

A photograph of a classical building facade. The central focus is a large, arched doorway with a decorative pediment. To the left is a large arched window with a decorative pediment. The building is light-colored with ornate architectural details. In the foreground, there is a cobblestone path and a small tree with bright green leaves. The text "Q1 2024 sales" is overlaid in the center in a white, serif font.

Q1 2024 sales

INTERPARFUMS

Q1 2024 highlights



Q1 2024 highlights

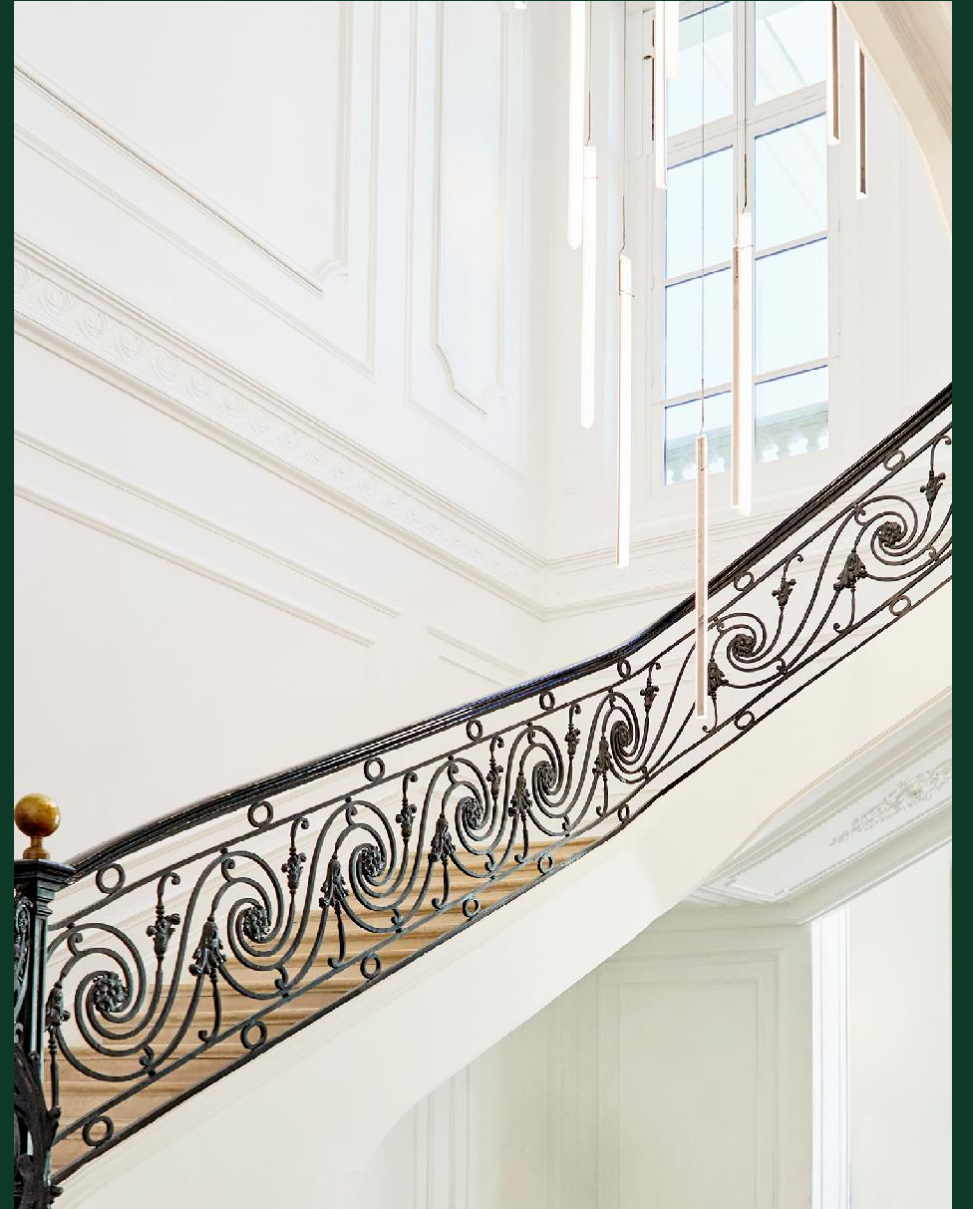
A global market for selective perfumes that remains on track, even though less dynamic in relation to the beginning of 2023

Continuing strength of the Group's top-selling lines

Few launches during the period

Lacoste

- A positive start for the distribution of Lacoste's existing fragrance lines
- The finalization of the upcoming launch of the brand's first men's line developed by Interparfums



Q1 2024 highlights

Q1 2024 sales: €212.7m

Largely stable in relation to Q1 2023

- -1% at current exchange rates
- Stable at constant exchange rates

Though with a solid activity

- A very high comparison base (+30%)
- Sales slightly ahead of budget

Widely contrasting trends from one region to another

- South America +28%
- Eastern Europe -24%



Q1 2024 launches





LACOSTE *L12.12 Blanc* - Q1



LACOSTE *L12.12 Rose* - Q1



MONTBLANC *Montblanc Legend Blue - Q1*



MONTBLANC *Montblanc Legend Blue - Q1*



VAN CLEEF & ARPELS *Encens Précieux* - Q1



KARL LAGERFELD *Karl Lagerfeld Rouge* - Q1

EAU DE ROCHAS ORANGE HORIZON



ROCHAS *Eau de Rochas Orange Horizon* - Q1



KATE SPADE *Kate Spade Bloom* - Q1

Q1 2024 sales by brand





MONTBLANC

Q1 2024 sales

- €53.8m
- Down 6%

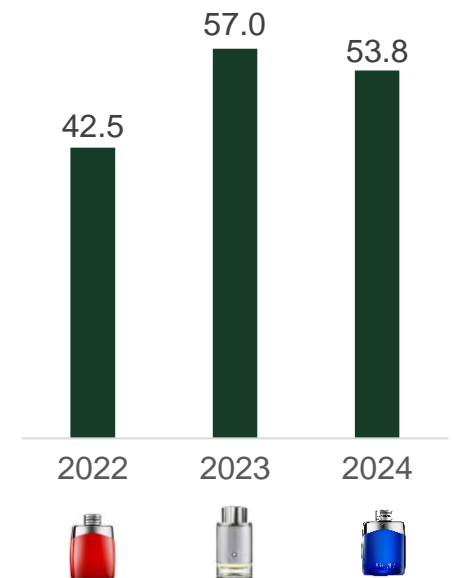
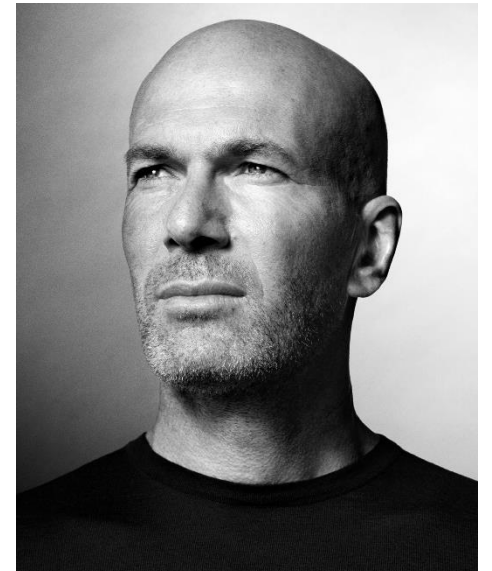
A high comparison base

- Q1 2023 growth of 34%

A reinforced growth trajectory

- Continuing gains by the *Montblanc Explorer* line
- Launch of the *Montblanc Legend Blue* line

MONTBLANC





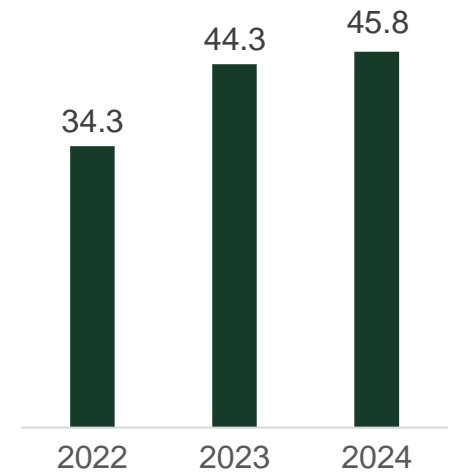
COACH

Q1 2024 sales

- €45.8m
- Growth of 3%

Enduring demand by nearly all the established lines

Strong positions in the United States





JIMMY CHOO

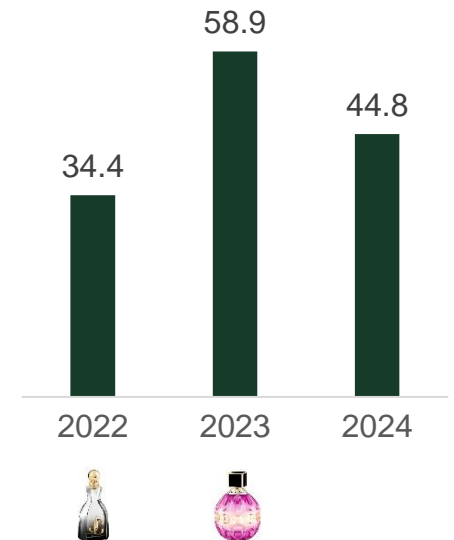
Q1 2024 sales

- €44.8m
- Down 24%

A high comparison base

- Q1 2023 growth of 71%
- Launch of the *I Want Choo Forever* lines in late 2022 and *Rose Passion* in early 2023

A new interpretation planned in Q2 2024 for the *I Want Choo* line





LACOSTE

Q1 2024 sales

- €18.7m

A good start for the distribution of the existing lines

Preparations for the launch of the first men's line developed by Interparfums

- In France starting in mid-June
- Internationally from July onwards

LACOSTE 





Q1 2024 sales

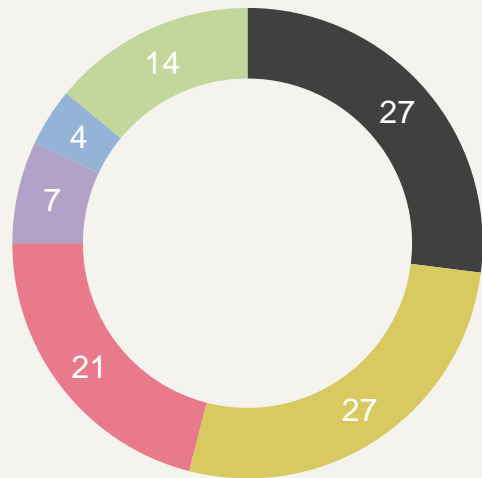
€m	Q1 2022	Q1 2023	Q1 2024	24/23
Montblanc	45.2	57.0	53.8	-6%
Coach	34.3	44.3	45.8	+3%
Jimmy Choo	34.4	58.9	44.8	-24%
Lacoste	-	-	18.7	na
Lanvin	14.5	14.9	10.0	-33%
Rochas	8.5	9.6	9.1	-5%
Other brands	28.2	29.9	30.5	ns
Total sales	162.4	214.6	212.7	-1%

ns: not significant; na: not applicable

Breakdown by brand

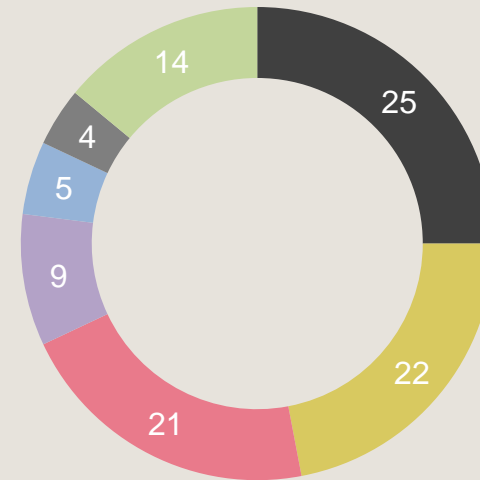
In %

Q1 2023



- Montblanc: 27%
- Jimmy Choo: 27%
- Coach: 21%
- Lanvin: 7%
- Rochas: 4%
- Other brands: 14%

Q1 2024



- Montblanc: 25%
- Coach: 22%
- Jimmy Choo: 21%
- Lacoste: 9%
- Lanvin: 5%
- Rochas: 4%
- Other brands: 14%

Q1 2024 sales by region



Highlights by region

Q1 2024

North America: -13%

- An unfavorable comparison base reflecting the very strong upturn in Q1 2023 sales (+44%)
- Sales in line with budget

South America: +28%

- Maintaining the momentum of 2023
- Growth by Coach fragrances
- Takeover of the distribution of Lacoste fragrances

Asia: +12%

- Positive trend of previous quarters confirmed
- Strong growth in Australia and India
- Chinese market back on track beginning in fall 2023



Highlights by region

Q1 2024

Eastern Europe: -24%

- A continuing unfavorable comparison base from the very strong recovery in Q1 2023 sales (+66%)
- Sourcing constraints in certain countries

Western Europe +1%

- Once again, an unfavorable comparison base
- Takeover of the distribution of Lacoste fragrances

France: +26%

- Strong growth, exceeding expectations, driven by Montblanc and Rochas fragrances
- A very positive effect from the takeover of Lacoste fragrances distribution



Highlights by region

Q1 2024

Middle East: -3%

- Stability of Montblanc fragrances
- Strong growth by Van Cleef & Arpels fragrances



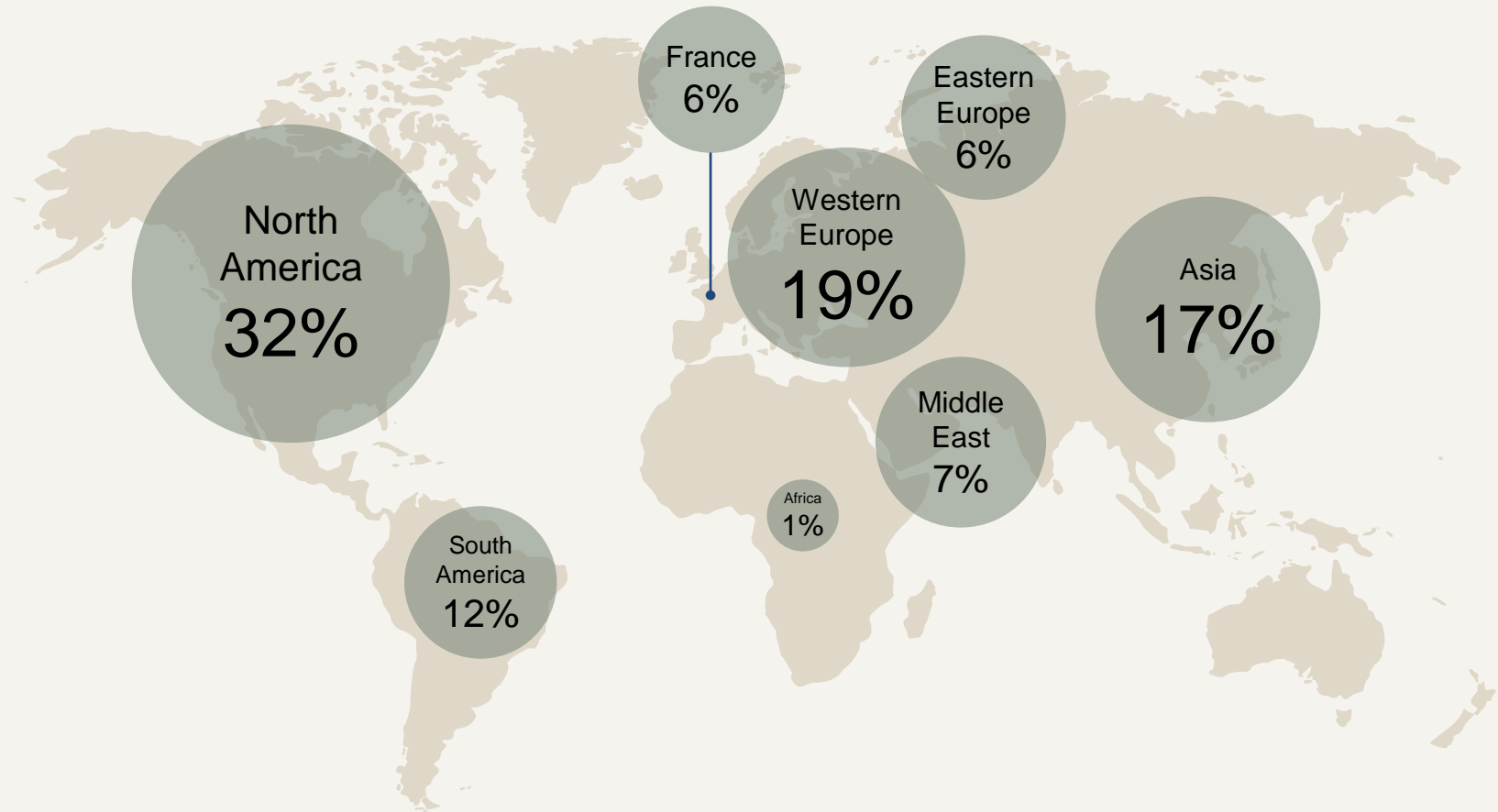


Q1 2024 sales

€m	Q1 2022	Q1 2023	Q1 2024	24/23
Africa	1.4	1.3	1.3	-
Asia	27.2	32.9	37.0	+12%
Eastern Europe	10.9	18.0	13.6	-24%
France	10.7	10.8	13.6	+26%
Middle East	16.7	15.1	14.6	-3%
North America	53.2	76.9	66.9	-13%
South America	13.9	20.6	26.3	+28%
Western Europe	28.4	39.0	39.4	+1%
Total sales	162.4	214.6	212.7	-1%

Sales mix by region

Q1 2024



2024 outlook



2024 outlook

A good level of sales in April 2024

A healthy backlog of orders

**Confirmation of an annual sales target of
€880m-€900m**



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