

Interparfums

H1 2018 results

Paris, September 6, 2018

2018

Contents

- ✓ H1 2018 operating highlights
- ✓ H1 2018 sales by brand
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- ✓ H2 2018 launches
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- ✓ Digital presence
- ✓ Information on 2018 results
- ✓ 3-year outlook



H1 2018 results

H1 2018
operating
highlights

interparfums

H1 2018 operating highlights

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

H1 2018 operating 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
Collection Boucheron
Santal de Kandy



April
Van Cleef & Arpels
Néroli Amara

H1 2018 results

(€m)	H1 2017	H1 2018	18/17
Net sales	209.3	218.7	+5%
Gross margin	136.6	139.1	+2%
<i>% of sales</i>	65.3%	63.6%	
Operating profit	33.1	34.8	+5%
<i>% of sales</i>	15.8%	15.9%	
Net income	21.7	25.2	+16%
<i>% of sales</i>	10.4%	11.5%	

€ millions (audited accounts)	12/31/17	06/30/18	18/17
Shareholders' equity	421.8	421.9	-
Net cash & current financial assets	221.1	176.7	-20%
Borrowings & financial liabilities	50.5	40.4	-20%



H1 2018 results

H1 2018
sales by brand

interparfums

Montblanc

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



Montblanc Legend Night



Jimmy Choo

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



Jimmy Choo Man Blue



Coach

- ✓ H1 2018 sales: €37.4m (+138%)
 - 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 line, *Coach Floral*, launched in the beginning of the year



Coach – Coach Floral



CHLOË Grace MORETZ Introduces
The NEW FRAGRANCE for HER


COACH
NEW YORK
floral



Lanvin

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



Lanvin - Modern Princess Eau Sensuelle



Rochas Fragrances

- ✓ H1 2018 sales: €16.3m
 - Decline in sales by 12%
 - 7% of total Group revenue
- ✓ Base effect reflecting 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 – Mademoiselle Rochas EDT



Noémie Schmidt

LA NOUVELLE EAU DE TOILETTE

MADemoiselle
ROCHAS

MADemoiselle
ROCHAS

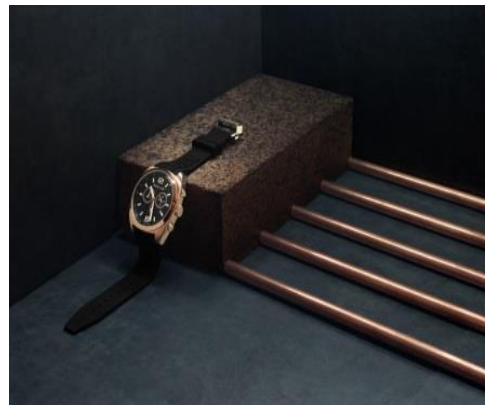
#funinpink

www.rochas.com

The advertisement is enclosed in a thin pink border. On the left, a photograph shows a woman with her hand on her chin, flanked by two men. On the right, the perfume bottle is shown with a pink ribbon around its neck. The bottle is round with a textured, ribbed surface and a silver cap. The text 'MADemoiselle ROCHAS' is printed on the bottle. The overall aesthetic is clean and elegant.

Rochas Fashion & Accessories 2018

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



Rochas Fashion & Accessories 2018



Rochas Paris
Pop Up Store
392 rue
Saint-Honoré

Boucheron

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



Boucheron – *Santal de Kandy*



Van Cleef & Arpels

- ✓ H1 2018 sales: €7.8m
 - A decline in sales of 18% reflecting the application 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



Van Cleef & Arpels – *Néroli Amara*



Karl Lagerfeld

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



Karl Lagerfeld – *Les Parfums Matières*



Repetto

- ✓ H1 2018 sales: €2.7m (+22%)
- ✓ Launch of a second line, *Dance with Repetto*



Repetto – *Dance with Repetto*



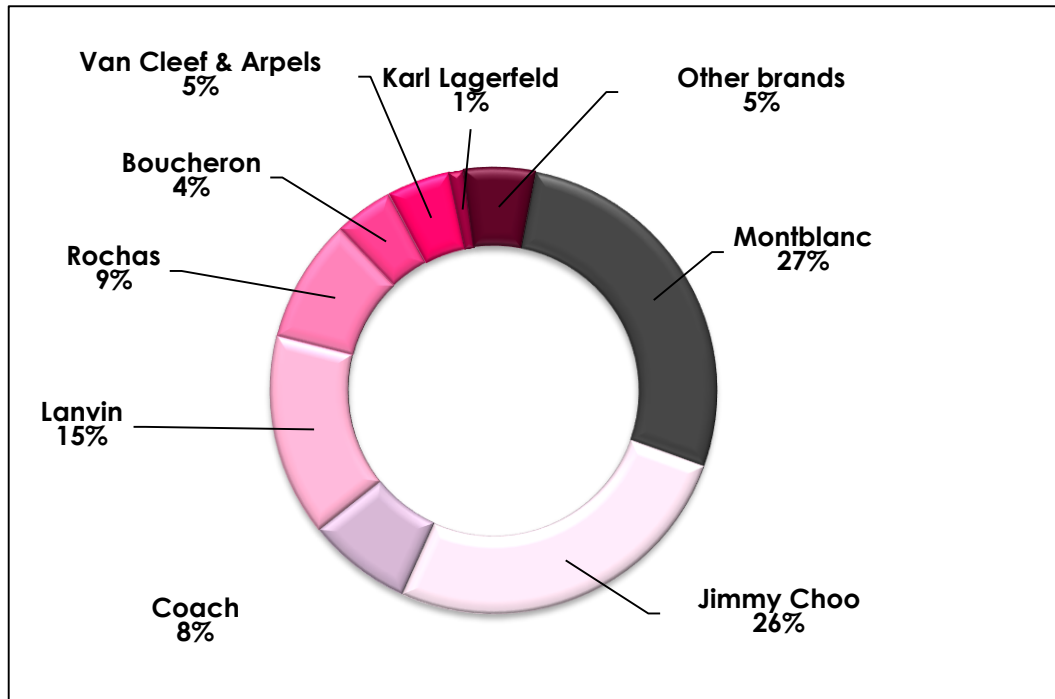
Sales by brand

(€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%

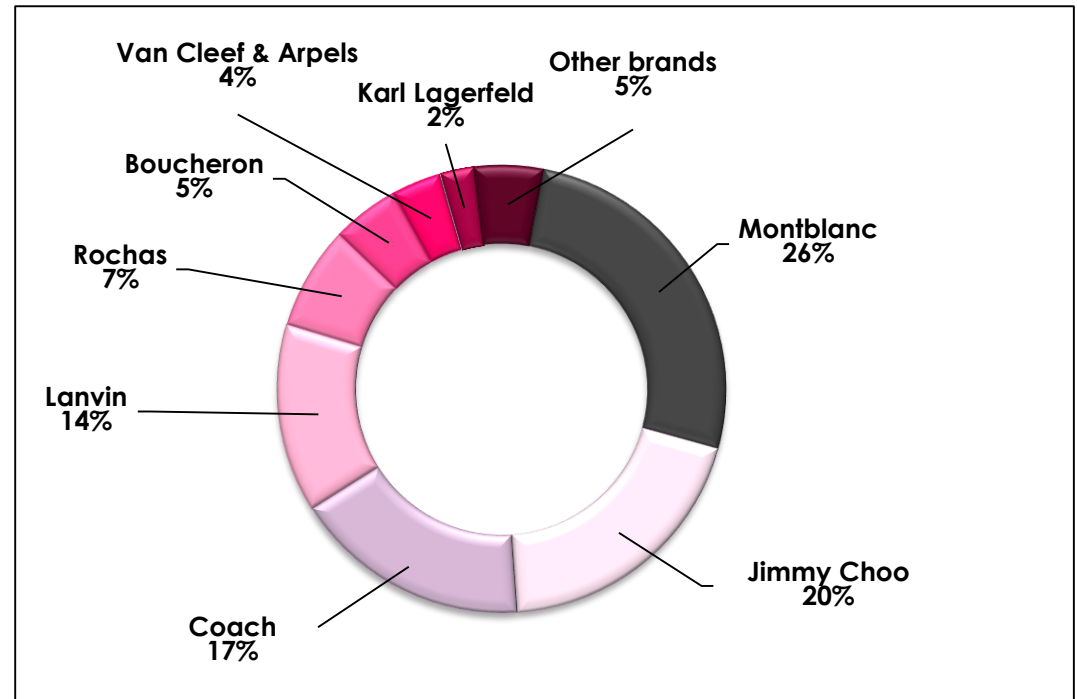
ns: not significant

Sales mix by brand

H1 2017



H1 2018





H1 2018 results

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 down 3%⁽¹⁾

(1) Source: NPD France at 30 June 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 results

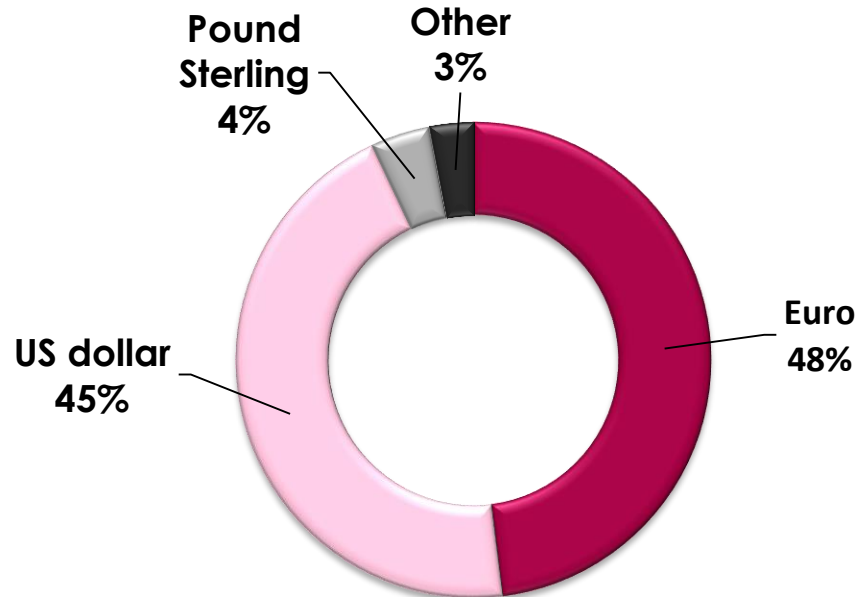
H1 2018 results

interparfums

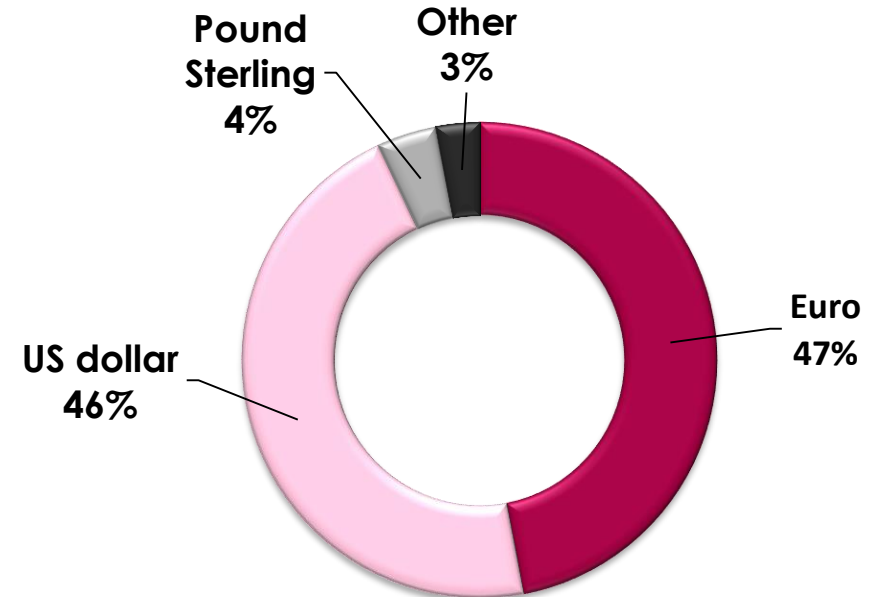
Currency effect

Breakdown of sales by currency

H1 2017



H1 2018



Currency effect

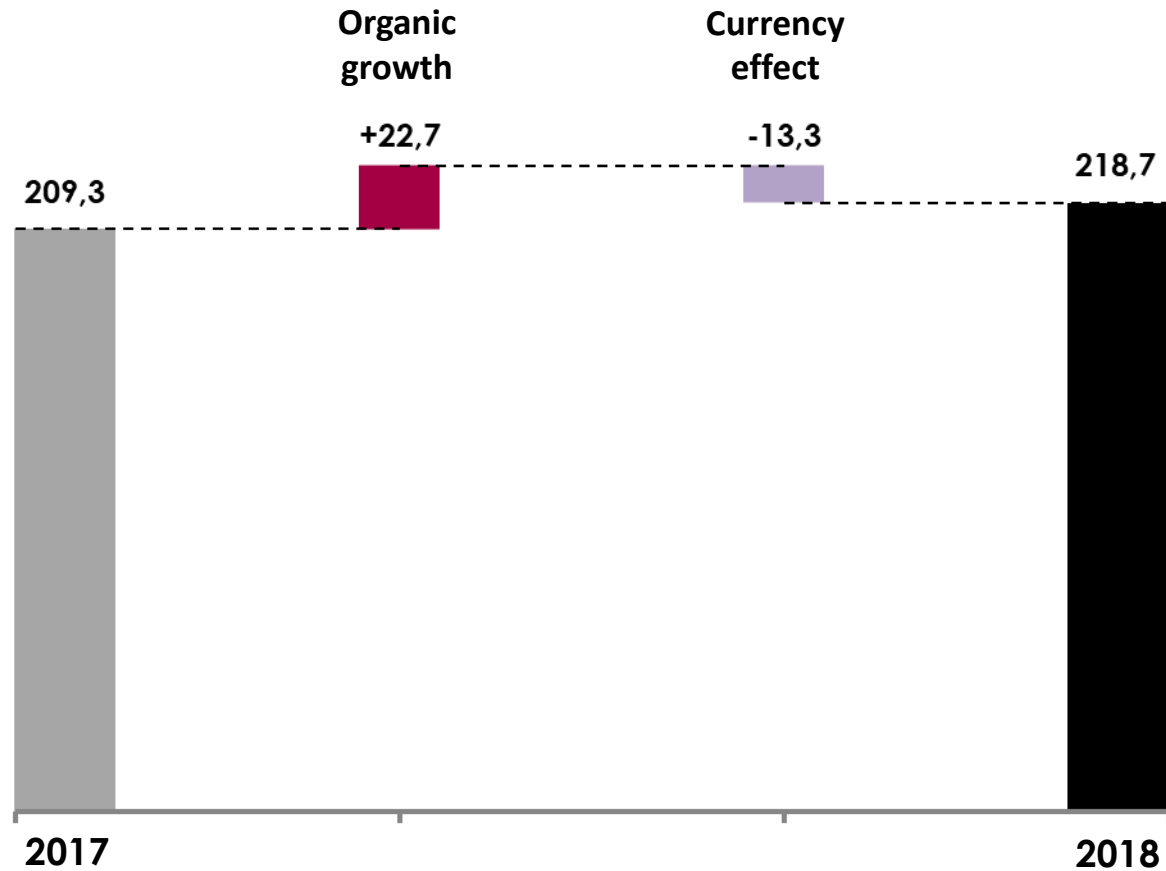
Impact on H1 2018 sales

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

- ✓ Total negative currency effect of €13.3m
- ✓ €232m in sales at constant exchange rates
- ✓ Up 11% from H1 2017

Currency effect

on H1 2018 sales



In €m

H1 2018 income statement

1st part

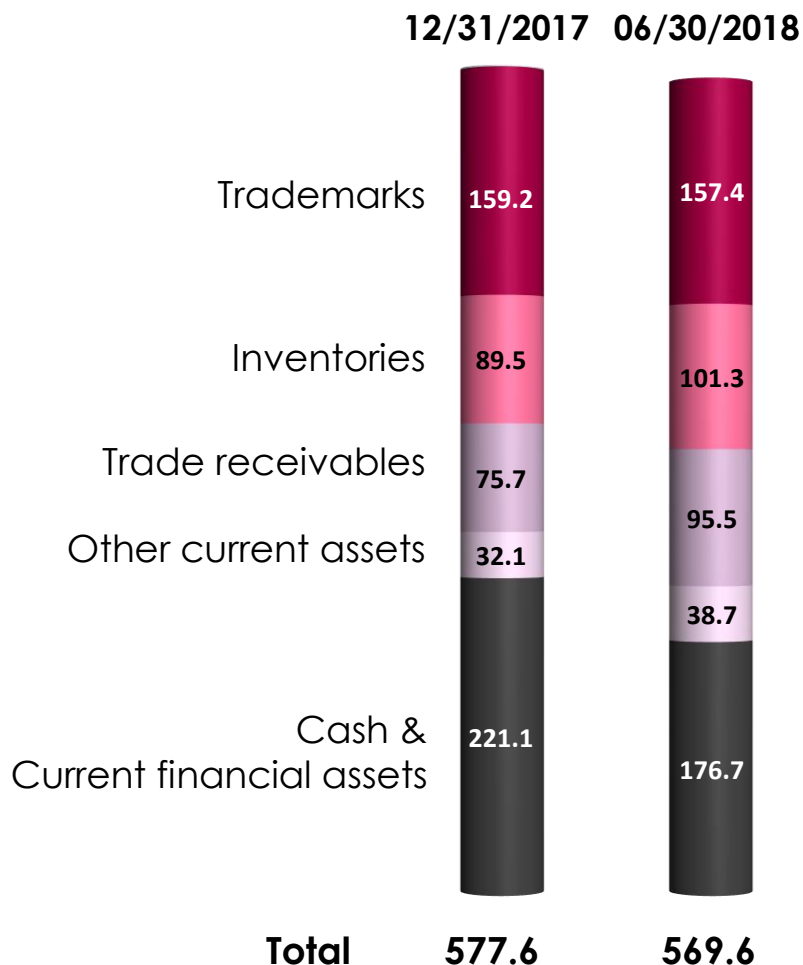
(€m)	H1 2017	H1 2018	18/17
Net sales	209.3	218.7	+4%
Cost of sales	(72.7)	(79.6)	+9%
Gross margin	136.6	139.1	+2%
<i>% of sales</i>	65.3%	63.6%	
Marketing & advertising	(48.1)	(46.5)	-4%
<i>% of sales</i>	23.0%	21.3%	
Royalties	(13.6)	(15.4)	+13%
<i>% of sales</i>	6.5%	7.0%	
Staff costs (excluding production)	(17.9)	(19.0)	+6%
Logistics & transport	(6.0)	(5.8)	-4%
Service fees /subsidiaries	(4.9)	(3.7)	-24%
Depr., amortiz. & provisions	(2.0)	(2.9)	+45%
Tax and related expenses	(1.8)	(2.1)	+16%
Other	(9.2)	(8.9)	-3%
Operating profit	33.1	34.8	+5%
<i>% of sales</i>	15.8%	15.9%	

H1 2018 income statement

2nd part

(€m)	H1 2017	H1 2018	18/17
Operating profit	33.1	34.8	+5%
<i>% of sales</i>	15.8%	15.9%	
Net financial income	0.5	0.9	ns
Net currency gains (losses)	(1.0)	1.0	ns
Income before tax	32.6	36.7	+12%
<i>% of sales</i>	15.6%	16.8%	
Income tax	(10.6)	(11.4)	+7%
<i>Effective tax rate</i>	32.5%	31.0%	
Net income	22.0	25.3	+15%
<i>% of sales</i>	10.5%	11.6%	
Non-controlling interests	(0.3)	(0.1)	ns
Net income	21.7	25.2	+16%
<i>% of sales</i>	10.4%	11.5%	

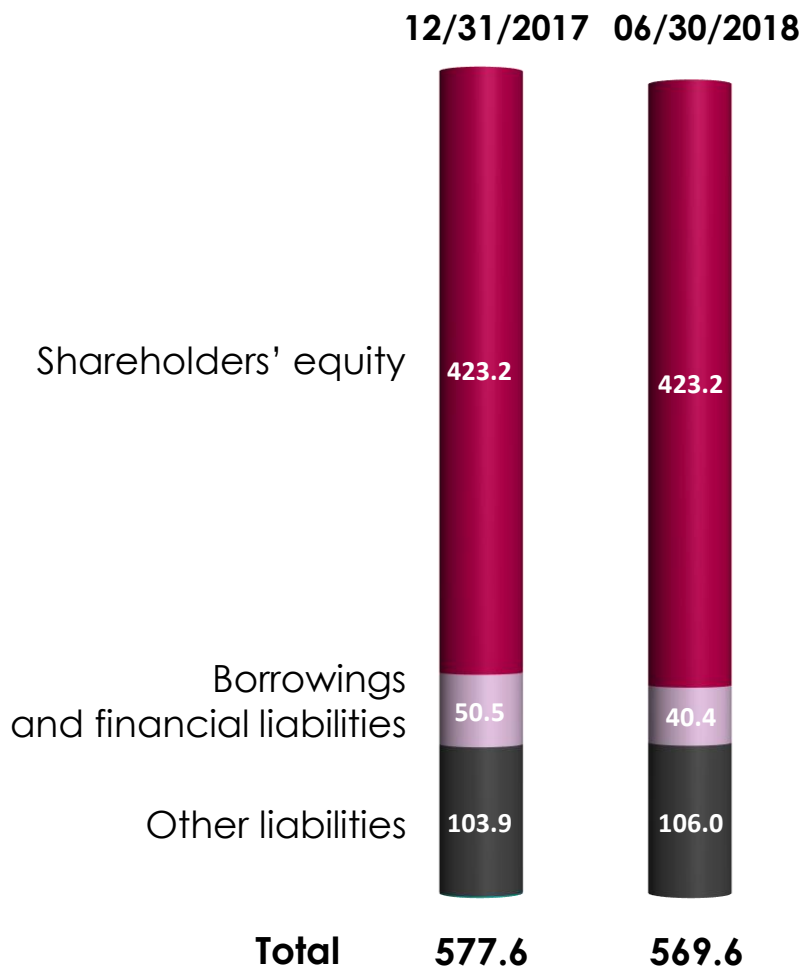
Balance sheet at 06/30/2018 - Assets



- ✓ Stability for the main brand assets
 - No impairment charges
 - Rochas fragrances (€87m), Rochas fashion (€19m), Lanvin fragrances (€36m)
- ✓ Inventory levels up
 - Business growth
 - Launches in the next 12 months
- ✓ Increase in A/R
 - Business growth
 - A few delays in AR collections

In €m

Balance sheet at 06/30/2018 - Liabilities



- ✓ Equity remaining high
 - 74% of total assets
- ✓ A decrease in financial liabilities
 - A €10m Rochas loan repayment

In €m

Cash net of borrowings

(M€)	06/30/2017	12/31/2017	30/06/2018
▪ Capital redemption contracts	50.4	-	-
▪ Term deposit accounts	58.1	58.1	66.3
▪ Other	-	0.2	0.2
▪ <u>Current financial assets (> 3 months)</u>	<u>108.5</u>	<u>58.3</u>	<u>66.5</u>
▪ Term deposit accounts	45.0	45.0	35.0
▪ Capital redemption contracts	-	50.3	51.3
▪ Bank balances	17.9	49.7	23.4
▪ Interest-bearing accounts	20.8	17.8	0.5
▪ <u>Cash and cash equivalents (< 3 months)</u>	<u>83.7</u>	<u>162.8</u>	<u>110.2</u>
▪ Non-current borrowings & financial liabilities	(40.3)	(30.2)	(20.1)
▪ Current borrowings & financial liabilities	(20.3)	(20.3)	(20.3)
▪ <u>Borrowings & financial liabilities</u>	<u>(60.6)</u>	<u>(50.5)</u>	<u>(40.4)</u>
▪ <u>Cash net of borrowings</u>	<u>131.6</u>	<u>170.6</u>	<u>136.3</u>

Cash flow highlights

(€m)	H1 2017	H1 2018
▪ <u>Cash flow</u>	26.9	39.0
▪ <u>Inventories</u>	(26.5)	(19.2)
▪ <u>Trade receivables</u>	10.8	(19.6)
▪ <u>Other receivable</u>	5.9	3.6
▪ <u>Trade payables</u>	(0.1)	(0.5)
▪ <u>Other payables</u>	(3.1)	(1.8)
▪ <u>Change in working capital requirements</u>	(34.6)	(36.5)
▪ <u>Total cash flow from operating activities</u>	(7.7)	2.5

Cash flow highlights

(€m)	H1 2017	H1 2018
▪ Acquisition of intangible assets	(0.5)	(0.5)
▪ Acquisition of property, plant and equipment	(1.2)	(1.5)
▪ Acquisition of marketable securities (> 3 months)	(18.7)	(8.0)
▪ Other	0.8	(8.4)
▪ Total cash flows from investing activities	(19.6)	(18.4)
▪ Debt issuance	-	-
▪ Debt repayments	(10.0)	(10.0)
▪ Dividends	(19.4)	(26.1)
▪ Other	(0.8)	(0.6)
▪ Total cash flows from financing activities	(30.2)	36.7

Share capital

✓ Number of shares at December 31, 2017	39,059,662
✓ Increase of the period	
▪ Bonus share issue	3,905,966
✓ Number of shares at June 30, 2018	42,965,628

Agenda

- ✓ Shareholders meeting *F2ic - Paris*
 - September 19, 2018 (FFB Paris 16th)
- ✓ Shareholders meeting *F2ic - Lyon*
 - October 11, 2018
- ✓ Q3 2018 sales
 - October 25, 2018 (before the opening of trading in Paris)
- ✓ 2019 outlook
 - November 13, 2018 (before the opening of trading in Paris)
- ✓ Actionaria fair – 21th edition
 - November 23 & 24, 2018 (Palais des Congrès Paris)



H1 2018 results

H1 2018 launches

interparfums

H2 2018 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



H1 2018 results

2018 business
outlook

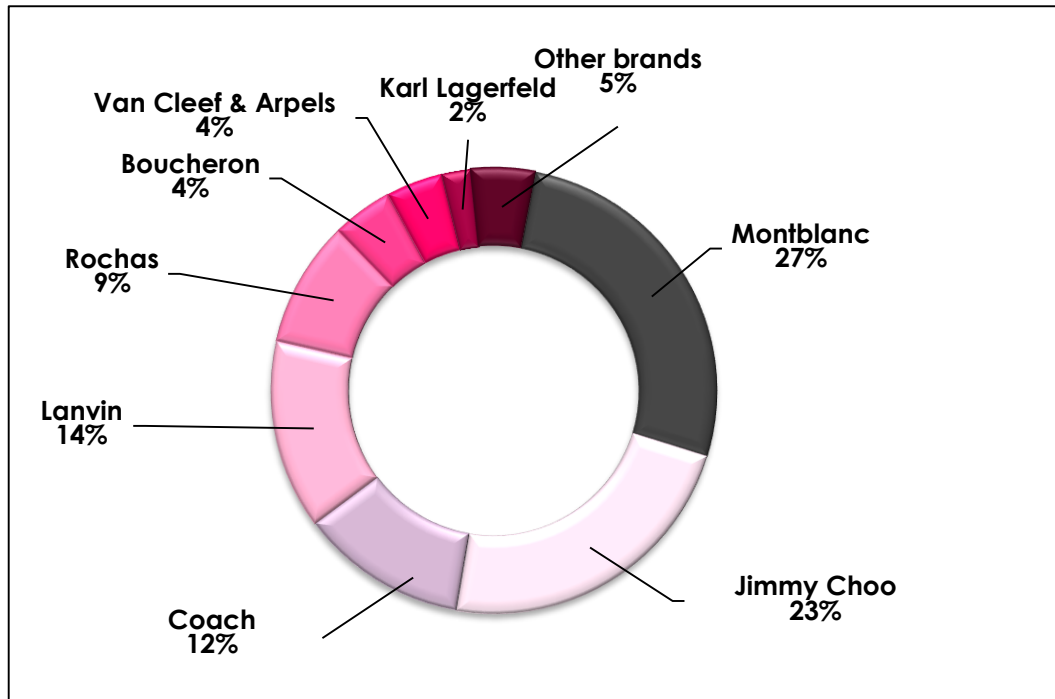
interparfums

Sales by brand

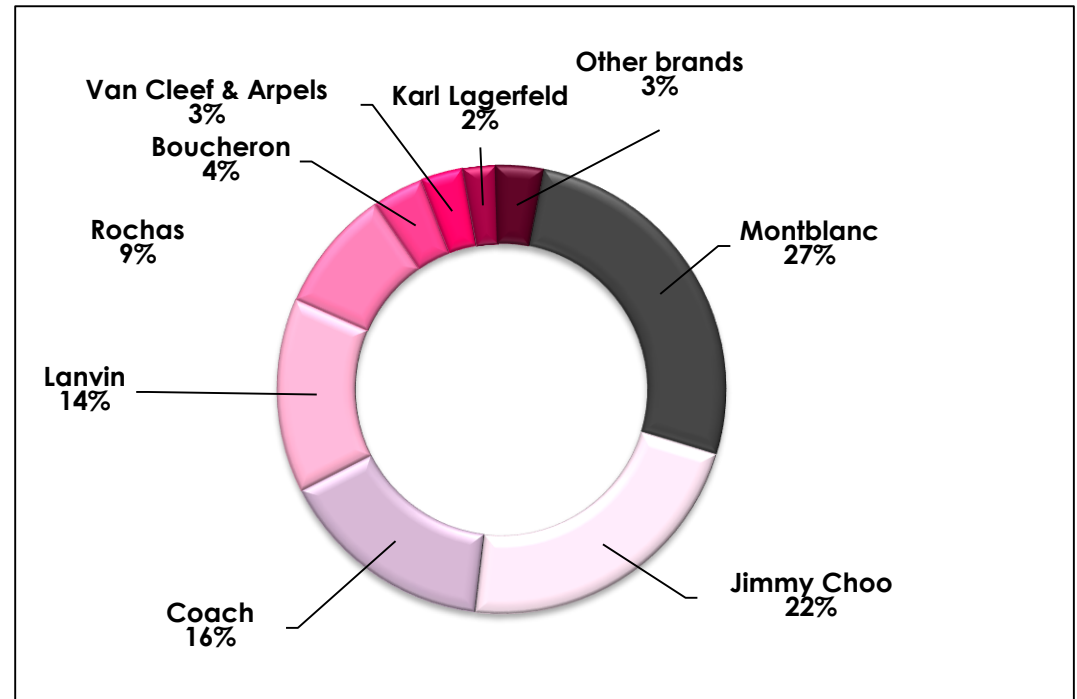
(€m)	2017	2018	2018	
		Initial Guidance	New Guidance	
Montblanc	112.2	114.0	114.0	-
Jimmy Choo	96.1	100.0	95.0	(-5)
Coach	50.9	56.0	67.0	(+11)
Lanvin	57.6	60.0	60.0	-
Rochas	38.5	41.0	38.0	(-3)
Boucheron	18.4	18.0	16.0	(-2)
Van Cleef & Arpels	17.2	11.0	13.0	(+2)
Karl Lagerfeld	8.8	10.0	10.0	-
Other brands	19.8	17.5	15.0	(-2.5)
Fragrance sales	419.5	427.5	428.0	
Rochas fashion royalties	2.5	2.5	2.0	(-0.5)
Total net sales	422.0	430.0	430.0	Unchanged

Sales mix by brand

2017



2018(e)





H12018 results

Digital presence

interparfums

Digital presence

- ✓ Directly controlled by Interparfums:
 - Interparfums Facebook
 - Interparfums Instagram
 - Interparfums LinkedIn
 - Interparfums blog
 - Rochas Facebook
 - Rochas Instagram

- ✓ Outside of Interparfums' direct control:
 - Support provided to the brands for the social media
 - Support provided to the retailers for the social media
 - Authorized e-commerce sites of retailers

Coach Floral



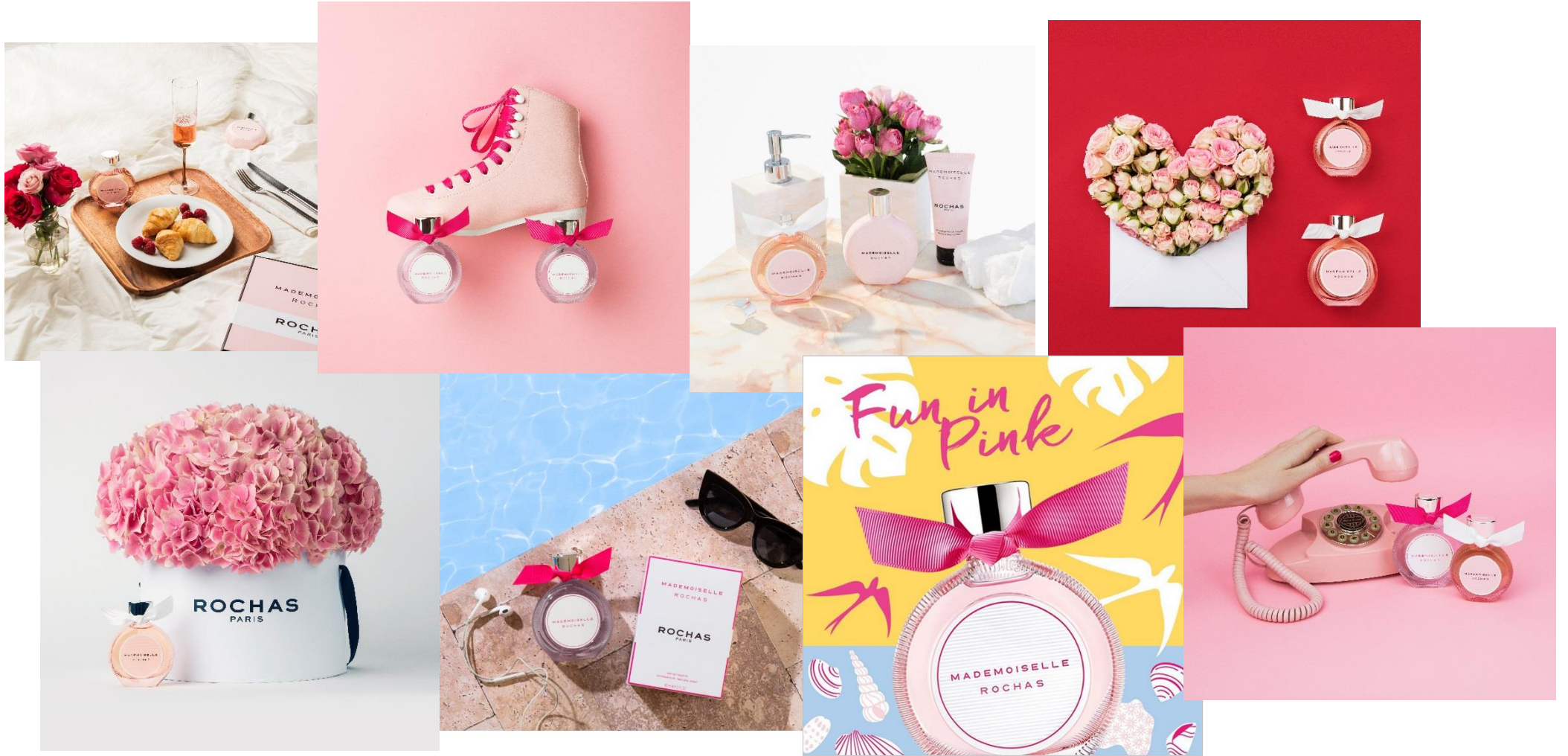
Jimmy Choo Blue



Jimmy Choo Fever



Mademoiselle Rochas line



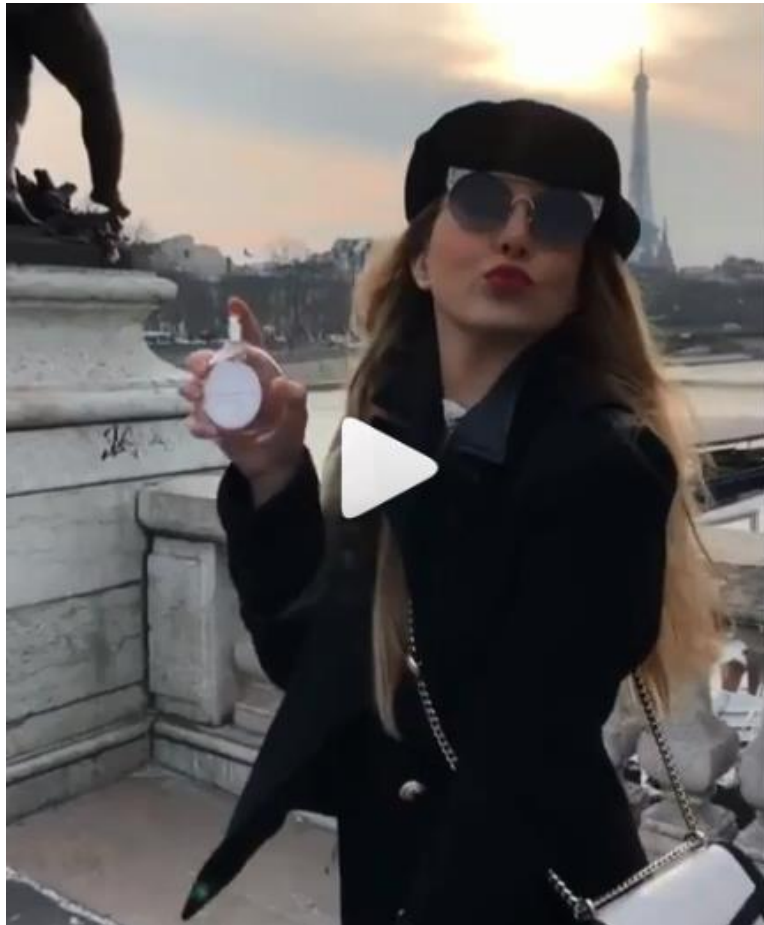
Mademoiselle Rochas line

Instagram Rochas - Directly managed account @rochasofficial



Mademoiselle Rochas line

Instagram - Partnership with influencers



the_caroo • S'abonner
Paris, France

the_caroo Nothing like my new @rochasofficial fragrance #funinpink to get ready for Spring and Summer 🌸 who else loves pink 🌸? #paris #mademoisellerochas

Charger d'autres commentaires

zhuzhulifenotes Amazing
shedoestyle Cutie!

v_design_nakit Fantastic 🤍

evelynburrogano_ Perfect always! 🤍🌸

satandaifa_18 说过的话不能不算数🤍🌸
我就是美貌与智慧🤍🌸 超级美物🤍🌸
+satan-02

ritamargari Bella

stephlovesstyle So pretty lady!

helenmagazine 🤍🤍🤍🌸



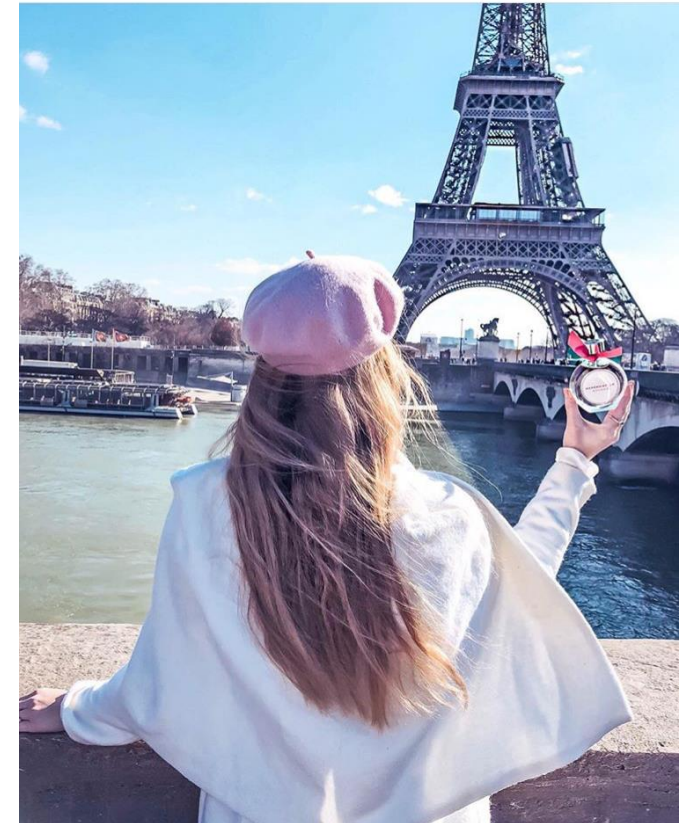
16 857 vues

4 AVRIL

Connectez-vous pour aimer ou commenter.



the_caroo
Partenariat rémunéré avec rochasofficial
Quai de la Seine



Mademoiselle Rochas line

Promotion of e-retailer partner sites (Nocibé)

nocibé | la boutique en ligne

MON MAGASIN MON COMPTE MON PANIER

PARFUMS MAQUILLAGE SOIN VISAGE SOIN CORPS ET BAÏN PARAPHARMACIE MARQUESSON INSTITUT PROMOTIONNELS, C'EST PARTI!

EAU DE PARFUM

Une fragrance audacieuse concentrée autour d'une palette d'amour, de roses et de muscs blancs.

Libre, audacieuse et un tant impudique, Mademoiselle Rochas dégage une énergie positive qui ne laisse personne indifférent.

Le succès est assuré, Mademoiselle Rochas représente cette élégance traditionnelle et parisienne. L'attention méritée de la séduction à la française.

Un je-ne-sais-quoi d'irrésistible qui emporte tout sur son sillage. Floral Puissant.

JE DÉCOUVRE

EAU DE TOILETTE

Roses roses, jasmin et muscs blancs signent un accord floral vert envoi.

Mademoiselle Rochas nous entraîne dans son univers de Fun et d'émoussance. Elle nous invite à célébrer le côté parisien, raffiné de sa spontanéité et de sa bonne humeur.

Éclaircie et rafraîchissante, cette Eau de Toilette avec sa signature Fun in play et ses notes en hommage au romantisme français.



**MADemoiselle
ROCHAS**



**UN SILLAGE DÉLICAT
AUX ACCENTS PÉTILLANTS !**

**NOUVEAU
ROCHAS**
Mademoiselle Rochas
Eau de toilette

J'ADORE ! >

Mademoiselle Rochas line

Publications on social media of retailer partners (Sephora)



 sephorafrance • S'abonner

sphorafrance CONCOURS #FUNINPINK
@rochasofficial
On offre la possibilité à 20 d'entre vous de
gagner la nouvelle Eau de Toilette
Mademoiselle Rochas mais également
l'Eau de Parfum !
Pour participer :
1 Follow @sephorafrance et liker le post
2 Commentez vos emojis roses préférés
3 Tagguez la plus fun de vos BFF
Vous avez jusqu'au 20 pour participer.
C'est parti!!!

Charger d'autres commentaires

mireillepopo je participe et j'invite
@sylvie.larra
eugenedev @daphnephilipon
ceren.gul_26 Bonjour nous aurons le

29 639 vues

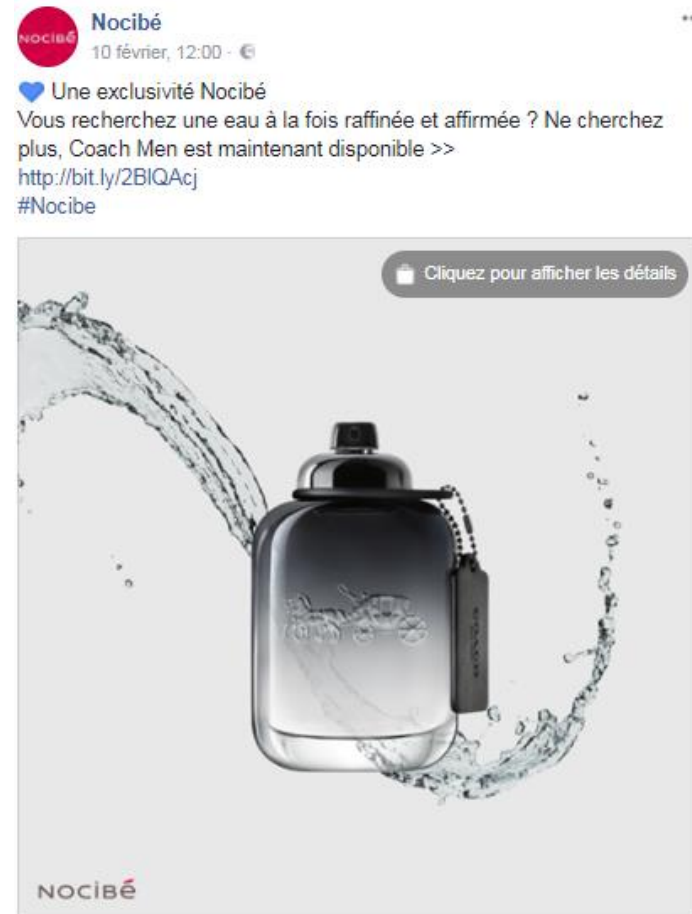
18 MAI

Connectez-vous pour aimer ou
commenter.



Coach for Men

Publication on social media of retailers partners (Origines, Nocibé)



Coach for Men

Digital media strategy – co-branding (L'Equipe + Nocibé)



Navigation: L'EQUIPE Basket ... directs 0 résultats s'abonner

Jeep Élite Pro B CM 2018 (F) LFB NBA Euroleague (H) Euroleague (F) Coupe (H) Coupe (F) Palmarès Qualif CM 2019 (H) Eurocoupe (H) Ligue des Champions Eurocoupe (F) ...

exclusif NOCIBÉ NOCIBÉ

COACH NEW YORK
Le NOUVEAU PARFUM pour HOMME

COMMANDER

Jeep Elite Tous les transferts de...
amicaux Les Bleus avec Batum
Amicaux Douze joueuses convoquées
Amical Les Françaises dans le dur

Spécial L'Équipe Communiqué

À la découverte des sports US : le basket

Publié le jeudi 25 janvier 2018 à 17:04 | Mis à jour le 28/02/2018 à 10:46

Les parfums Coach et L'Équipe rencontrent nos athlètes français adeptes des sports US au travers d'une série de 4 portraits vidéos « New York, New York » .

Partager sur Facebook | Tweeter | Google+ 7 partages

Basket

- 09:00 Jeep Elite Tous les transferts de l'été (1)
- 03/09 Bleus - Amicaux Douze joueuses convoquées po...
- 03/09 Bleus - Amicaux Les Bleus avec Batum
- 02/09 Amical (F) Les Françaises dans le dur
- 01/09 NBA Luol Deng quitte les Lakers
- 01/09 NBA LeBron James, Paris confidentiel **abonné**
- 31/08 SLD Doncic ne sera pas libéré par Dallas
- 31/08 Amical (F) Les Bleus maîtrisent la Lettonie
- 31/08 NBA Ils ont rencontré LeBron James **abonné**
- 31/08 Bleus Badiane a rendez-vous **abonné**
- 31/08 NBA - Transferts Anderson quitte Houston pour P...
- 30/08 NBA David West arrête sa carrière

< 1/10 > tout le chrono



H1 2018 results

Information on
2018 results

interparfums

Information on 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 results

3-year outlook

interparfums

3-year outlook

- ✓ Accelerating growth driven by a plan for important launches over the next three years
- ✓ Two major launches plus selected tactical launches

Interparfums

H1 2018 results

Paris, September 6, 2018

2018