

INTERPARFUMS

2023

Outlook

November 22, 2022



Contents



FY 2022

- Launches
- Year-end business update
- Sales by brand and region
- Other operating highlights
- Factors affecting results
- CSR & Governance
- Guidance

FY 2023

- Launches
- Sales budgets by brand
- Guidance

• 2022 launches (recap)



Q1 2022 launches



Montblanc Legend Red



Kate Spade Sparkle

Q1 2022 launches



Collection Extraordinaire *Patchouli blanc*



Coach *Wild Rose*

The NEW FRAGRANCE for HER


COACH
NEW YORK

wild rose



Q2 2022 launches



Moncler pour homme



Moncler pour femme

Q2 2022 launches



Jimmy Choo Man Aqua



Lanvin Mon Eclat

Q3 2022 launches



Jimmy Choo I Want Choo Forever



Coach Open Road

Q3 2022 launches



Boucheron Singulier



Rochas Byzance Gold

- 2022 year-end business update



2022 context

- **A complicated operating environment:**
 - Supply chain disruptions triggered by raw material shortages, longer sourcing delays and labor shortages among our industrial partners
 - Customer service quality impacted by partial shipments and longer lead times
 - Significant logistics difficulties in the United States in H1 caused by a change in shipping software by our local partner
 - An international economic and geopolitical environment affected by the war in Ukraine and its effects in Eastern Europe
 - Global inflation impacting cost prices
- **But also some favorable factors:**
 - A global perfume market that remained buoyant despite the economic situation
 - Growing demand for the Group's top-selling brands

2022 year-end business update

- **Strong growth in sales**
 - Sales expected to reach approximately €675m
 - Well above expectations at the beginning of the year
 - Growth in sales of 20%
- **Strong growth by the top-selling brands**
 - Montblanc +20%
 - Jimmy Choo +22%
 - Coach +30%
- **Strong growth in all region** (Resilience of Eastern Europe)
- **Success of the latest launches**
 - Montblanc – *Legend Red*
 - Jimmy Choo – *I Want Choo Forever*
 - Coach – *Wild Rose*

- **2022 sales
by brand**



- **MONTBLANC**



Montblanc in 2022

MONTBLANC

€175m

Sales (e):

+23%

over 2021

25%

of total sales

II.

Continuing
growth



Strength of all *Montblanc Legend* lines, and most recently reinforced by the addition of *Montblanc Legend Red* earlier this year

New *Montblanc Legend* campaign



- JIMMY CHOO



Jimmy Choo in 2022

JIMMY CHOO

€165m

Sales (e):

+26%

over 2021

24%

of total sales

II.

Continuing demand for all the established lines



Strong recurring sales of the *I Want Choo* line launched in 2021, reinforced by the launch of the *I Want Choo Forever* line in 2022



Coach in 2022



€145m

Sales (e):

+25%

over 2021

21%

of total sales

II.

Another performance
of very strong growth



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

• **LANVIN**
PARFUMS



Lanvin in 2022

LANVIN
PARFUMS

LANVIN
PARIS

€45m

Sales (e):

-14%

over 2021

7%

of total sales

II.

Limited decline in sales
despite the situation in
Eastern Europe



Sales growth in France and the
Middle East

• **ROCHAS**
PARIS



Rochas in 2022

ROCHAS
PARIS

€40m

Sales (e):

+13%

over 2021

6%

of total sales

II.

**Growth in Western
Europe and France**



Eau de Rochas +30%



***Rochas Girl +60% in
France!***

• **KARL**
KARL LAGERFELD



Karl Lagerfeld in 2022

€22m

Sales (e):

+30%

over 2021

3%

of total sales



Very strong growth



Significant sales volumes

● Van Cleef & Arpels
HAUTE PARFUMERIE



Van Cleef & Arpels in 2022

€22m

Sales (e):

+20%

over 2021

3%

of total sales

Van Cleef & Arpels

II.

**Continuing
growth**



Continuing success of the *Collection Extraordinaire*, especially in France, the Middle East and Asia

- **kate spade**
NEW YORK



Kate Spade in 2022

kate spade
NEW YORK

€20m

Sales (e):

+47%

over 2021

3%

of total sales

II.

Strong growth



Well positioned in the U.S. market



Moncler in 2022

€18m

Sales (e):

ns



MONCLER

3%

of total sales

II.

A gradual rollout



Media campaigns underway
since mid-April

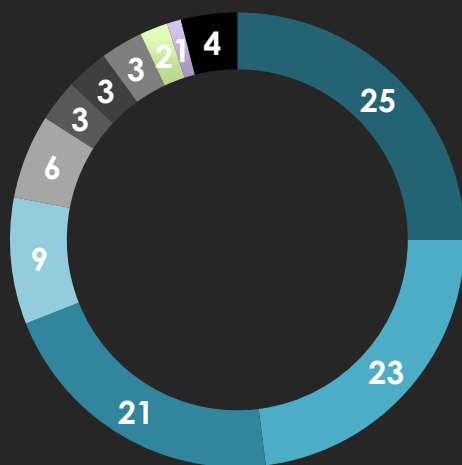
2022 sales by brand

(€m)

	2021	2022(e)	2022/2021
Montblanc	142.3	175.0	+23%
Jimmy Choo	131.0	165.0	+26%
Coach	115.6	145.0	+25%
Lanvin	52.4	45.0	-14%
Rochas	35.3	40.0	+13%
Van Cleef & Arpels	18.3	22.0	+20%
Karl Lagerfeld	16.9	22.0	+30%
Kate Spade	13.6	20.0	+47%
Moncler	4.9	18.0	na
Boucheron	15.3	17.0	+11%
Other	15.2	6.0	ns
Total sales	560.8	675.0	+20%

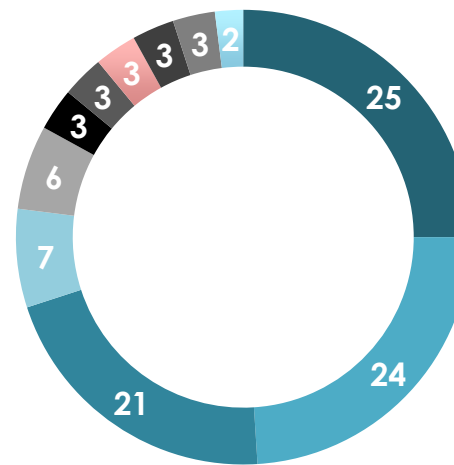
2022 sales mix by brand

2021



- Montblanc: 25%
- Coach: 21%
- Rochas: 6%
- Karl Lagerfeld: 3%
- Kate Spade: 2%
- Other brands: 4%
- Jimmy Choo: 23%
- Lanvin: 9%
- Van Cleef & Arpels: 3%
- Boucheron: 3%
- Moncler: 1%

2022



- Montblanc: 25%
- Coach: 21%
- Rochas: 6%
- Van Cleef & Arpels: 3%
- Moncler: 3%
- Other brands: 2%
- Jimmy Choo: 24%
- Lanvin: 7%
- Karl Lagerfeld: 3%
- Kate Spade: 3%
- Boucheron: 3%

- 2022 overview
by region



2022 sales by region

- **North America (+25%)**

- A perfumes and cosmetics market that remains robust (+14% at the end of October 2022)
- 15% growth in \$ and 25% in €
- Shipping difficulties in H1

- **South America (+20%) and Middle East (+40%)**

- Return to higher revenue levels, centered on the portfolio's flagship brands

- **Asia (+20%)**

- Growth driven by Coach, Montblanc, Jimmy Choo and Lanvin fragrances
- Growth in China limited in response to a series of lockdowns in the spring

2022 sales by region

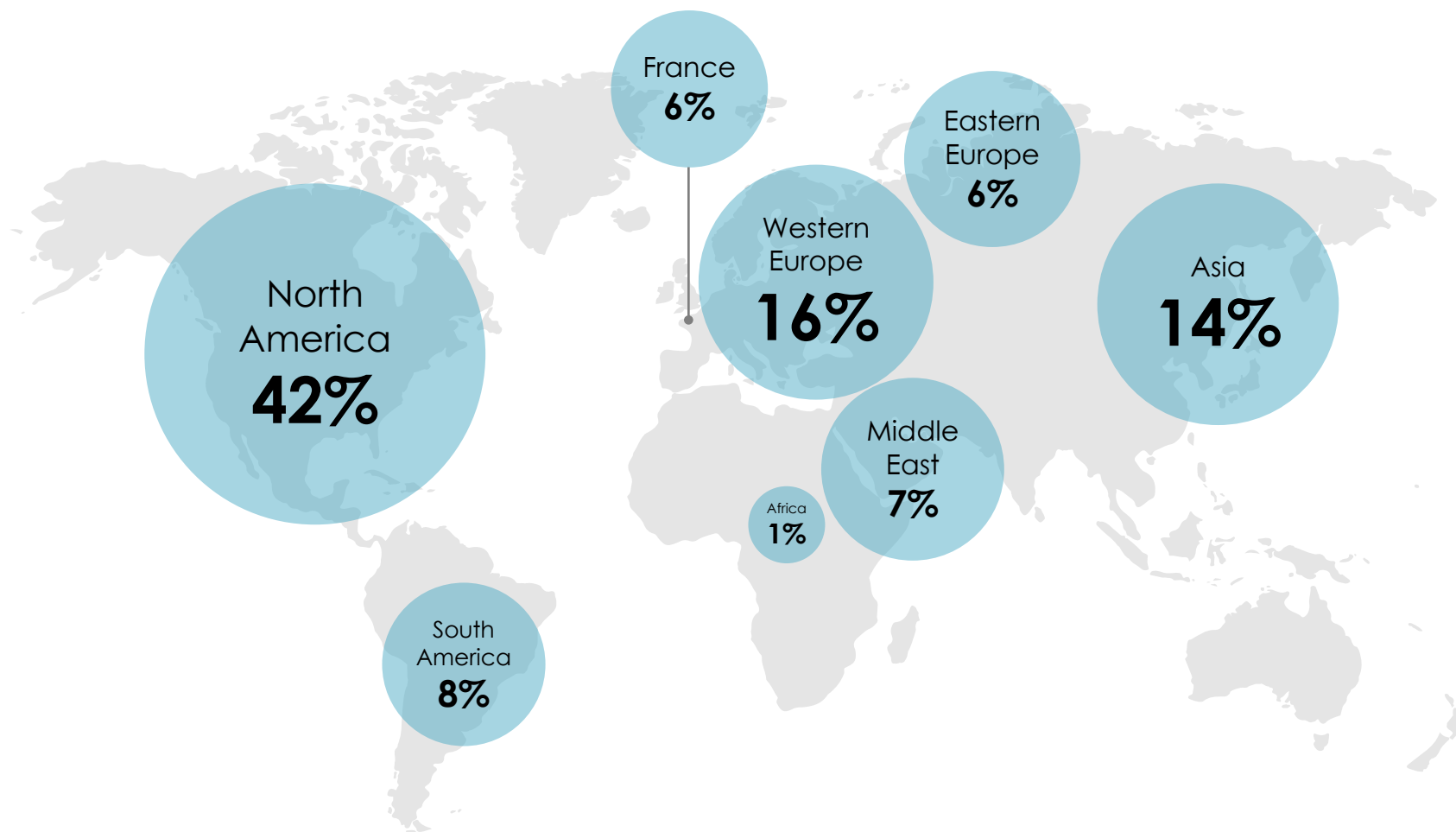
- **Eastern Europe (-15%)**
 - Activity inevitably impacted by the conflict between Russia and Ukraine
- **Western Europe (+20%)**
 - Sustained growth for Montblanc, Jimmy Choo and Rochas fragrances
- **France (+15%)**
 - Significant growth in sales, largely driven by Rochas fragrances

2022 sales by region

(€m)

	2021	2022(e)	2022/2021
Africa	4.9	6.0	+20%
Asia	78.2	94.0	+21%
Eastern Europe	47.8	42.0	-13%
France	35.7	41.0	+14%
Middle East	36.4	51.0	+42%
North America	224.8	280.0	+24%
South America	42.1	51.0	+21%
Western Europe	90.9	110.0	+21%
Sales	560.8	675.0	+20%

2022 sales by region



•Other 2022 operating highlights



Other 2022 operating highlights

- January & June

The Rochas Girl eco-responsible line is distinguished by several awards

- Best women's fragrance
- Best eco-responsible initiative and environmental initiative
- Prizes awarded by the public & and perfume industry professionals

- March

Implementation of the third employee stock ownership plan (120,000 shares)

- After those of 2016 and 2019

- March

The Group moves into its new Paris headquarters at 10 rue de Solférino

- April

Interparfums shares are included in the CAC Mid 60 and SBF 120 indexes

- Growth in daily trading volume

Other 2022 operating highlights

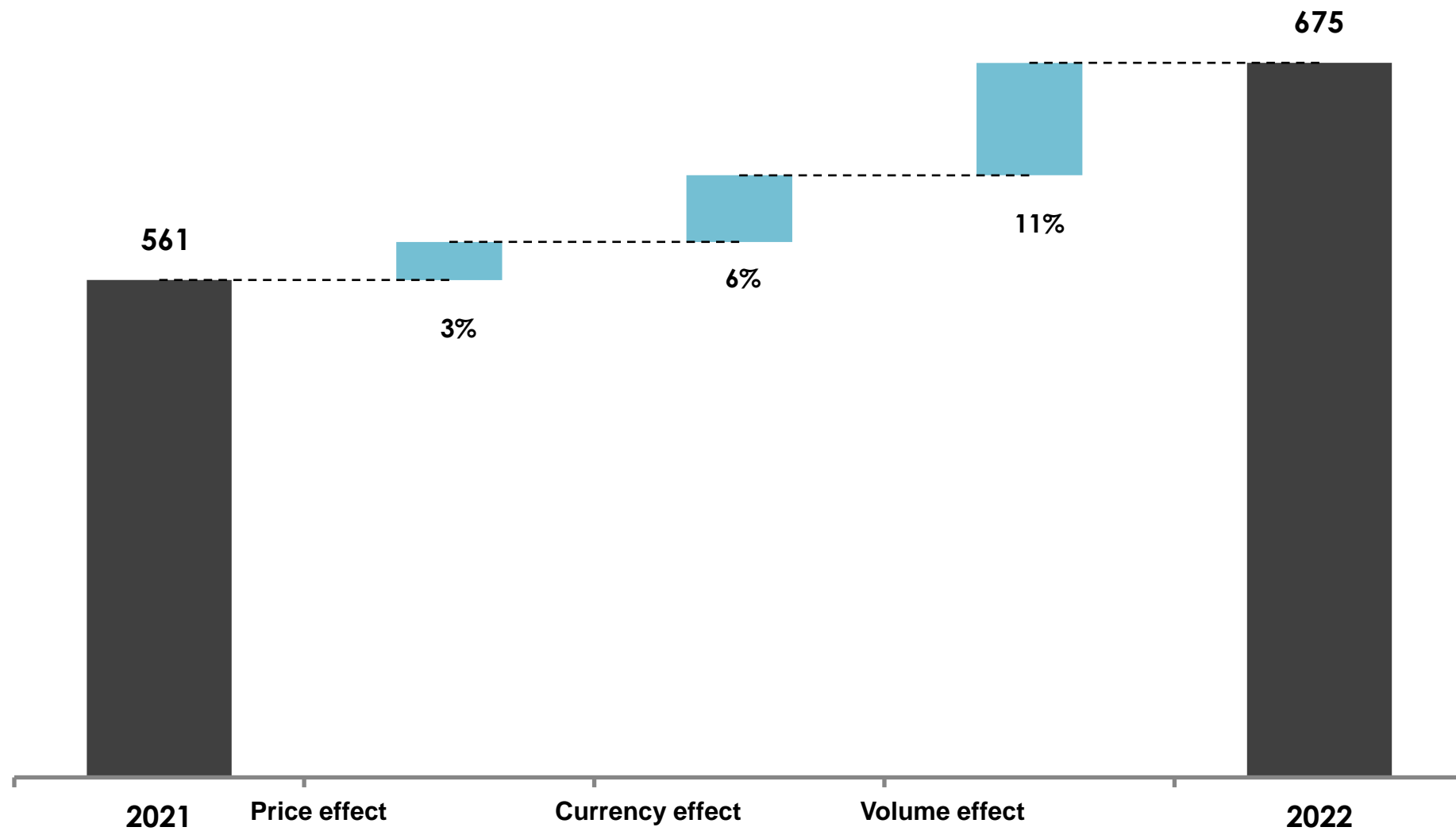
- June
Interparfums carries out its 23rd bonus share issue
 - 1 for 10
- June
Creation of the Individual Shareholders Consultative Committee
 - 10 individual shareholders / 2 employee shareholders
 - 1st meeting Thursday, December 1
- October
Muriel Buiatti becomes CSR Project Manager
- November
Interparfums improves its Gaïa index ESG rating

- Factors affecting 2022 results



Sales trends

(€m)



Factors affecting 2022 results

- **An increase in cost prices**
 - Increasing costs of raw materials
 - Rising energy costs
 - Rising shipping costs
- **An increase in sales prices**
 - 3% on average for the year
- **A very favorable €/€ exchange rate trend**
 - 2021 average: 1.18
 - 2022 average: 1.05
- **Increase in marketing and advertising expenses**
 - +30% over 2021
 - 24% of 2022 sales

Financial communications

Invest Day in Paris 2022

 November 29, 2022

2022 sales


 January 24, 2023

calendar

2022 **Annual results**

 March 1, 2023

Q1 2023 **Sales**

 End of April 2023

• CSR & Governance



CSR & Governance

2020-2021 Actions (recap)

Creation of a **CSR & Governance Executive Committee**

- Natacha Finateu (Legal Affairs)
- Véronique Duretz (Human Resources)
- Solange Rolland (Consolidation & Internal Control)
- Karine Marty (Shareholder Relations)
- Axel Marot (Supply Chain & Operations)
- Cyril Levy-Pey (Corporate Communications)
- Muriel Buiatti (Project Manager)
- Philippe Santi

A first initiative with ***Rochas Girl***, the first **low-environmental impact line**

- FSC packaging
- A bottle with 40% recycled glass (PCR)
- A fragrance consisting of 90.25% of natural raw materials
- A product produced in France

CSR & Governance

2022 actions

- Formalized product development based on an **Optimized eco-design charter**
- Formalized employee-related practices based on a **Responsible Employer Charter**
- Formalization of practices with stakeholders based on an **“Interparfums Ethics Charter”**
- Addition of **Constance Benqué** (President of the Lagardère Group News division) to the Board of Directors and the Audit Committee
- Creation of an **Individual Shareholders' Consultative Committee**

CSR & Governance

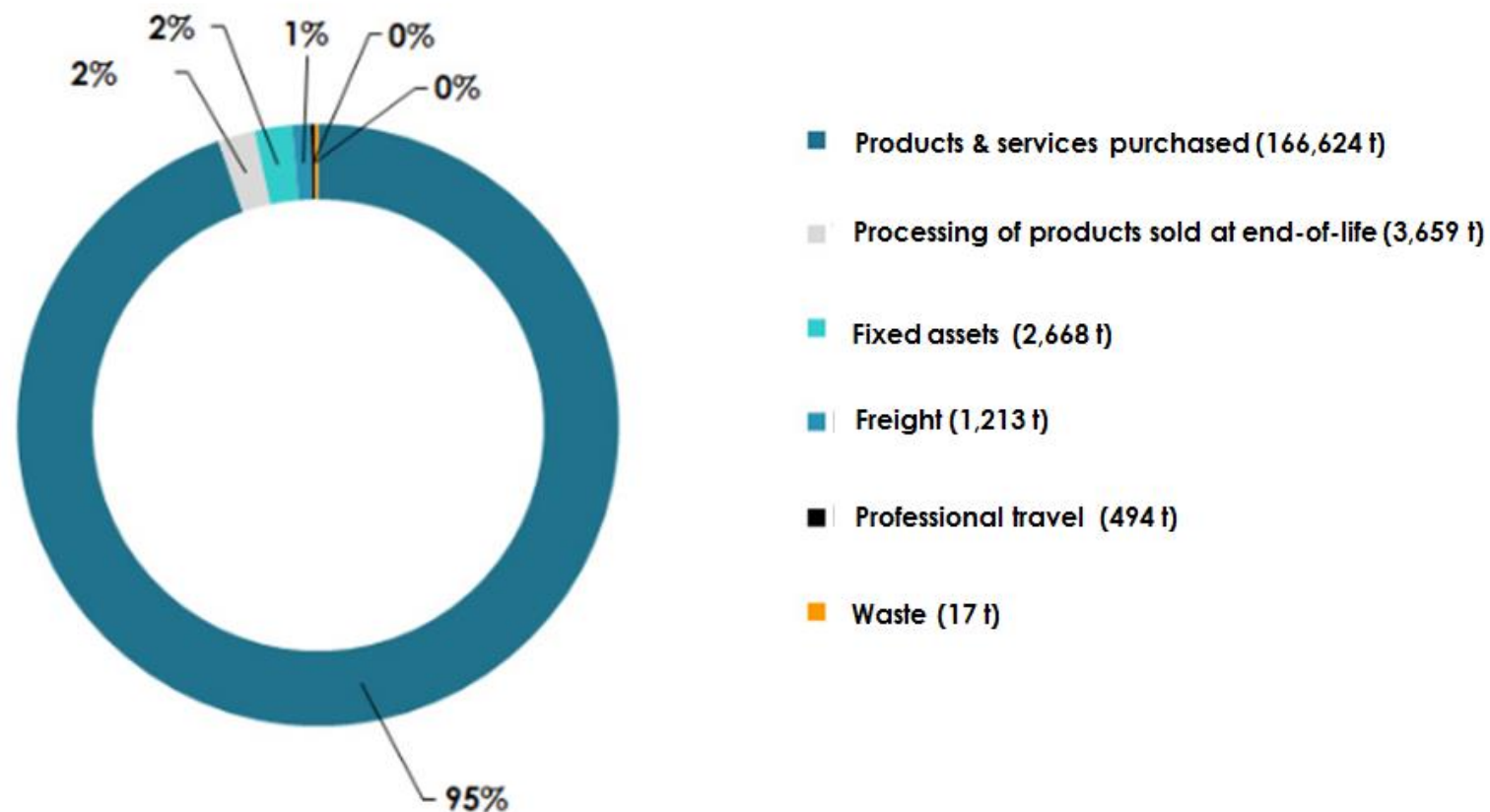
2022 carbon footprint (2021 figures)

- **Carbon footprint : 174,930 tons of CO₂ equivalent** (L'Oréal 12,515,700 teq CO₂)
- **Carbon intensity:** 312 kg of CO₂ per euro thousand in revenue (in the low range of our activity sector)

In tons of co2 equivalent	2021	Percentage
Scope 1 (gas and vehicle fuel energy consumption)	226	0,1%
Scope 2 (electricity consumption)	29	0,0%
Scope 3 (other indirect emissions)	174 675	99,9%
Total	174 930	100,0 %

CSR & Governance

2022 carbon footprint - Main Scope 3 emissions



CSR & Governance

Targets

- **Comply with multiple layers of regulations currently in preparation**
 - Non-financial reporting
- **Meeting stakeholder expectations**
 - Carbon trajectory targeting neutrality with offsetting linked to our business
 - Products with an emphasis on natural qualities
 - Biodiversity
 - Climate
 - Duty of Care in Supply Chain (Ecovadis Platform)
- **Enhance the website and annual report**
- **Communicate** (externally and internally)

CSR & Governance

Improving our rankings with rating agencies

- MSCI and Sustainalytics (in a first phase)
- Moody's and Standard & Poor's (in a second phase)
- **Gaïa 2022 Index ranking:** 81/100 (2021 figures)

Country ranking	Industry sector ranking	Ranking by sales (>€500m)
13/371	1/23	4/176



- 2022 guidance



2022 guidance

- **Sales**

- Strong customer demand over the last few weeks
- Continuing strength of activity in the United States, exceeding our September forecasts

➡ **Annual sales target (revised upwards) of €670m-680m**

- **Results**

- An overall increase in sales prices will offset the increase in raw material prices.
- A favorable €/ \$ exchange rate trend
- A significant increase in marketing and advertising expenses

➡ **An operating margin target of around 17%**

- 2023 launches



2023 launches

In alphabetical order

- **Coach**
 - Men's fragrance - extension of the *Coach* line - Q2
 - Women's fragrance - extension of the *Coach* line - Q3
- **Jimmy Choo**
 - Women's fragrance - extension of the *Jimmy Choo* line - Q1
- **Karl Lagerfeld**
 - Fragrance duo in *Les Parfums Matières* collection - T3
- **Kate Spade**
 - New women's line - Q1
- **Moncler**
 - Collection - Q1

2023 launches

In alphabetical order

- **Montblanc**

- Women's fragrance - extension of the *Montblanc Signature* line - Q1
- Men's fragrance - extension of the *Montblanc Explorer* line - Q2

- **Rochas**

- *Eau de Rochas Citron Soleil* - extension of the *Eau de Rochas* line - Q1
- *Rochas Girl Life* - women's fragrance - extension of the *Girl* line - Q2

- **Van Cleef & Arpels**

- Two new women's fragrance juices in the *Extraordinary Collection* - Q1 and Q3

- 2023 budgets
by brand



2023 sales budgets by brand

(€m)

	2022(e)	2023(e)	2023/2022
Jimmy Choo	165.0	186.0	+13%
Montblanc	175.0	181.0	+3%
Coach	145.0	145.0	-%
Lanvin	45.0	47.0	+4%
Rochas	40.0	43.0	+7%
Karl Lagerfeld	22.0	24.0	+9%
Moncler	18.0	23.0	+28%
Van Cleef & Arpels	22.0	23.0	+5%
Kate Spade	20.0	21.0	+5%
Boucheron	17.0	18.0	+6%
Other	6.0	4.0	ns
Total sales	675.0	715.0	+6%

- 2023 guidance



2023 guidance

- **Context**

- A large global perfume market (recap for info)
- A very significant program of launches
- Solid performances by the flagship brands

- **Sales**

- | | |
|--|--------|
| • 2022 sales | €675m |
| • US\$ impact (2023 budget exchange rate: 1.10 vs. 1.05) | - €15m |
| • 2022 sales at the 2023 USD exchange rate | €660m |
| • Price increase impact (3%) | + €20m |
| • Organic growth (5%) | + €35m |
| • 2023 target | €715m |

➡ **Annual sales target of €710m-720m**

2023 guidance

- **Results**

- A new overall increase in sales prices expected to limit the impact of higher raw material prices.
- A conservative €/ \$ budget rate
- Substantial marketing and advertising budgets

➡ **An operating margin target maintained at around 17%**

INTERPARFUMS

2023

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