



INTERPARFUMS

2023 first-half sales



INTERPARFUMS

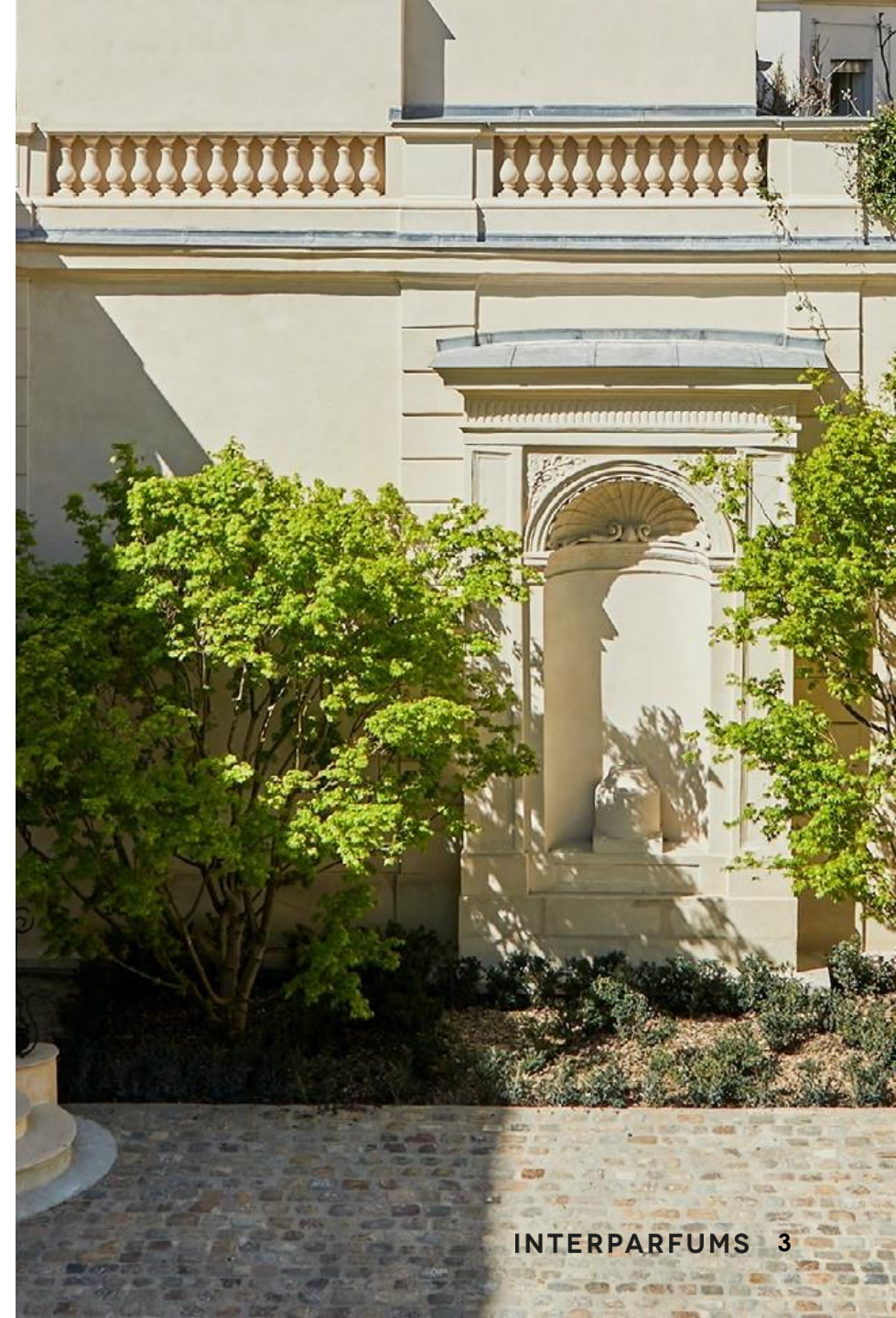
Context

CONTEXT

H1 2023

- **The continuing strength of the worldwide selective fragrance market**
 - United States: retail sales +13% at May 31, 2023^(*)
- **The continuing strength of the Group's top-selling brands**
- **High growth in volume**
- **Sales price increases of around 5% phased in between February and April**
- **A largely stable euro/dollar exchange rate**

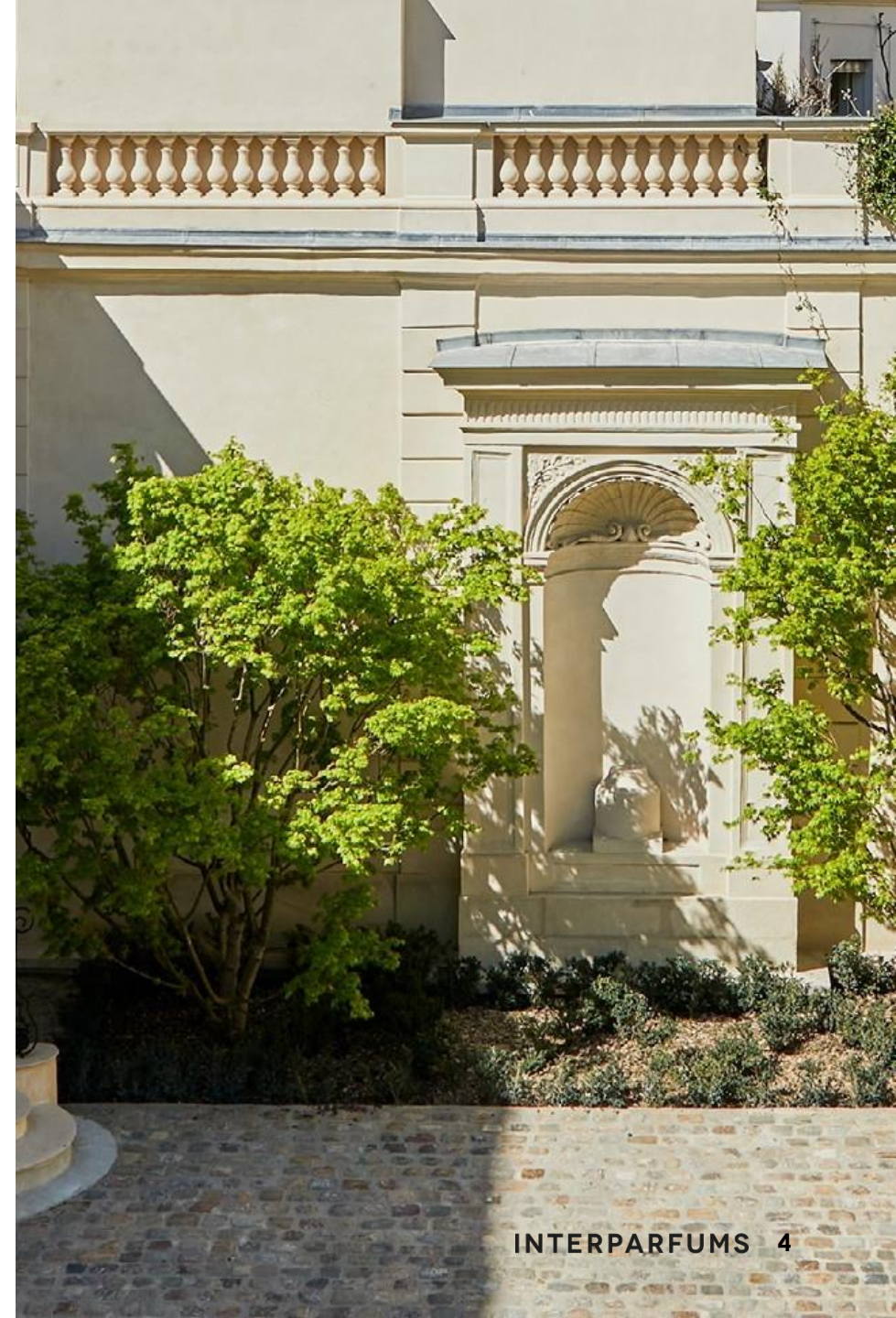
(*) Source: NPD



CONTEXT

H1 2023

- **Beginning of integration of Lacoste fragrances**
- Portfolio rationalization
 - Preparing for the launch of the first line, planned for autumn 2024



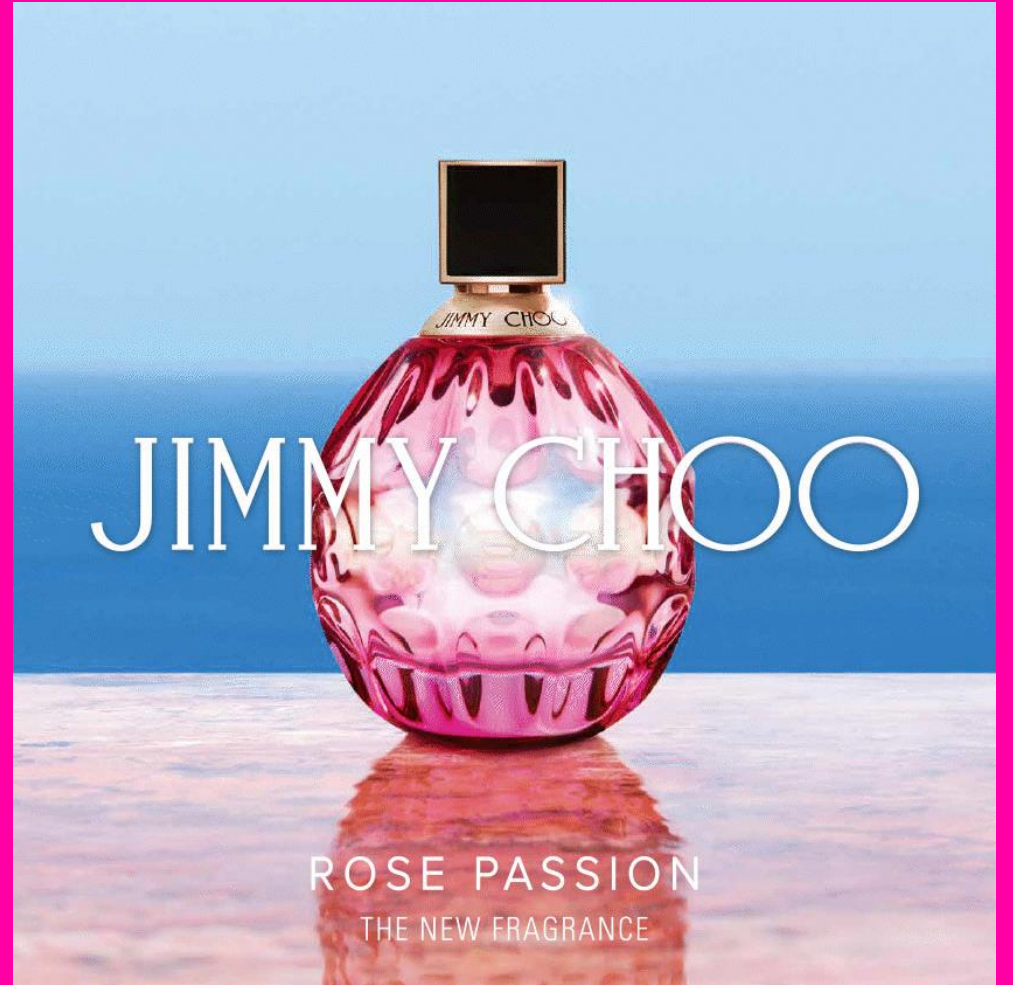


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H1 2023 launches



JIMMY CHOO *Rose Passion* - Q1



JIMMY CHOO *Rose Passion* - Q1



KATE SPADE *Chérie* – Q1



MONTBLANC *Signature Absolue* – Q1



ROCHAS *Eau de Rochas Citron Soleil* – Q1



ROCHAS *Girl Life* - Q2



MONCLER Collection - Q2



MONCLER Collection – Q2



COACH *Love* – Q2



COACH *Love* – Q2



MONTBLANC *Explorer Platinum – Q2*



MONTBLANC *Explorer Platinum – Q2*



COACH *Green* – Q2



COACH *Green* – Q2



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H1 2023 sales by brand



BUSINESS HIGHLIGHTS

H1 2023

- **Sales of €396m**
- **Strong growth in relation to H1 2022**
 - +24% at current exchange rates
 - +23% at constant exchange rates
- **Strong growth by the main brands**
 - Montblanc +24%
 - Jimmy Choo +44%
 - Coach +27%
- **Growth in nearly all regions**



MONTBLANC

THE FRAGRANCES

MONTBLANC

H1 2023

€107m

SALES

+24%

VS. H1 2022

27%

OF TOTAL SALES

||.

Another strong growth performance



Solidity of the *Montblanc Legend* lines



Continuing gains by the *Montblanc Explorer* line, bolstered by the launch of the *Montblanc Explorer Platinum* line





JIMMY CHOO



THE FRAGRANCES

JIMMY CHOO

H1 2023

€101m

SALES

+44%

VS. H1 2022

25%

OF TOTAL SALES

||.

Very strong growth in sales



Continuing international success of the lines *I Want Choo* (2021) and *I Want Choo Forever* (2022)



Launch of the *Rose Passion* line in early 2023



COACH

NEW YORK

THE FRAGRANCES
COACH
H1 2023

€86m
SALES

+27%
VS. H1 2022

22%
OF TOTAL SALES

||.

Another performance of very strong growth



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



Launch of *Coach Green* and *Coach Love* line flankers





LANVIN
PARIS

THE FRAGRANCES

LANVIN

H1 2023



€27m
SALES

+2%
VS. H1 2022

7%
OF TOTAL SALES



Moderate sales growth



In a period without a major launch



ROCHAS
PARIS

THE FRAGRANCES
ROCHAS
H1 2023

€20m
SALES

+10%
VS. H1 2022

5%
OF TOTAL SALES

||.

A good performance by the timeless *Eau de Rochas* line



Launch of *Rochas Girl Life*, the second eco-responsible Rochas line





KARL LAGERFELD

THE FRAGRANCES

KARL LAGERFELD

H1 2023

€12.5m

SALES

+13%

VS. H1 2022

3%

OF TOTAL SALES



Continuing growth



Significant sales volumes





Van Cleef & Arpels

HAUTE PARFUMERIE



THE FRAGRANCES

VAN CLEEF & ARPELS

H1 2023

€12.4m

SALES

+20%

VS. H1 2022

3%

OF TOTAL SALES

||.

Continuing growth



Continuing success by the *Collection Extraordinaire*, supported by one or two launches every year



kate spade

NEW YORK



THE FRAGRANCES

KATE SPADE

H1 2023

€12m

SALES

+23%

VS. H1 2022

3%

OF TOTAL SALES

||.

Strong growth driven by the *Kate Spade* and *Kate Spade Sparkle* lines



Well positioned in the U.S. market



Launch of the *Kate Spade Chérie* line



BOUCHERON
PARIS

THE FRAGRANCES

BOUCHERON

H1 2023

€9m

SALES

+19%

VS. H1 2022

2%

OF TOTAL SALES



A solid performance



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





MONCLER

PARFUMS

MONCLER

THE FRAGRANCES

MONCLER

H1 2023



MONCLER

PARFUMS

€6m

SALES

-30%

VS. H1 022

2%

OF TOTAL SALES

||.

An intentionally highly selective distribution channel (reminder)



Launch of the *Les Sommets* collection



SALES

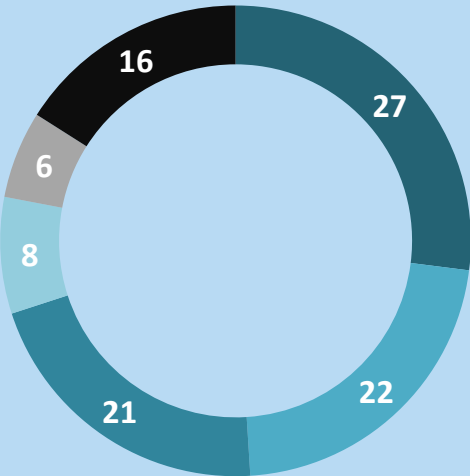
BY BRAND - €M

	H1 2022	H1 2023	23/22
Montblanc	87.0	107.4	+24%
Jimmy Choo	70.0	101.0	+44%
Coach	67.6	86.0	+27%
Lanvin	26.7	27.2	+2%
Rochas	17.8	19.7	+10%
Karl Lagerfeld	11.1	12.5	+13%
Van Cleef & Arpels	10.3	12.4	+20%
Kate Spade	9.7	12.0	+23%
Boucheron	7.6	9.0	+19%
Moncler	8.4	5.9	-30%
Other	2.5	3.0	ns
Sales	318.7	396.1	+24%

BREAKDOWN BY BRAND

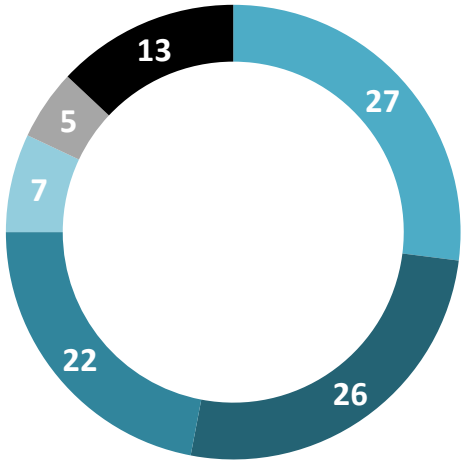
%

H1 2022



- Montblanc: 27%
- Jimmy Choo: 22%
- Coach: 21%
- Lanvin: 8%
- Rochas: 6%
- Other brands: 16%

H1 2023



- Montblanc: 27%
- Jimmy Choo: 26%
- Coach: 22%
- Lanvin: 7%
- Rochas: 5%
- Other brands: 13%



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H1 2023 sales by region

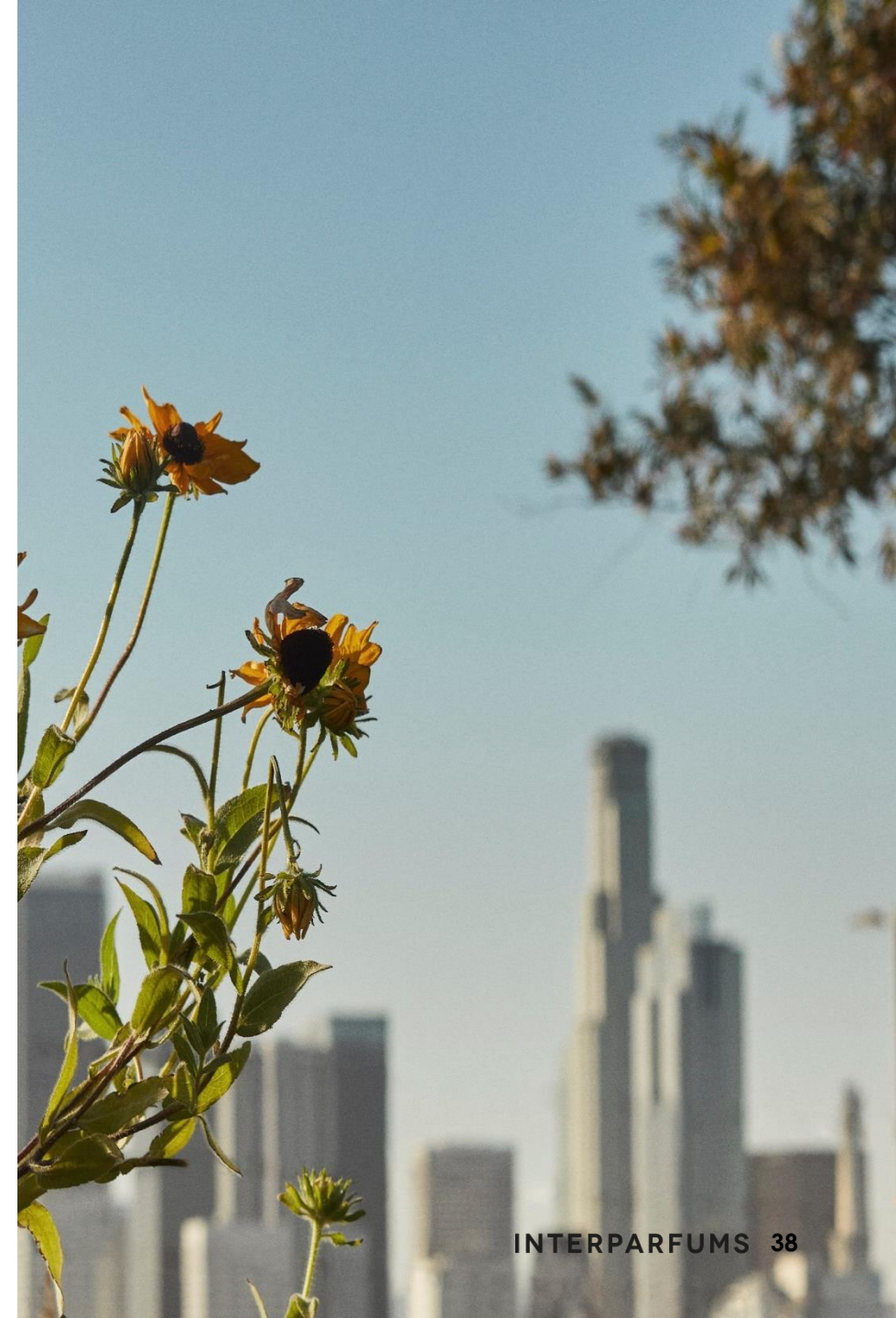
SALES BY REGION

H1 2023

- **North America: +27%**
 - Strong growth in the United States in a market that remains dynamic (+13% at May 31, 2023)
 - Success of Jimmy Choo and Coach fragrances

- **Asia: +18%**
 - Very strong growth in Australia (+100%)
 - Strong growth in Singapore, Japan and Taiwan
 - A Chinese market that has not yet fully recovered its vitality of 2021

- **Eastern Europe: +72%**
 - A gradual improvement in market conditions
 - Solid performances by Lanvin, Jimmy Choo and Montblanc fragrances





SALES BY REGION

H1 2023

- **Western Europe: +25%**
 - Growth driven by Coach, Montblanc, Jimmy Choo and Rochas fragrances
- **Middle East: +2%**
 - A phase of business consolidation following the very strong rebound in H2 2022



SALES

BY REGION - €M

	H1 2022	H1 2023	22/21
Africa	2.1	3.3	+56%
Asia	54.9	64.6	+18%
Eastern Europe	19.4	33.4	+72%
France	19.3	21.2	+10%
Middle East	28.9	29.4	+2%
North America	110.7	140.0	+27%
South America	28.3	35.6	+26%
Western Europe	55.1	68.6	+25%
Total sales	318.7	396.1	+24%

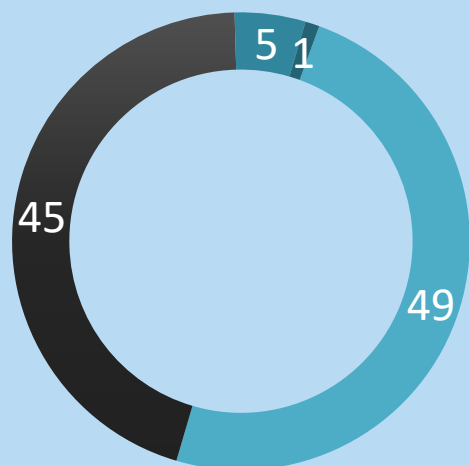


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Information on H1 2023 results

CURRENCY EFFECT

H1 2023



- USD: 49%
- EUR: 45%
- GDP: 5%
- Other: 1%

Currency	Av. exch. rate H1 22	Av. exch. rate H1 23	Currency effect
€/\$	1.101	1.080	+€3.73m
€/£	0.840	0.880	-€0.91m
€/¥	130.1	140.0	-€0.90m
Total currency effect			+€2.73m

Sales:

€393m

at constant exchange rates

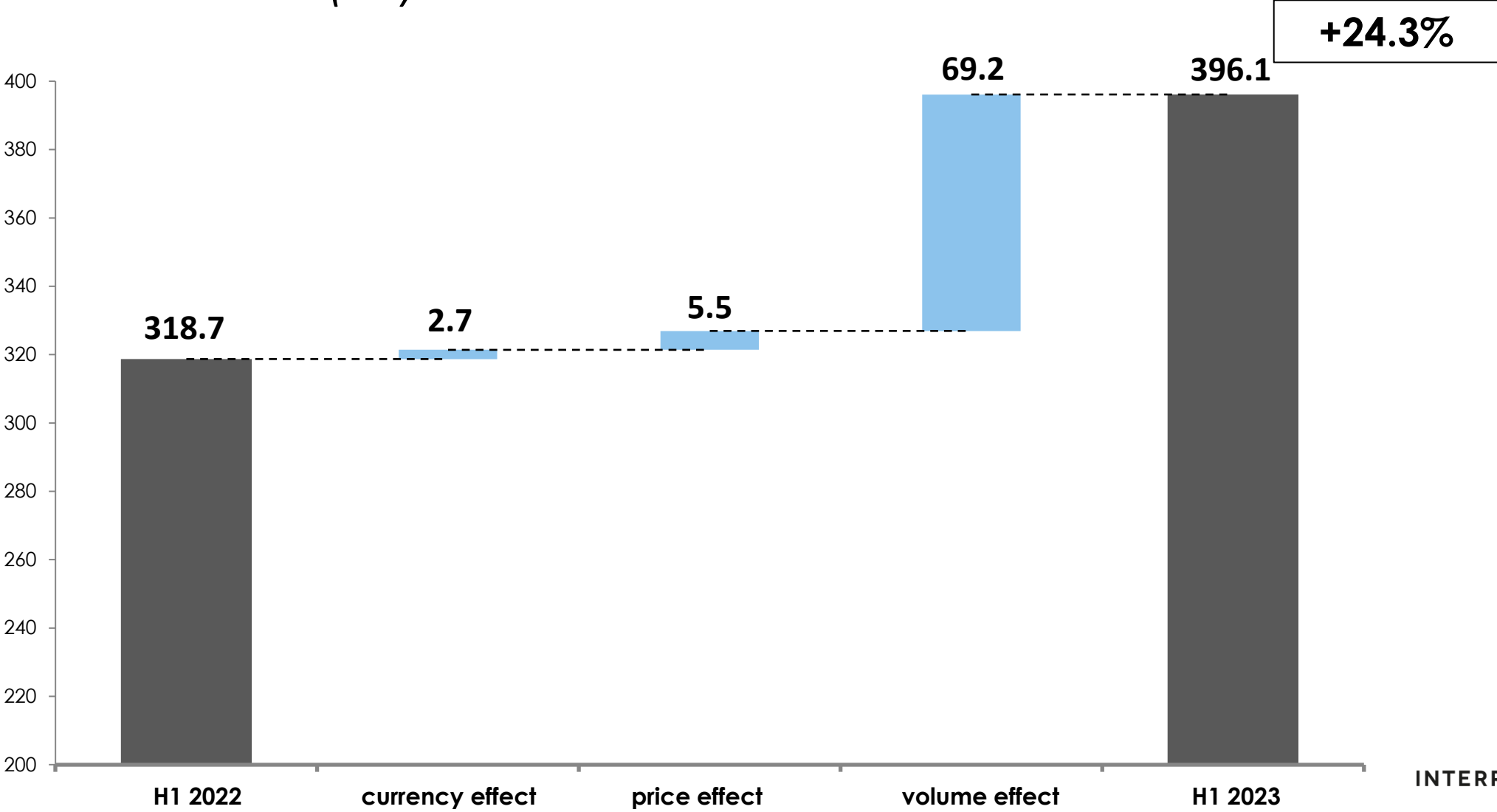
Change:

+23%

at constant exchange rates

ANALYSIS OF SALES GROWTH

H1 2022 → H1 2023 (€M)



FACTORS AFFECTING RESULTS

H1 2023

- **A solid gross margin**
 - Limited negative impact from price increases for certain components
 - A marginally positive impact of higher sales prices
 - A largely stable euro/dollar exchange rate
- **A significant increase in marketing and advertising expenditures**
- **An increase in other variable costs in line with sales growth**



CALENDAR

H2 2023

- **H1 2023 results**
September 12, 2023
- **Q3 2023 sales**
October 24, 2023
- **2024 outlook**
November 22, 2023





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2023 H2 launches



KARL LAGERFELD *Les Parfums Matières* - Q3



VAN CLEEF & ARPELS *Thé Amara* - Q3



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2023 H2 outlook

OUTLOOK

H2 2023

- **The global fragrance market remains buoyant, although some markets are showing signs of a slowdown**
 - Italy
 - Middle East
- **A Chinese market that is not recovering as quickly as expected**
- **A second half with fewer launches**

ANNUAL SALES GUIDELINES RAISED FOR 2023:

€770m -> circa €800m





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2023 first-half sales