

interparfums

2020

third-quarter sales

Paris

October 28, 2020



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- **Q3 2020
operating
highlights**



Q3 2020 operating highlights

- **Recovery of the worldwide perfumes and cosmetics market**



Partial and gradual reopenings



Kuwait travel retail

- **A significant recovery by Interparfums, exceeding the most recent guidance**



Sales

€111m



Change

-14%

(Q3 2020 / Q3 2019)

- **In all regions, including notably**



Asia

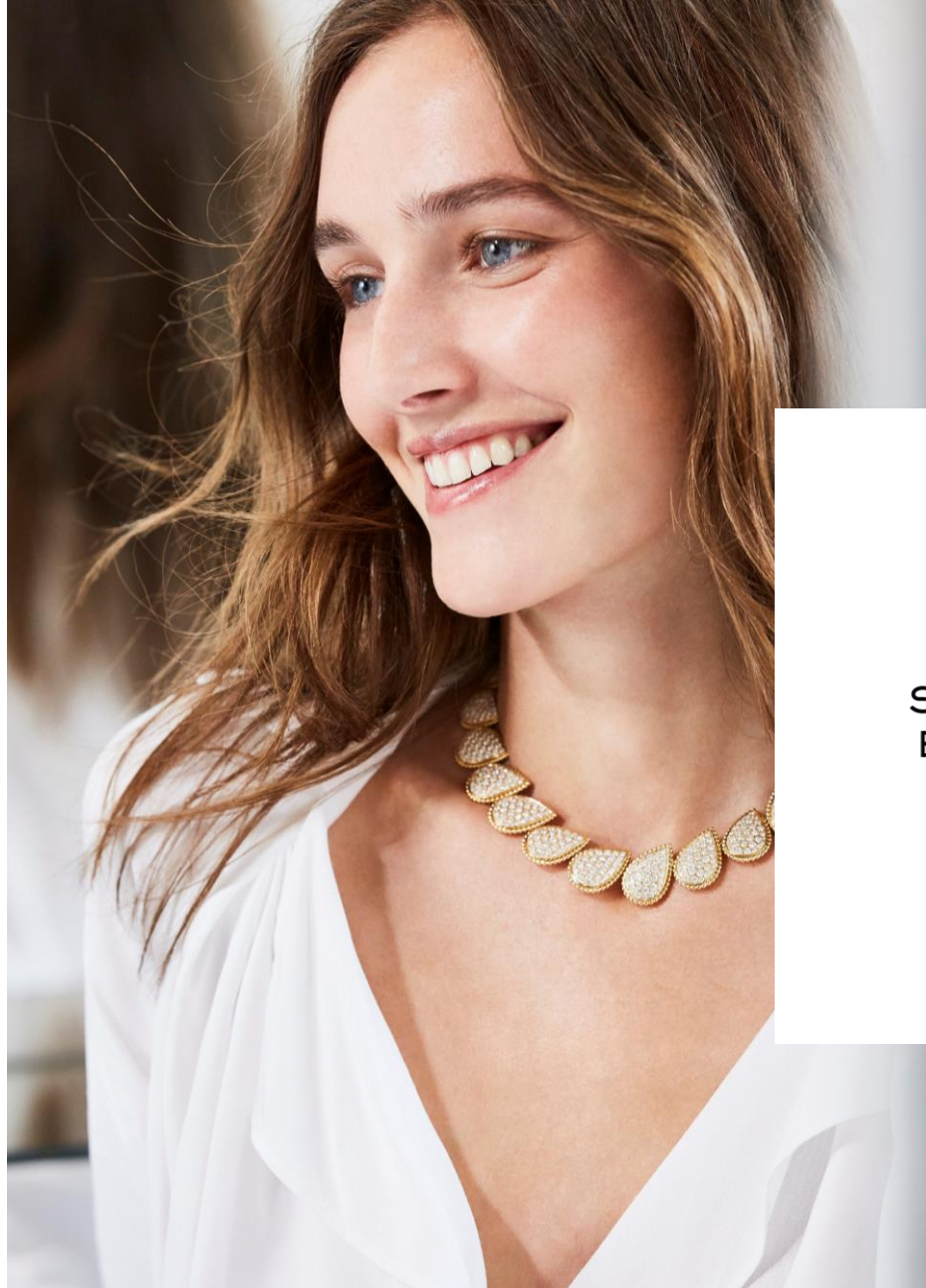
+29%



France

+12%

Q3 launch



SERPENT
BOHÈME

Q3 launch



**MONT
BLANC** 
LEGEND
EAU DE PARFUM

- Q3 2020 sales
by brand



• **MONT
BLANC** 



Montblanc: Q3 2020



€31m

in sales

-16%

28%

of sales

II.

A return to more normal levels



An unfavorable base effect reflecting the *Montblanc Explorer* line's launch in 2019



No major launch in 2020



Coach: Q3 2020



€23m

in sales

+3%

21%

of sales

II.

Return to growth in the quarter



**Launch of the
Coach Dreams line
at the beginning of
the year**



**Good performances
by the *Coach Man*
Blue line**

- JIMMY CHOO



Jimmy Choo: Q3 2020

JIMMY CHOO

€22m

in sales

-34%

20%

of sales

II.

A significant impact of the health crisis in the brand's key markets



An unfavorable base effect reflecting the *Urban Hero* line's launch in 2019



No major launch in 2020

• LANVIN
PARFUMS



LANVIN
PARIS

Lanvin: Q3 2020

A girl in Capri

€12m

in sales

-3%



11%

of sales

LANVIN
PARFUMS

LANVIN
PARIS

II.

Sales
largely stable



No major launch
in 2020



An improvement in
sales in Eastern
Europe and Asia

• **ROCHAS**
PARIS



Rochas: Q3 2020

€8m

in sales

stable



POUR LUI

ROCHAS
PARIS

7%

of sales



POUR ELLE

II.

Stable
sales



Launch of the
L'Homme Rochas line
at the beginning of the
year

- 9m 2020 sales
by brand



9m 2020 sales by brand

(€m)

	9m 2019	9m 2020	2020/2019
Montblanc	109.0	67.6	-38%
Coach	64.4	57.0	-12%
Jimmy Choo	79.6	48.6	-39%
Lanvin	40.4	22.8	-44%
Rochas	22.7	20.5	-10%
Other	51.5	33.8	ns
Sales	367.6	250.3	- 32%

- Q3 2020 sales by region



Q3 2020 sales by region

- **A strong rebound in Asia (+29%)**
 - South Korea
 - Singapore
 - China
 - Australia
- **A good performance in France (+12%) within an overall market for perfumes contracting 5% (Source NPD)**
- **An improved performance in the United States with a limited decline in sales of 4% in September 2020 in relation to the same month in 2019.**

Q3 2020 sales by region

- **Sales remain steady in the Middle East after declining significantly in H1 2020**
- **Economic and health conditions remain difficult in Eastern Europe and South America**
- **The Travel Retail market continues to be significantly impacted by low traffic volume**

- 9m 2020 sales
by region

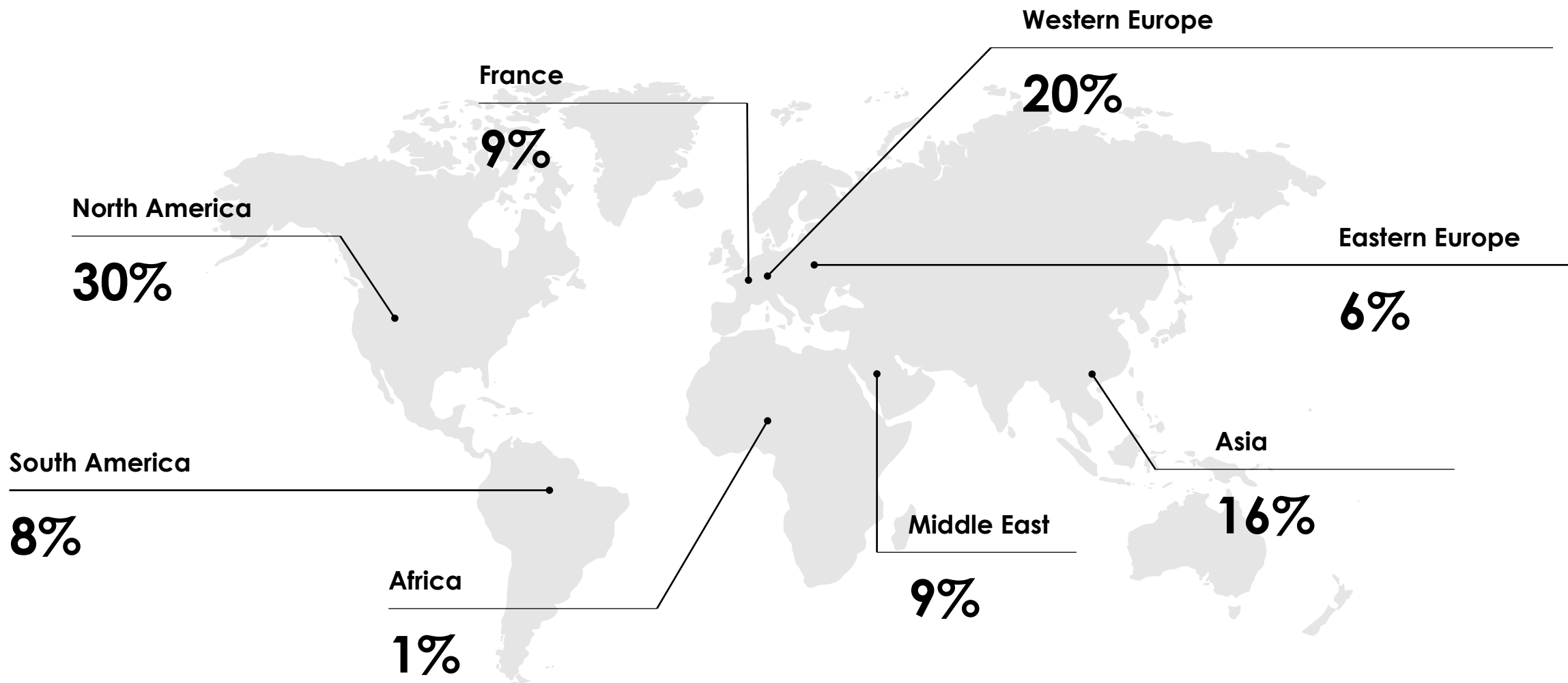


9m 2020 sales by region

(€m)

	9m 2019	9m 2020	2020/2019
Africa	3.6	3.1	- 13%
Asia-Pacific	54.7	40.3	- 26%
Eastern Europe	32.8	16.0	- 51%
France	26.3	22.2	- 15%
Middle East	42.4	23.5	- 45%
North America	108.7	76.1	- 30%
South America	28.9	18.7	- 35%
Western Europe	70.2	50.4	- 28%
Sales	367.6	250.3	- 32%

9m 2020 sales by region



• Outlook



2020 outlook

- **Guidance for annual sales of around €320-€330 million for the 2020 full year (taking into account the traditional slowdown in the fourth quarter)**
- **Continuing to invest significantly in marketing and communications in H2 2020**
- **A satisfactory level of profitability for the 2020 full year**

2021 outlook

- **Major launches for the brand / lines**
 - Jimmy Choo
 - Kate Spade
 - *Monblanc Explorer 2*
- **A major environmentally friendly initiative by the Rochas brand**



Eco-responsible
development



Natural
ingredients

Calendar

2021 outlook



December 2, 2020

2020 results



March 02, 2021

FY 2020 sales



January 26, 2021

Sales Q1 2021



End of April 2021

interparfums

2020

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