



Q1 2020 sales

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interparfums

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**Q1 2020 business highlights**

## Q1 2020 business highlights

- **Good momentum at the start of 2020**
  - solid revenue growth
  - launch of the *Coach Dream* line
- **A sharp downturn at the end of February**
  - slowdown in the pace of orders
  - gradual closure of all points of sale worldwide
- **Sales of €103.5m, down in relation to Q1 2019**
  - 18.2% at current exchange rates
  - 19.5% at constant exchange rates
- **A performance also adversely impacted by the comparison base from the Montblanc and Jimmy brand launches in early 2019**

## Q1 2020 sales by brand (€m)

■ Q1 2019 ■ Q1 2020

(€m)	Q1 2019	Q1 2020	Q1 20 (Q1 19)
Montblanc	41	<b>28</b>	-31%
Coach	19	<b>26</b>	40%
Jimmy Choo	27	<b>20</b>	-26%
Lanvin	14	<b>8</b>	-40%
Rochas	8	<b>8</b>	-3%
Boucheron	6	<b>3</b>	-48%
Van Cleef & Arpels	4	<b>3</b>	-13%
Karl Lagerfeld	3	<b>3</b>	-1%
Other	5	<b>4</b>	ns
<b>Total revenue</b>	127	<b>103</b>	-18%

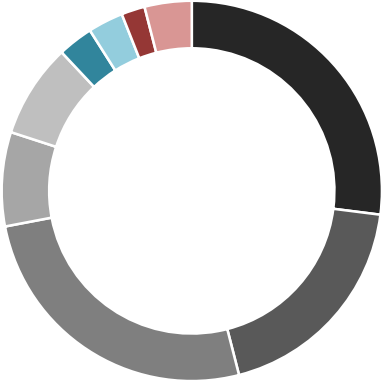
# Breakdown by brand

## Q1 2019



- Montblanc : 29%
- Jimmy Choo : 21%
- Coach : 18%
- Lanvin : 11%
- Rochas : 7%
- Boucheron : 4%
- Van Cleef & Arpels : 3%
- Karl Lagerfeld : 3%
- Other brands: 4%

## Q1 2020



- Montblanc : 27%
- Jimmy Choo : 19%
- Coach : 26%
- Lanvin : 8%
- Rochas : 8%
- Boucheron : 3%
- Van Cleef & Arpels : 3%
- Karl Lagerfeld : 2%
- Other brands : 4%

## Q1 2020 business highlights

- **Sales significantly impacted in many regions**
  - Middle East -40%
  - Asia and France -30%
- **Sales largely stable in two regions, bolstered by launches at the start of the year:**
  - the *Coach Dream* line in the United States
  - the *Rochas Byzance* and *L'Homme* lines in Western Europe

# H1 2020 sales by region par zone (€m)

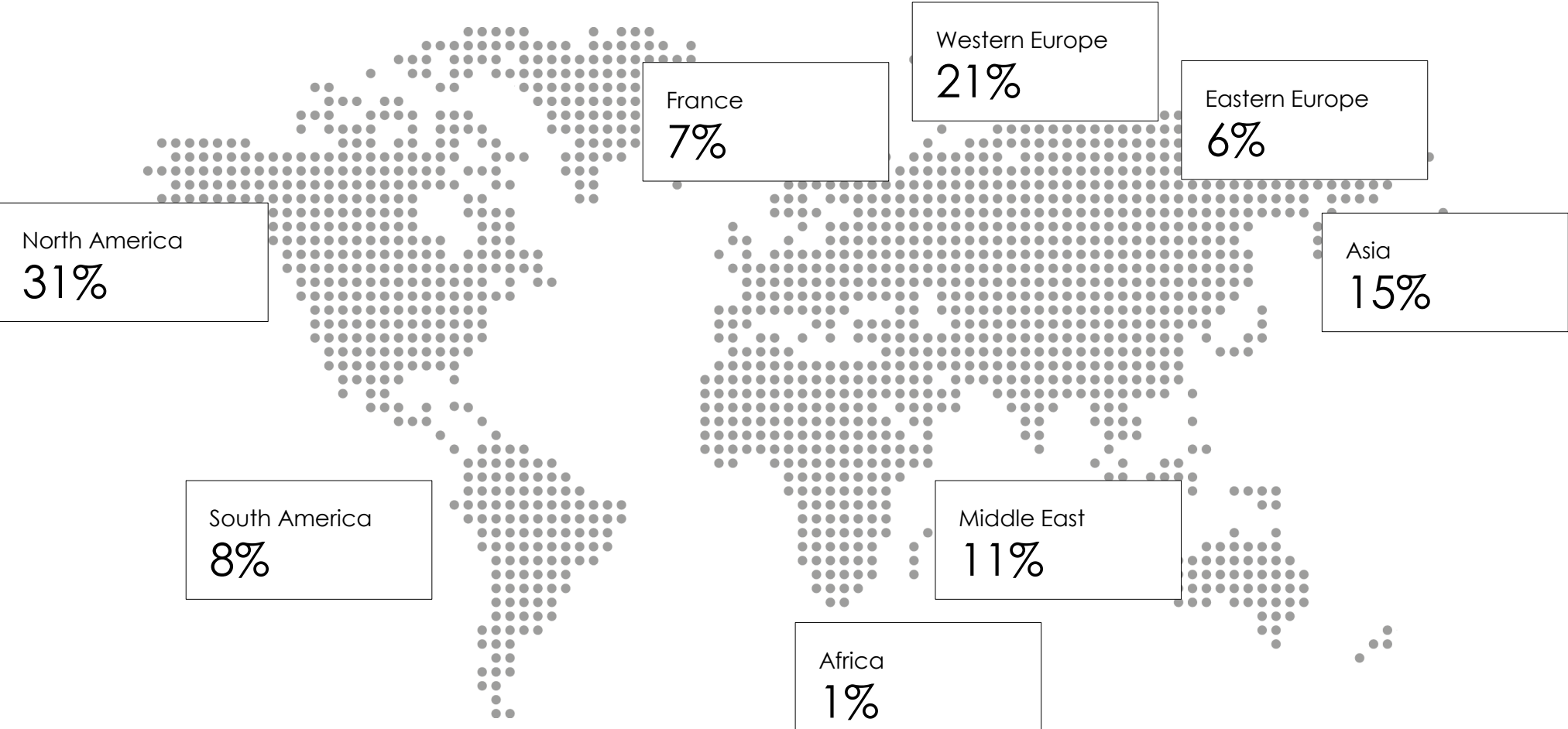
■ Q1 2019 ■ Q1 2020

(€m)	Q1 2019	Q1 2020	Q1 20 (Q1 19)
Africa	1	1	-16%
Asia-Pacific	22	16	-29%
Eastern Europe	7	6	-16%
France	11	7	-34%
Middle East	20	11	-44%
North America	33	32	-2%
South America	10	9	-12%
Western Europe	22	21	-4%
<b>Total revenue</b>	127	103	-18%



# Sales mix by region

Q1 2020





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**Cash position**

# Cash position

- A sizable cash position (approximately €180m to date)
- Cash resources available to meet its present and future obligations, to its suppliers
- Working capital preserved by reassessing and adjusting operating expenses for the upcoming months



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**Dividend  
and  
Bonus share issue**

## **2019 Dividend and 2020 Bonus share issue**

(Proposal submitted to the AGM of June 24, 2020)

- **2019 dividend**
  - cancellation of the dividend initially announced
  - cash savings of €33m
  - should the situation improve, a distribution of an exceptional dividend is not excluded
- **2020 bonus share issue**
  - confirmed
  - postponed until H2 2020
  - 1 new share for every 20 shares held

## Publication schedule

- **Annual General Meeting**

June 24, 2020 (2:00 p.m. - Pavillon Gabriel - Paris)

- **H1 2020 sales**

July 22, 2020 (before the opening of the Paris stock market)

- **H1 2020 results**

September 8, 2020 (before the opening of the Paris stock market)



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- **Internal organization and resumption of activity**

## Internal organization and the resumption of activity

- **The Company's organization has been adapted to:**
  - ensure the continuity of its operations
  - adapt its production plans
  - revise the program of launch plans, by postponing the strategic launches of Kate Spade and Jimmy Choo to 2021
  - safeguard the quality of its relations with its partners, and in particular its suppliers and customers
- **The Company is preparing for the resumption of its activities:**
  - practical procedures / in conjunction with the appropriate health measures





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**Questions / Answers**

Boucheron  
Coach  
Jimmy Choo  
Karl Lagerfeld  
Kate Spade  
Lanvin  
Montblanc  
Paul Smith  
Repetto  
Rochas  
S.T. Dupont  
Van Cleef & Arpels

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