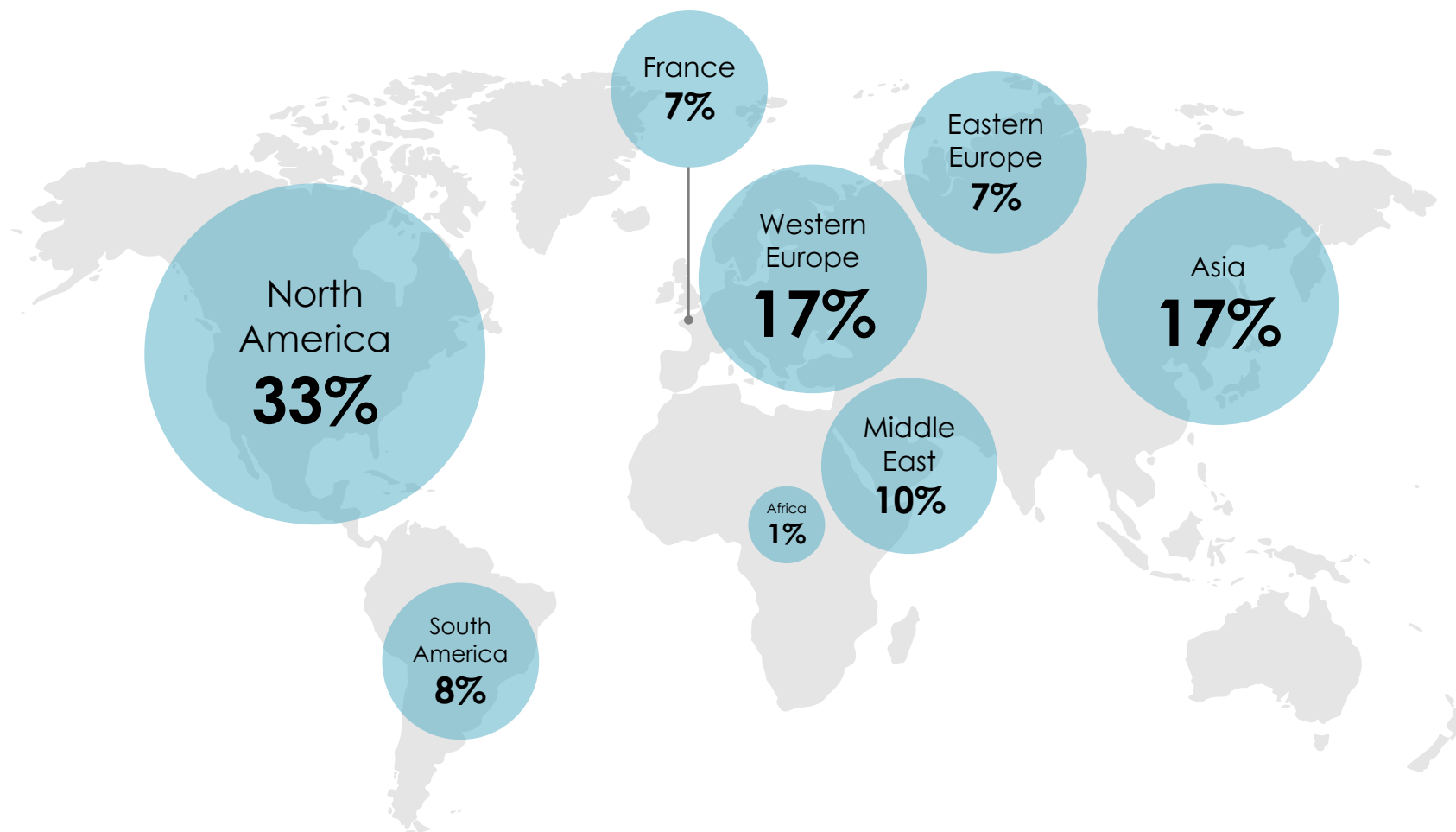
# Q1 2022 sales by region

(2022 / 2021 – €m)

	Q1 2021	Q1 2022	2022/2021
Africa	1.7	1.4	-14%
Asia-Pacific	21.1	27.3	+29%
Eastern Europe	12.0	10.9	-9%
France	8.5	10.7	+25%
Middle East	12.5	16.7	+33%
North America	47.2	53.2	+13%
South America	9.8	13.9	+41%
Western Europe	19.8	28.4	+44%
<b>Total sales</b>	132.6	162.4	+22%



# Q1 2022 regional revenue mix



- Other significant developments



# Russia / Ukraine

- **Russian market**

- A distribution activity for Interparfums
- A long-standing relationship of over 20 years with the Kurs / L'Etoile group
- 5% of sales in 2021

- **Regulatory environment**

- Given the nominal value of products sold, all under €300, the company is not affected by the restrictions imposed on Russia in response to the war in Ukraine

- **Current situation**

- An accounts receivable limited by credit insurance
- A significant slowdown in sales since the end of February 2022

# Other operating highlights

- **Continuing pressure on supply chains**
  - Prolonged supply chain delays
  - Growth in the order book
  - The concurrent increase in cost prices will be offset by sales prices over the quarter (and the favorable euro/US dollar exchange rate trend)
- **Business activities disrupted the United States by IT problems at our logistics partner**



# Other developments

- **Move to the new company headquarters at the end of March**
  - A 3,700 sqm. real estate complex located at 10 rue de Solférino, Paris 7th
  - A completely renovated and refurbished building
  - A high level of comfort and performance in terms of energy, heat, acoustics and building automation
  - A demanding strategy to obtain high environmental quality certifications

# New headquarters building



# New headquarters building





# New headquarters building





# New headquarters building



# New headquarters building





# New headquarters building



# • Outlook





## Q2 2022 launches



*Moncler pour homme*



*Moncler pour femme*

## Q2 2022 launches



*Jimmy Choo Man Aqua*

## Q2 2022 launches



***Lanvin Mon Eclat***

## Other major launches (H2 2022)

- New men's line for the Boucheron brand
- A flanker fragrance for the *Jimmy Choo I Want Choo* women's line
- A new juice for the *Extraordinary Collection* from the Van Cleef & Arpels brand



# 2022 annual sales guidance

- **Current context**

- Good momentum at the start of 2022
- Continuing pressure on supply chains
- Continuation of the Russia/Ukraine war

➡ **Annual revenue target of €600m for 2022**

# Financial communications

# calendar

## H1 2022 sales

 July 21, 2022

## Q3 2022 sales

 End of October 2022

## H1 2022 results

 September 8, 2022

INTERPARFUMS

2022

First-quarter sales

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