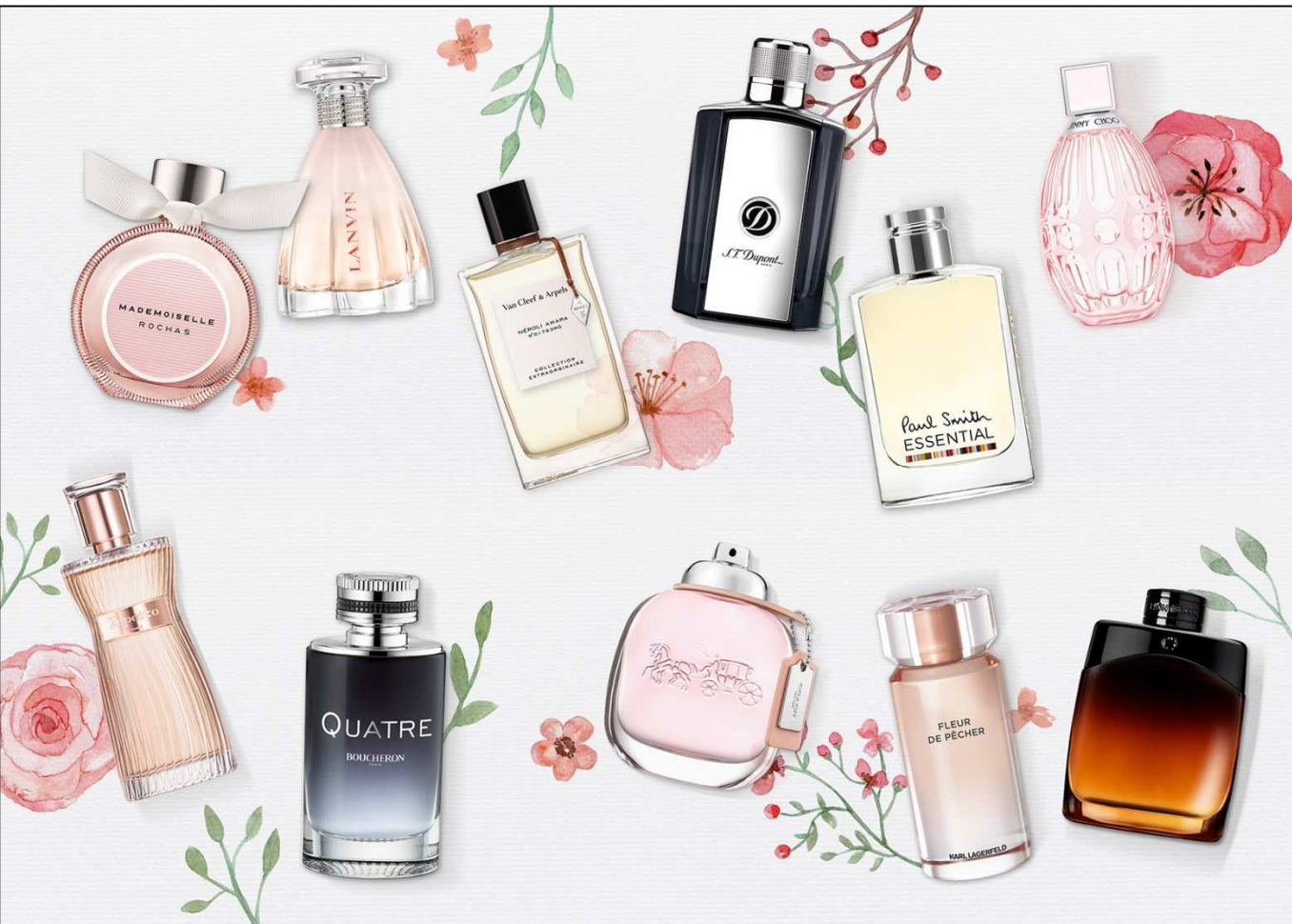


Interparfums
H1 2018 sales
Paris, July 25, 2018

2018

Contents

- ✓ H1 2018 highlights
- ✓ H1 2018 sales by brand
- ✓ H1 2018 sales by region
- ✓ Information relating to H1 2018 results
- ✓ FY 2018 sales overview
- ✓ Information relating to FY 2018 results
- ✓ 2018/2019 outlook



H1 2018
sales

H1 2018
highlights

interparfums

H1 2018 highlights

- ✓ Sales at current currency: €219m (+5%)
- ✓ Sales at constant currency: €232m (+11%)
- ✓ Strong growth by Coach fragrances (+138%)
- ✓ No major launches in the H1 though a number of flankers
 - *Montblanc Legend Night*
 - *Jimmy Choo Man Blue*
 - *Coach Floral*
 - *Modern Princess Eau Sensuelle*
 - *Mademoiselle Rochas Eau de toilette*

H1 2018 highlights

- ✓ Bonus share issue (1 new share for every 10 shares held)
- ✓ Extension of the Van Cleef & Arpels license agreement

H1 2018 launches



H1 - continuing rollout
Montblanc Legend Night



March
Boucheron Quatre en rose



March
Coach Floral



January
Repetto Dance with Repetto



April
Collection Vanilla & Leather



January
Lanvin Modern Princess Eau Sensuelle

H1 2018 launches



April
Mademoiselle Rochas EDT



May
Paul Smith Hello You



May
Jimmy Choo Man Blue



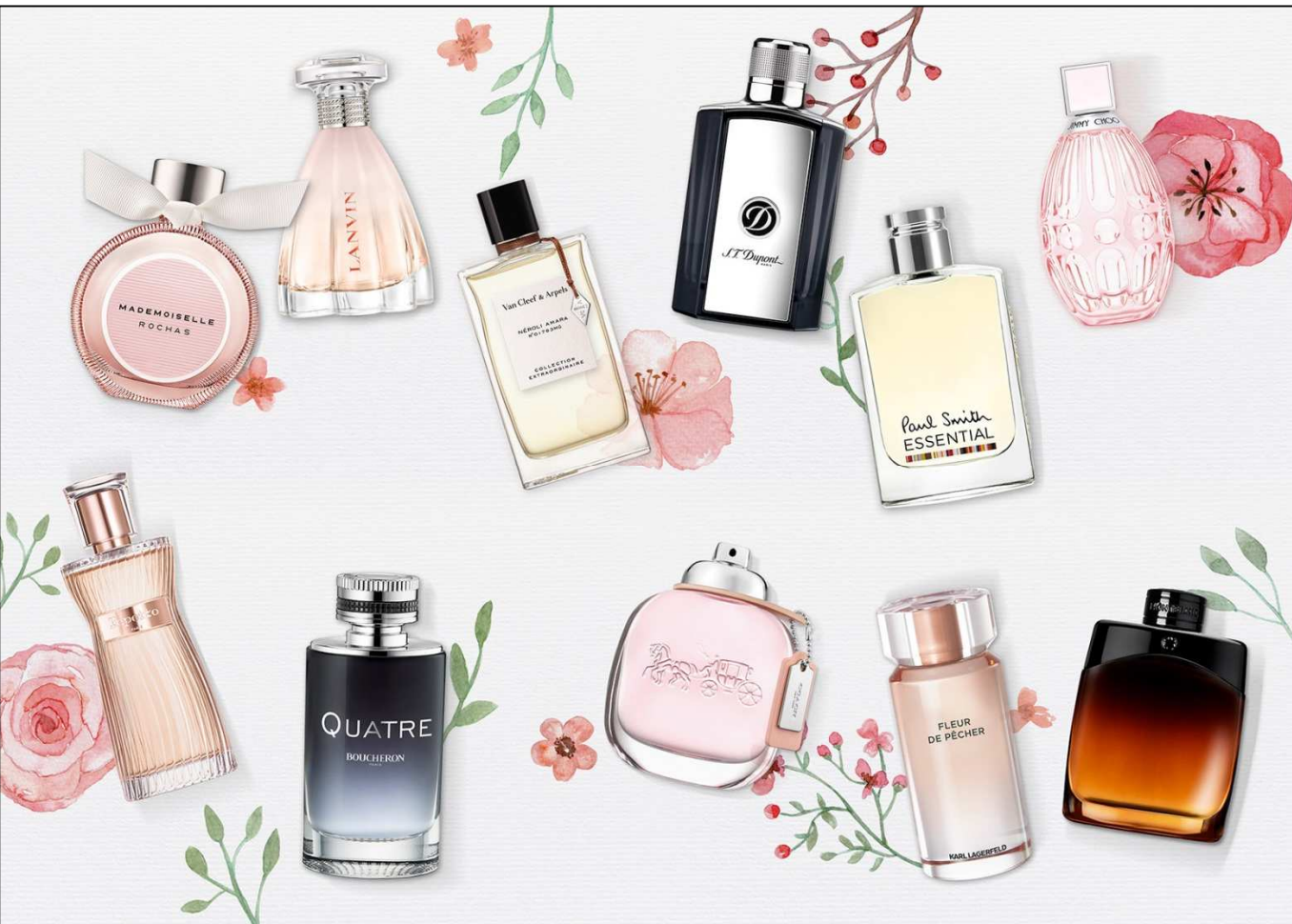
2018-2019 Fall/Winter Collection
Rochas fashion show



May
The Boucheron collection
Santal de Kandy



April
Van Cleef & Arpels
Nérolí Amara



H1 2018
sales

H1 2018
sales by brand

interparfums

Montblanc

- ✓ H1 2018 sales: €57.1m
 - Steady sales at current exchange rates
 - Sales growth at constant exchange rates
 - 26% of total Group revenue
- ✓ A year without a major launch
- ✓ Continuing rollout of the men's line *Montblanc Legend Night* launched in H2 2017
- ✓ Preparation for the launch of a 3rd men's line planned for spring 2019



Jimmy Choo

- ✓ H1 2018 sales: €42.6m
 - A 22% decline in sales
 - 19% of total Group revenue
- ✓ A decline linked to the base effect from the *Jimmy Choo Man Ice* and *Jimmy Choo L'Eau* launches in the 2017 first half
- ✓ Momentum in H2 will be driven by the launch of the women's line, *Jimmy Choo Fever*



Coach

- ✓ H1 2018 sales: €37.4m
 - Remarkable growth
 - 17% of total Group revenue
- ✓ Very strong growth in the United States and also in Asia
- ✓ The men's line *Coach*, launched in fall 2017, is continuing its robust expansion
- ✓ A business performance bolstered by the women's fragrance flanker, *Coach Floral*, launched in the beginning of the year



Lanvin

- ✓ H1 2018 sales: €29.6m
 - Stable sales
 - 14% of total Group revenue
- ✓ No major initiative in H1
- ✓ Solid performance by the women's line, *Eclat d'Arpège*



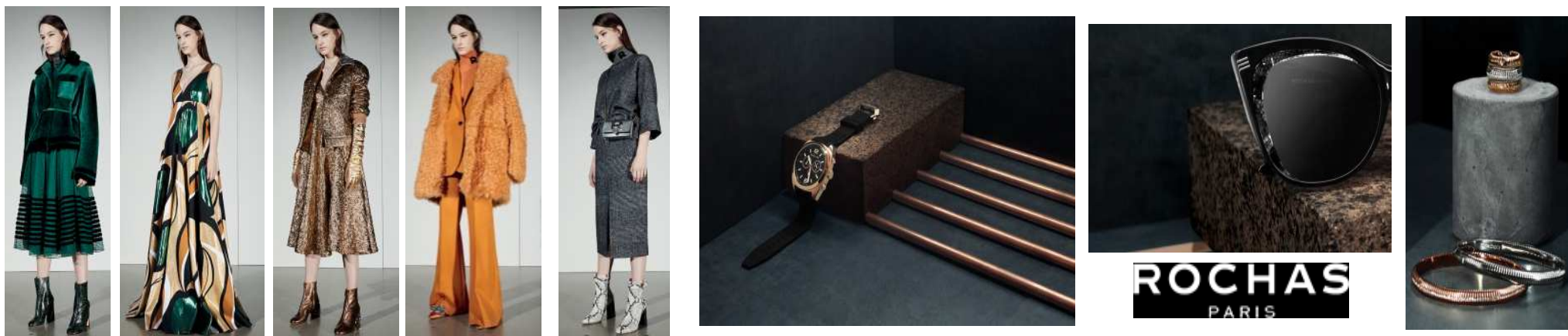
Rochas Fragrances

- ✓ H1 2018 sales: €16.3m
 - A 12% decline in sales
 - 7% of total Group revenue
- ✓ Base effect linked to the launch of the Eau de parfum *Mademoiselle Rochas* in 2017
- ✓ Launch of the Eau de toilette, *Mademoiselle Rochas*
- ✓ Expanding distribution to Asia and South America



Rochas Fashion & Accessories

- ✓ H1 2018 royalties: €1.1m
- ✓ Lower sales reflecting the discontinuation of non-strategic or non-core licenses in 2017
- ✓ Men's fashion license at Onward Group



Boucheron

- ✓ H1 2018 sales: €10.5m
 - Sales up 19%
- ✓ Growth driven by the *Quatre* line and the fragrance collection



Van Cleef & Arpels

- ✓ H1 2018 sales: €7.8m
 - Lower sales reflecting the adoption of an intentionally more selective distribution strategy
- ✓ Efforts focused on the *First* and *Collection Extraordinaire* lines
- ✓ Extension of the license agreement for 6 additional years to December 31, 2024



Karl Lagerfeld

- ✓ H1 2018 sales: €5.3m (+135%)
- ✓ Good performance by the first duo, *Les Parfums Matières*



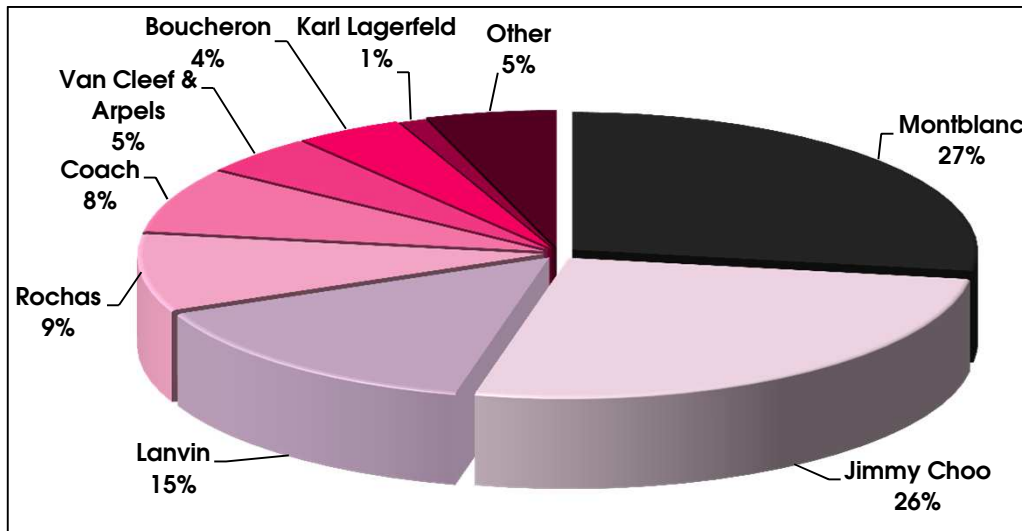
Sales by brand

(€m)	H1 2017	H1 2018	2018/2017
Montblanc	57.1	57.1	-
Jimmy Choo	54.6	42.6	-22%
Coach	15.7	37.4	+138%
Lanvin	30.5	29.6	-3%
Rochas	18.6	16.3	-12%
Boucheron	8.9	10.5	+19%
Van Cleef & Arpels	9.5	7.8	-18%
Karl Lagerfeld	2.2	5.3	+135%
Other brands	10.9	11.0	ns
Fragrance sales	208.0	217.6	+4.6%
Rochas fashion royalties	1.3	1.1	ns
Total net sales	209.3	218.7	+4.5%

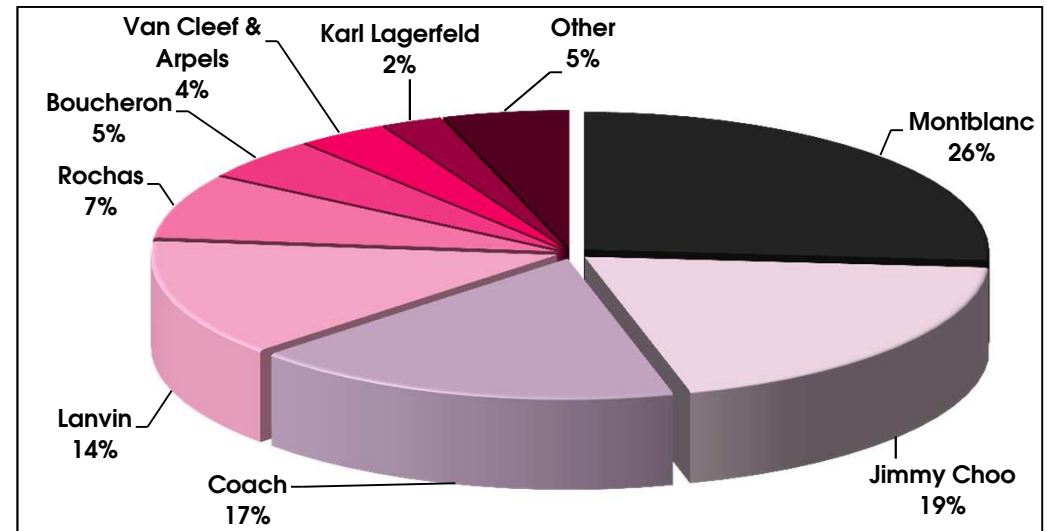
ns: not significant

Sales by brand

H1 2017



H1 2018





H1 2018
sales

H1 2018
sales by region

interparfums

H1 2018 sales by region

- ✓ Strong gains in the Asia-Pacific region (+9%) and North America (+8% at current exchange rates, +22% at constant exchange rates).
- ✓ Western Europe registered a marginal decline, linked mainly to the unfavorable base effect from Jimmy Choo
- ✓ France registered an excellent performance, driven notably by the Boucheron, Coach and Repetto brands, within an overall market that declined (-3%)⁽¹⁾

(1) Source: NPD France June 30, 2018

H1 2018 sales by region

(€m)	H1 2017	H1 2018	2017/2016
Africa	2.3	2.0	-11%
Asia	35.9	39.0	+9%
Eastern Europe	13.9	15.3	+10%
France	16.0	18.1	+13%
Middle East	24.6	25.6	+4%
North America	54.7	59.2	+8%
South America	18.9	20.0	+6%
Western Europe	41.6	38.2	-8%
Fragrance sales	208.0	217.6	+4.6%
Rochas fashion royalties	1.3	1.1	ns
Total net sales	209.3	218.7	+4.5%

ns: not significant

H1 2018 sales by region





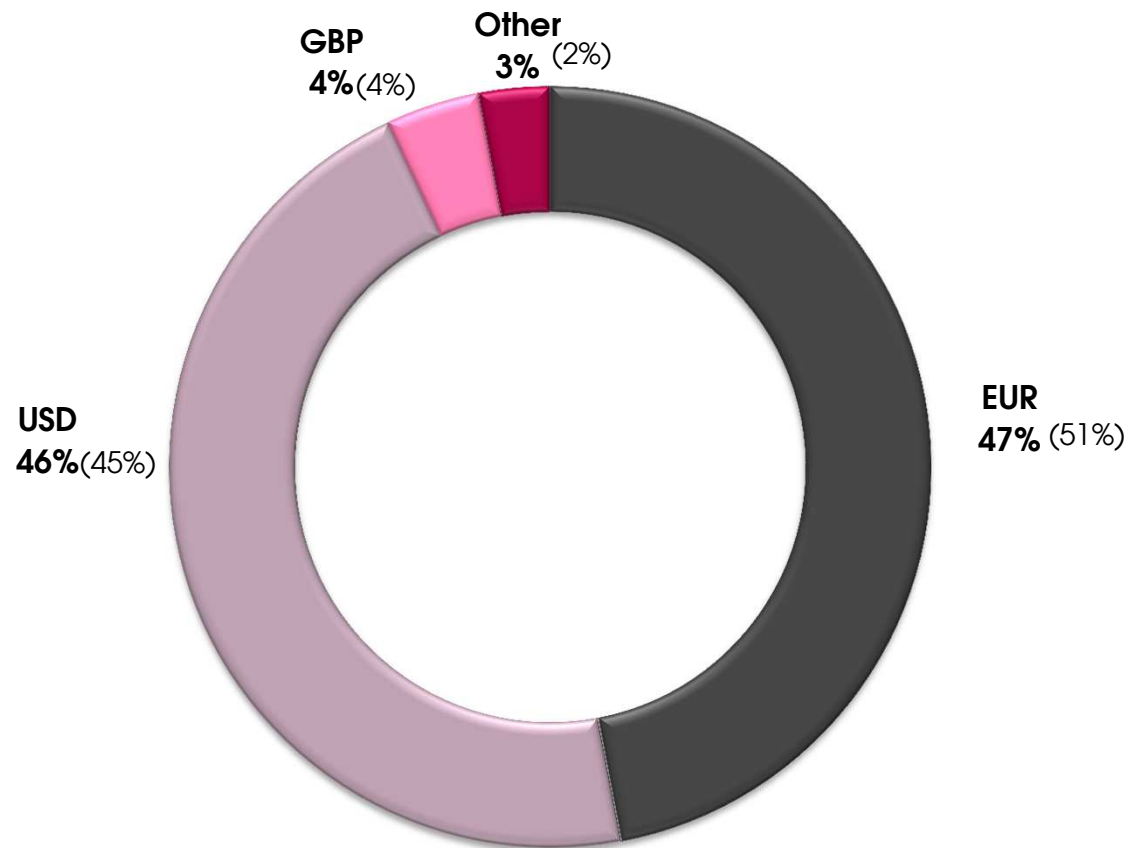
H1 2018
sales

Information
relating to
H1 2018 results

interparfums

Currency effect

Sales by currency (H1 2018/H1 2017)



Currency effect

Impact on H1 2018 sales

Currency	Av. exch. rates H1 2017	Av. exch. rates H1 2018	Currency effect
€ / \$	1.08	1.21	-€12.7m
€ / £	0.86	0.88	-€0.2m
€ / ¥	122	132	-€0.4

- ✓ Total negative currency effect: €13.0m
- ✓ Sales of €232m at constant exchange rates, up 11% from H1 2017

Information relating to H1 2018 results

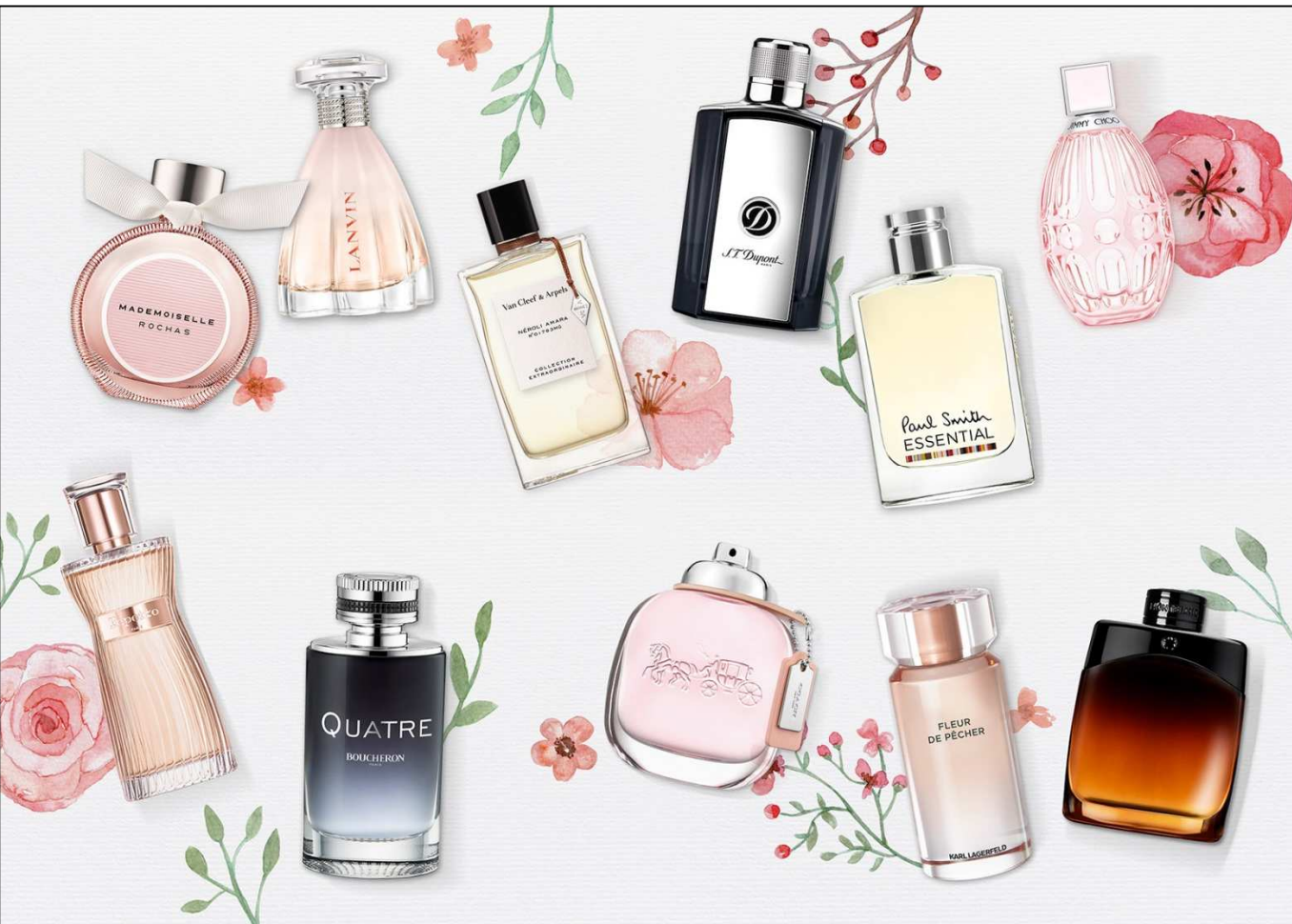
- ✓ Significant marketing expenses, in line with budget
 - approximately 21% of sales
- ✓ A high operating margin
 - As often the case in H1...
 - ...though this cannot be extrapolated to the full year
- ✓ Higher inventories and a reduction in cash... reflecting the normal trend at June 30 of each year

Agenda

- ✓ H1 2018 results
 - September 6, 2018 (before the opening of trading in Paris)
- ✓ Shareholders meeting *F2ic - Paris*
 - September 19, 2018 (FFB Paris 16th)
- ✓ Shareholders meeting *F2ic - Lyon*
 - October 11, 2018
- ✓ Q3 2018 sales
 - End of October, 2018 (before the opening of Euronext Paris)

Agenda

- ✓ 2019 outlook
 - Mid-November 2018 (before the opening of Euronext Paris)
- ✓ Actionaria fair – 21th edition
 - November 22 & 23, 2018 (Palais des Congrès Paris)



H1 2018
sales

FY 2018
sales overview

interparfums

2018 H2 launches



July
Lanvin *Eclat de Nuit*



September
S.T. Dupont *Be Exceptional*



July
Jimmy Choo *Fever*



October
Rochas *Moustache*



August
Karl Lagerfeld *Les Parfums Matières*



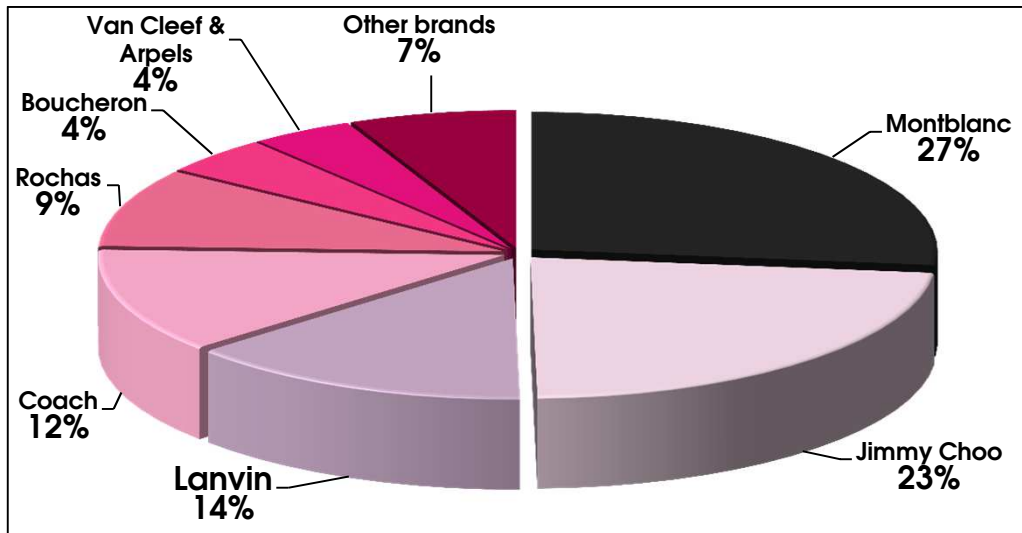
September
Coach *Platinum*

2018 sales by brand

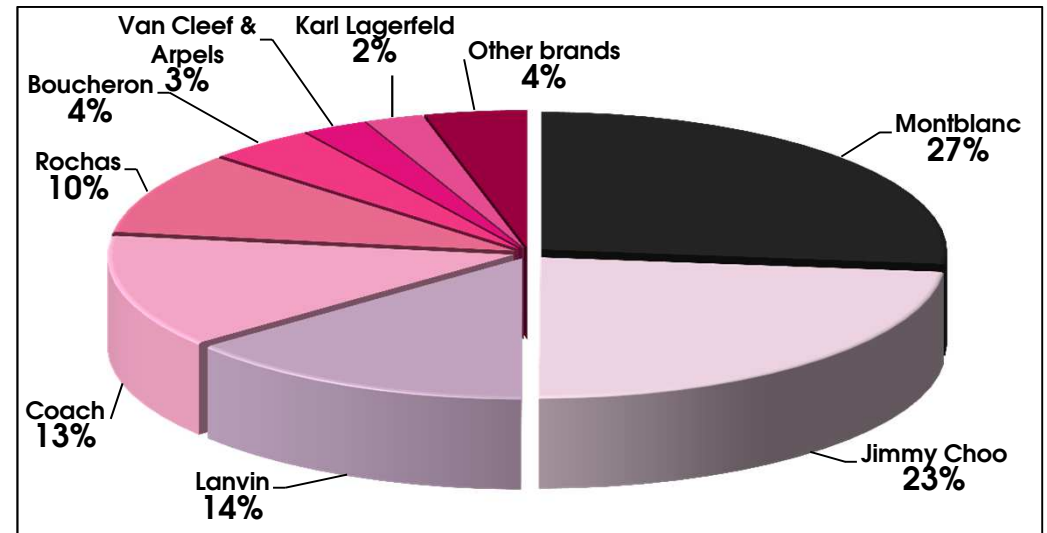
(€m)	2017	2018(e)	2018/2017
Montblanc	112.2	114.0	+2%
Jimmy Choo	96.1	100.0	+4%
Lanvin	57.6	60.0	+4%
Coach	50.9	56.0	+10%
Rochas	38.5	41.0	+7%
Boucheron	18.4	18.0	-2%
Van Cleef & Arpels	17.2	11.0	-36%
Karl Lagerfeld	8.8	10.0	+13%
Other brands	19.8	17.5	-12%
Fragrance sales	419.5	427.5	+2%
Rochas fashion royalties	2.5	2.5	-
Total net sales	422.0	430.0	+2%

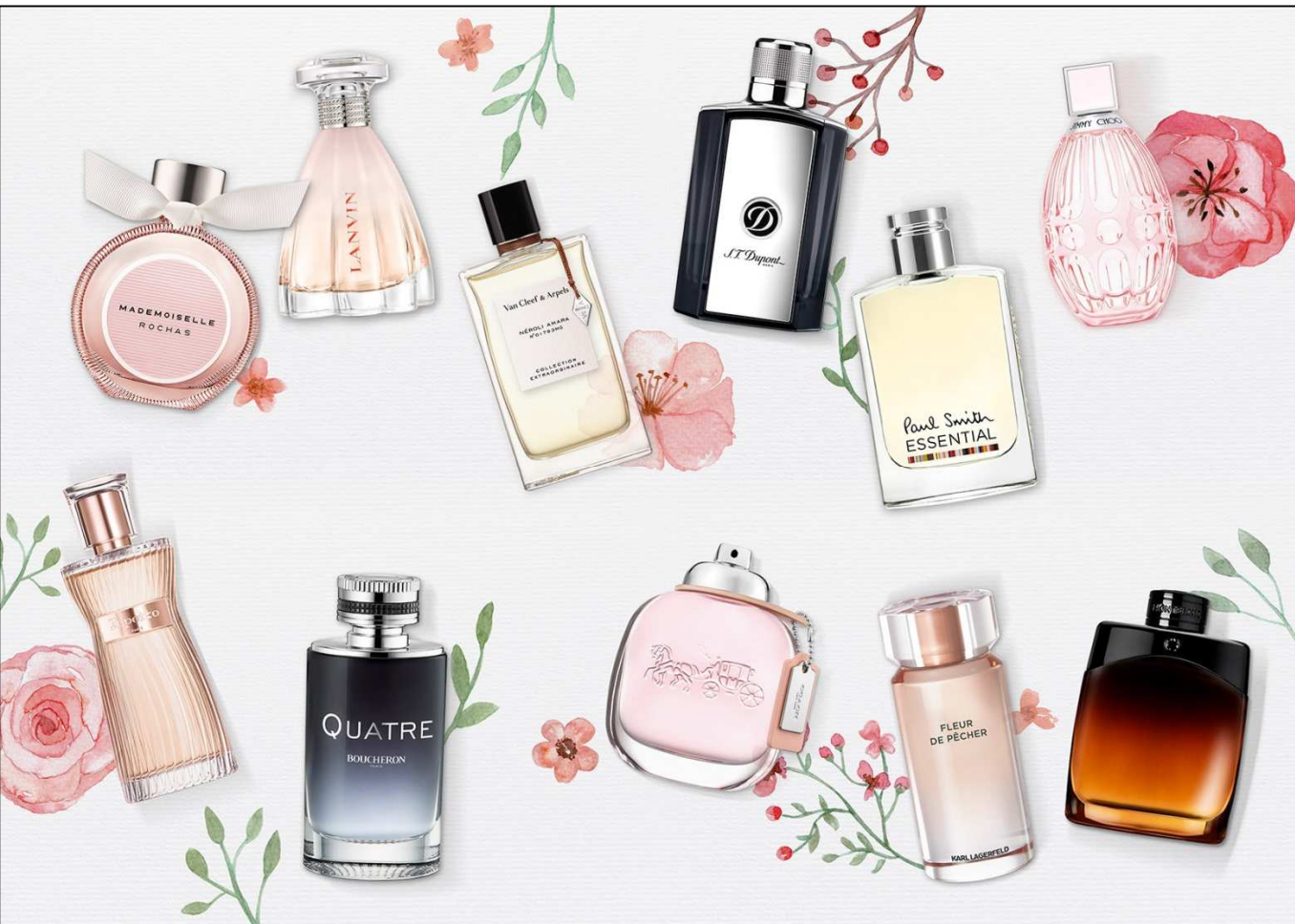
Sales by brand

2017



2018(e)





H1 2018
sales

Information
relating to
FY 2018 results

interparfums

Information relating to FY 2018 results

- ✓ Uncertainty regarding foreign exchange trends
 - Relatively unfavorable in H1 2018
 - Less unfavorable in H2 2018
- ✓ An operating margin between 13% and 13.5%
 - 14.2% in 2017
- ✓ A net margin between 9.0% and 9.5%
 - 9.5% in 2017



H1 2018
sales

2018/2019
outlook

interparfums

2018 H2 outlook

- ✓ Preparation of several strategic initiatives for the portfolio's main brands, and in particular:
 - Montblanc (men's fragrance line, 2019)
 - Jimmy Choo women's lines, makeup, 2019 & above all 2020)
 - Lanvin (women's line, 2019)
 - Coach (women's line, 2019)
 - Rochas (women's line, 2019)

Interparfums
H1 2018 sales
Paris, July 25, 2018

2018