



INTERPARFUMS

2023 first-half results

September 12, 2023





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INTERPARFUMS

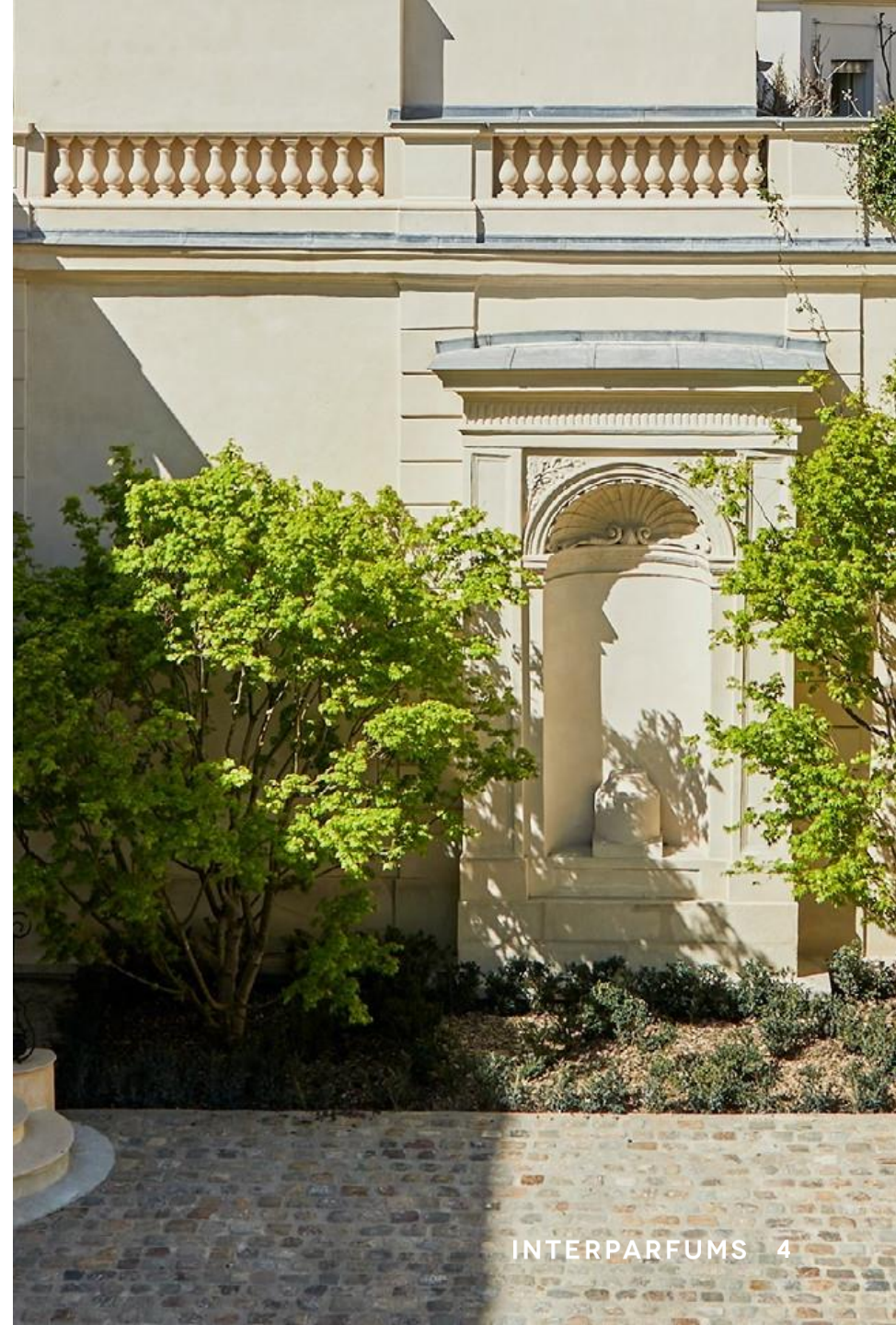
H1 2023 business highlights



# CONTEXT

*H1 2023*

- **Continuing strength of the global market**
  - United States - Retail sales month of August 2023 (for information)
    - Overall market +11.7%
    - Interparfums +16.7%
- **Demand for leading brands remains high**
- **Pressure on the supply chain has started to ease**
- **A further 5% increase in sales prices in Q1 2023**
- **The Euro/US dollar exchange rate remains favorable**
  - 1.10 in H1 2022
  - 1.08 in H1 2023

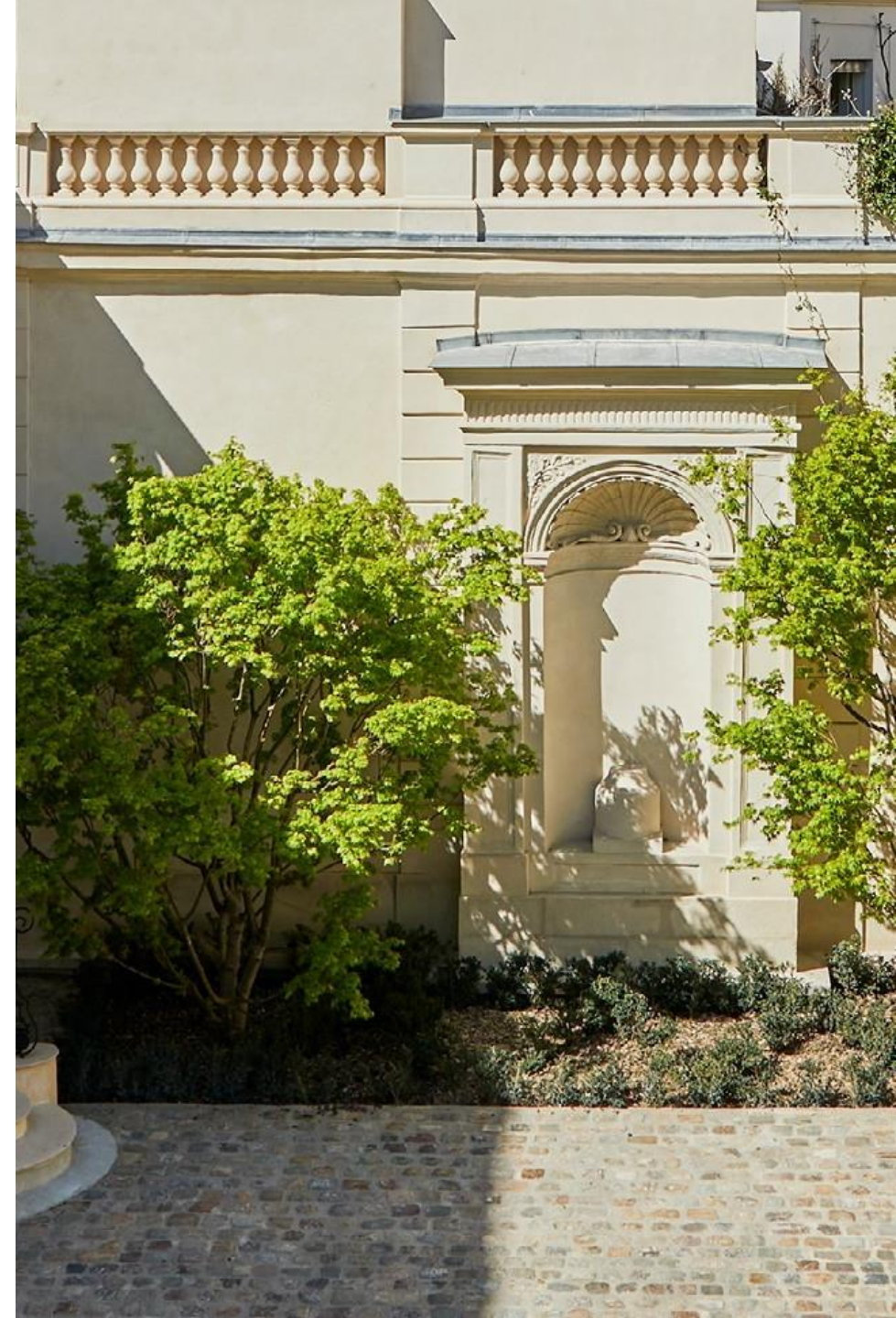




# CONTEXT

*H1 2023*

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







# 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**





INTERPARFUMS

H1 2023 launches





MONCLER Collection - Q1



MONCLER Collection - Q1





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



VAN CLEEF & ARPELS *Moonlight Rose* - Q1





COACH *Green* – Q2



MONTBLANC *Explorer Platinum* – Q2





ROCHAS *Girl Life* - Q2







INTERPARFUMS

H1 2023 sales by brand





**MONTBLANC**



THE FRAGRANCES  
**MONTBLANC**  
*H1 2023*

**€107m**  
SALES

**+24%**  
COMPARED TO H1 2022

**27%**  
OF SALES

||.

Another strong growth performance



Consistently good performances by 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%**

COMPARED TO H1 2022

**25%**

OF SALES

II.

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%**  
*COMPARED TO H1 2022*

**22%**  
*OF SALES*

**II.**

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%**  
COMPARED TO H1 2022

**7%**  
OF SALES



Moderate sales growth



In a period without a major launch





**ROCHAS**  
PARIS



THE FRAGRANCES  
**ROCHAS**  
*H1 2023*

**€20m**  
SALES

**+10%**  
COMPARED TO H1 2022

**5%**  
OF SALES

II.

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



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







**KARL LAGERFELD**



THE FRAGRANCES  
**KARL LAGERFELD**  
*H1 2023*

**€12.5m**  
SALES

**+13%**  
COMPARED TO H1 2022

**3%**  
OF SALES



Continuing growth



Significant sales volumes







Van Cleef & Arpels

HAUTE PARFUMERIE





THE FRAGRANCES

# VAN CLEEF & ARPELS

*H1 2023*

**€12.4m**  
SALES

**+20%**  
COMPARED TO H1 2022

**3%**  
OF 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%**

COMPARED TO H1 2022

**3%**

OF 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%**

COMPARED TO H1 2022

**2%**

OF SALES



A solid performance



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





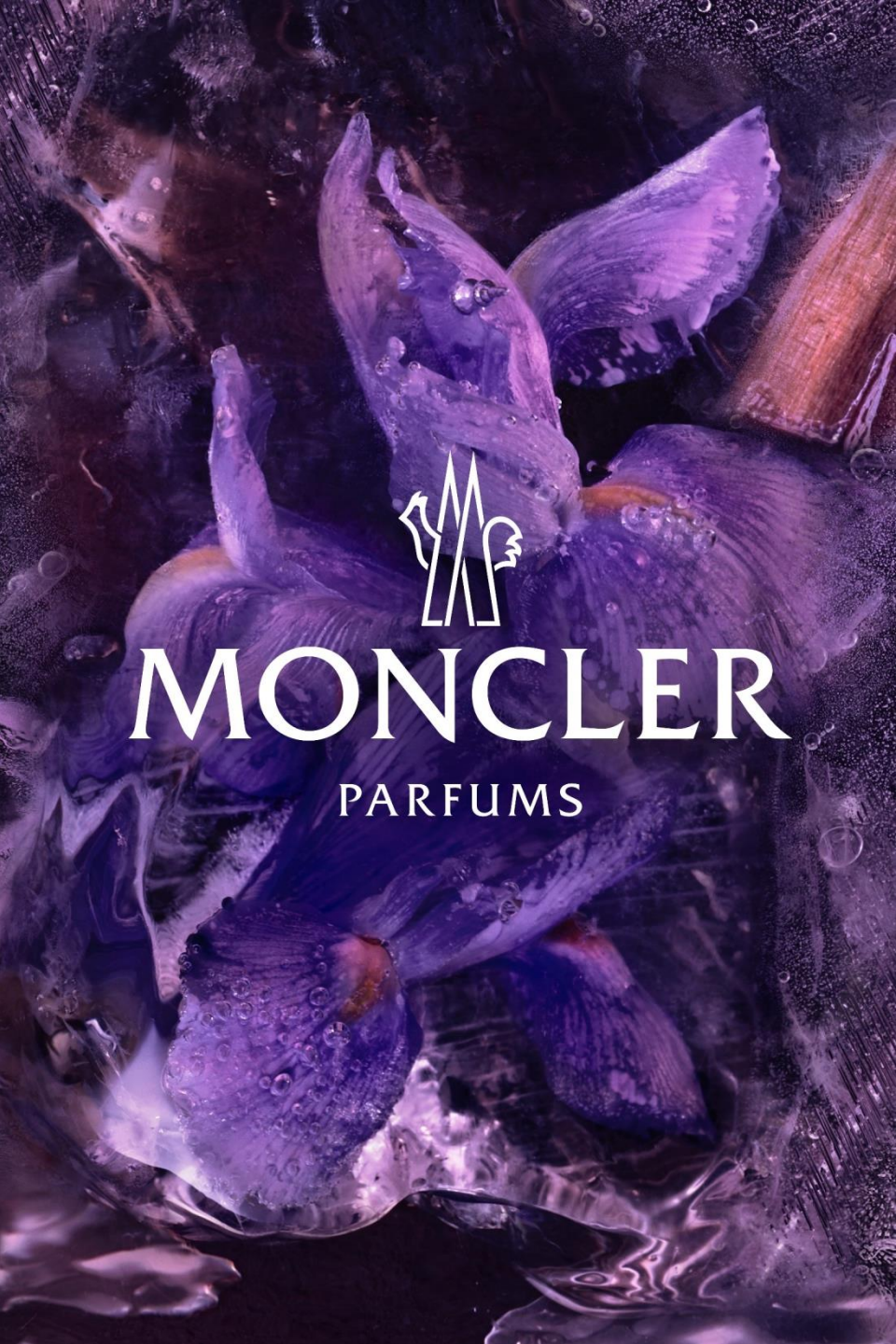


MONCLER

PARFUMS

MONCLER





THE FRAGRANCES

# MONCLER

*H1 2023*

**€6m**

*SALES*

**-30%**

*COMPARED TO H1 2022*

**2%**

*OF SALES*

**II.**

An intentionally highly selective distribution channel (reminder)



Launch of the *Les Sommets* collection currently in progress





# SALES

*BY BRAND - €M*

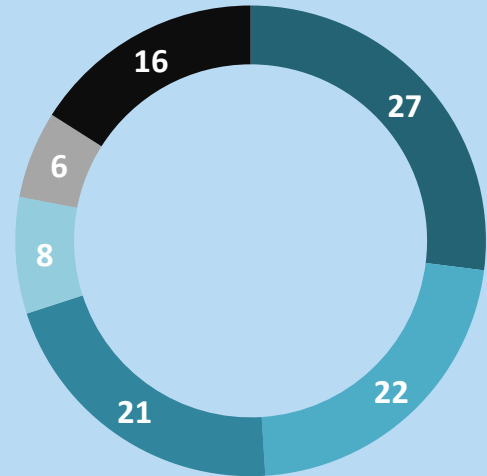
	H1 2022	H1 2023	23/22
Montblanc	87.0	<b>107.4</b>	+24%
Jimmy Choo	70.0	<b>101.0</b>	+44%
Coach	67.6	<b>86.0</b>	+27%
Lanvin	26.7	<b>27.2</b>	+2%
Rochas	17.8	<b>19.7</b>	+10%
Karl Lagerfeld	11.1	<b>12.5</b>	+13%
Van Cleef & Arpels	10.3	<b>12.4</b>	+20%
Kate Spade	9.7	<b>12.0</b>	+23%
Boucheron	7.6	<b>9.0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



# BREAKDOWN BY BRAND

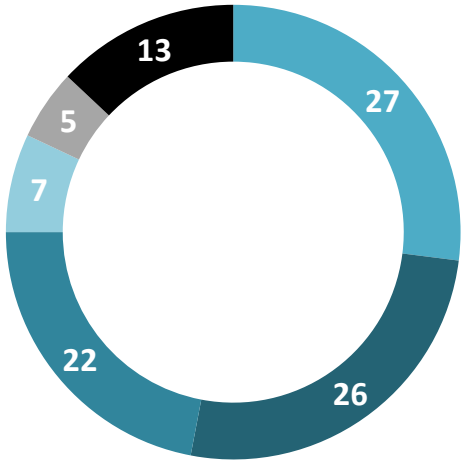
%

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%





INTERPARFUMS

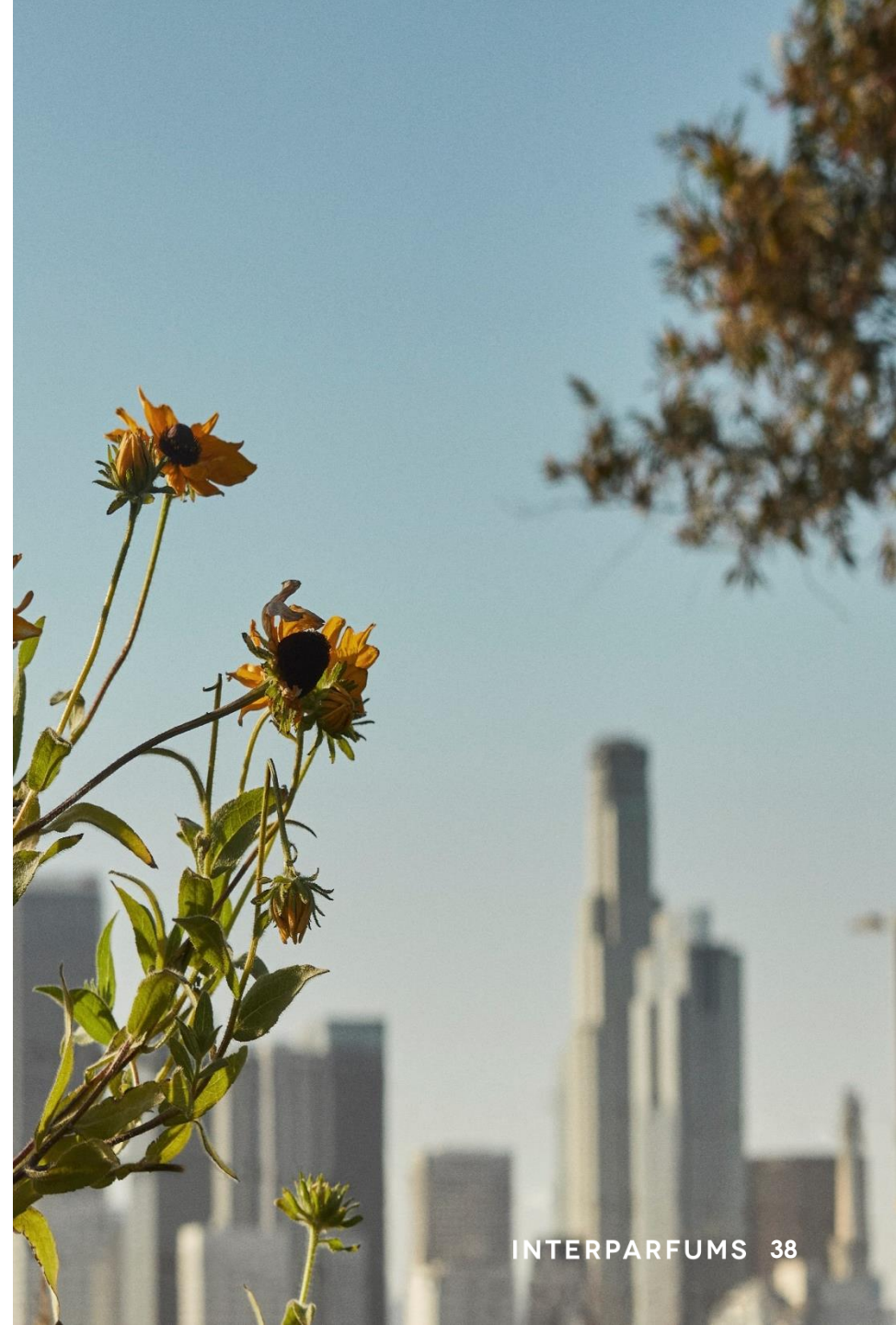
H1 2023 sales by region



# 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





A decorative image on the left side of the slide. It features a clear blue sky in the background. In the foreground, there are yellow flowers with dark centers, possibly Black-eyed Susans, on green stems. In the mid-ground, a city skyline is visible, with several tall skyscrapers, including the Willis Tower (formerly Sears Tower) in Chicago, which is the most prominent building. The image is slightly out of focus, creating a soft, artistic feel.

# 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	23/22
Africa	2.1	<b>3.3</b>	+56%
Asia	54.9	<b>64.6</b>	+18%
Eastern Europe	19.4	<b>33.4</b>	+72%
France	19.3	<b>21.2</b>	+10%
Middle East	28.9	<b>29.4</b>	+2%
North America	110.7	<b>140.0</b>	+27%
South America	28.3	<b>35.6</b>	+26%
Western Europe	55.1	<b>68.6</b>	+25%
<b>Total sales</b>	<b>318.7</b>	<b>396.1</b>	<b>+24%</b>





INTERPARFUMS

H1 2023 results



# NET INCOME

*H1 2023*

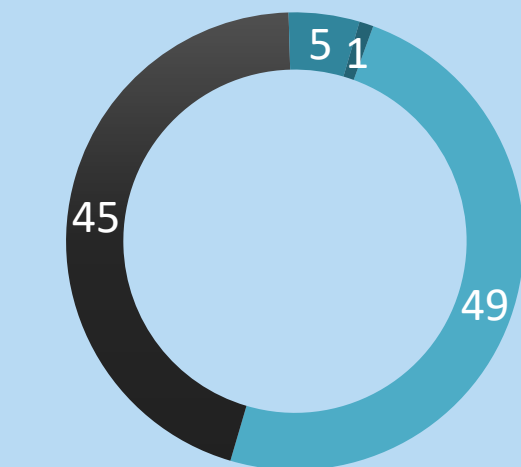
	H1 2021	H1 2022	H1 2023	23/22
Sales	266.3	318.7	<b>396.1</b>	+24%
Gross margin	171.4	208.4	<b>254.2</b>	+22%
% of sales	64.4%	65.4%	<b>64.2%</b>	
Marketing & Advertising	36.8	59.1	<b>60.0</b>	+2%
% of sales	13.8%	18.6%	<b>15.2%</b>	
Operating profit	65.6	71.8	<b>102.2</b>	+42%
% of sales	24.7%	22.5%	<b>25.8%</b>	
Net income	45.7	54.4	<b>77.9</b>	+43%
% sales	17.2%	17.1%	<b>19.7</b>	





# CURRENCY EFFECT

H1 2023



- Dollar US: 49%
- Euro: 45%
- Livre Sterling: 5%
- Other: 1%

Currency	Av. exch. rate H1 22	Av. exch. rate H1 23	Currency effect on sales
€/\$	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

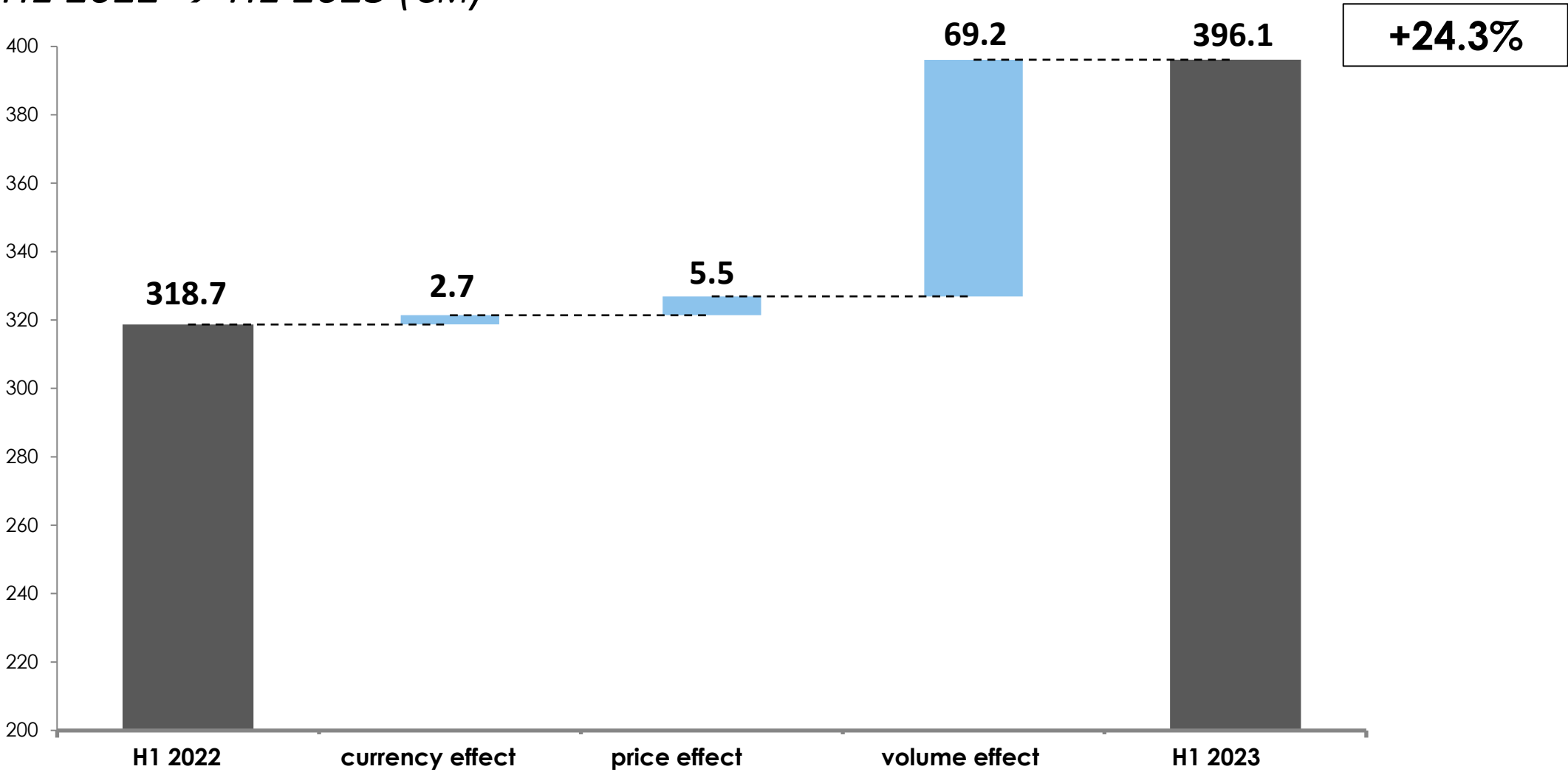
+23%

at constant exchange rates



# ANALYSIS OF SALES GROWTH

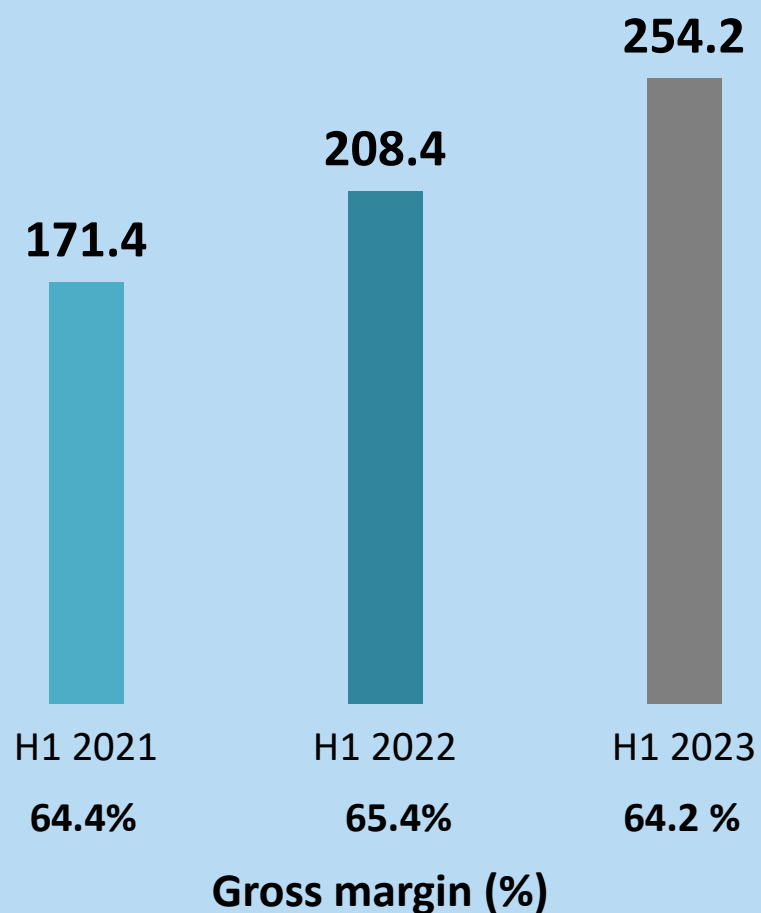
*H1 2022 → H1 2023 (€M)*





# RESULTS

GROSS MARGIN (€M)

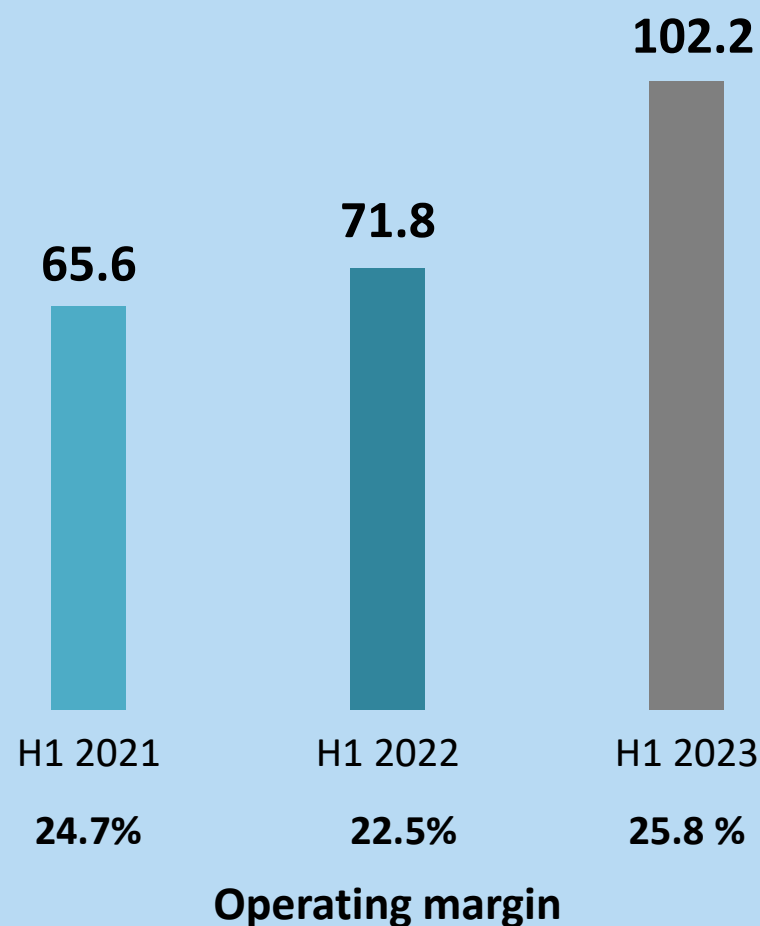


- A gross margin which remains high
  - €254m (+22%)
  - 65.4% ➡ (64.2%)
- (-) Limited impact of increases in raw material prices and packaging costs
- (+) Increase in sales prices in Q1
- (+) Marginal positive impact €/ \$ exchange rate trend



# RESULTS

OPERATING PROFIT (€M)

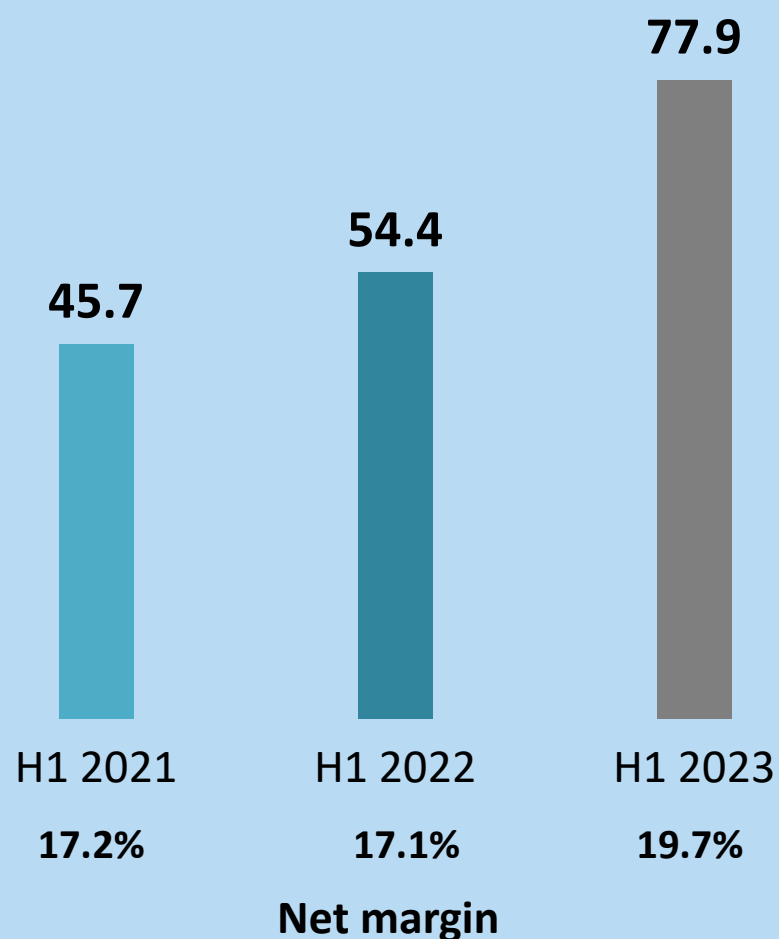


- **Strong growth in operating profit**
  - > €100m (+42%)
  - 22.5% ➡ (25.8%)
- (+) Strong growth in volumes, exceeding budget
- (+) Marketing and advertising expenses maintained under control and in line with budget
- (+) Growth in fixed costs kept under control



# RESULTS

NET INCOME (€M)

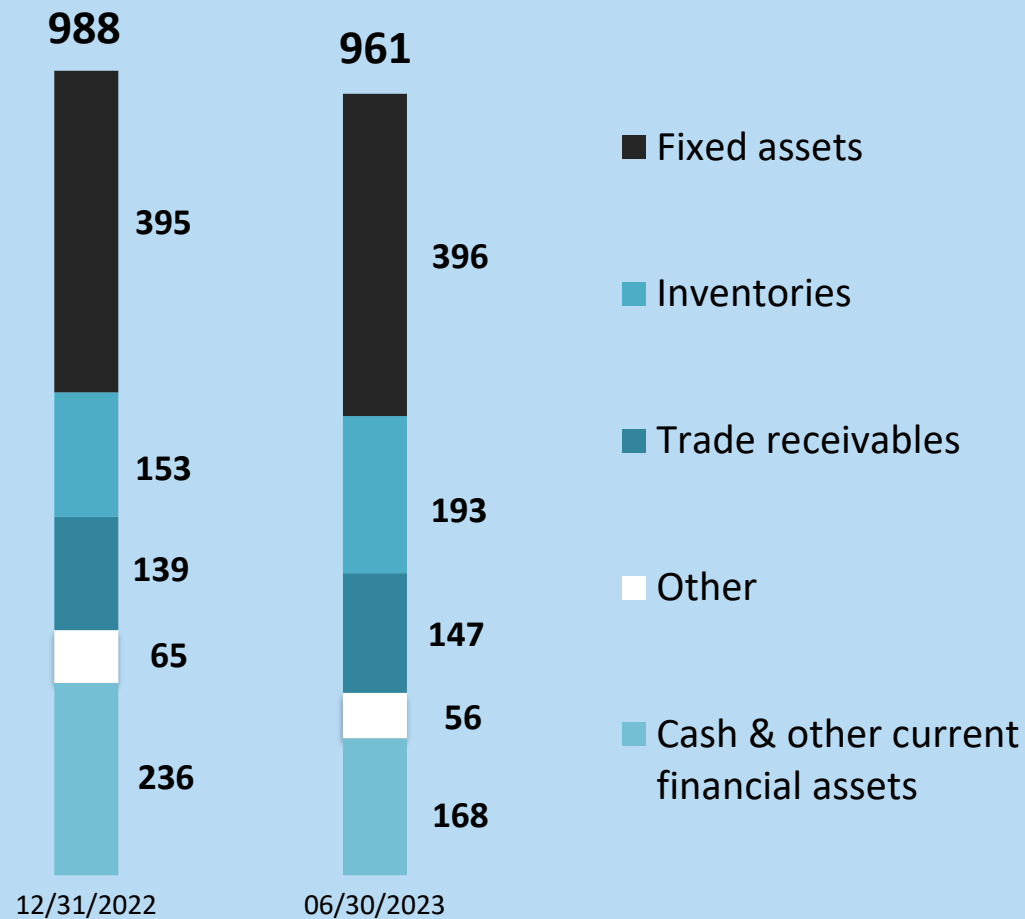


- Net income also achieving strong growth
  - €78m (+43%)
  - 17.1% ➡ 19.7%
- (+) Improvement in net financial income
- (=) Income tax remained steady



# BALANCE SHEET JUNE 30, 2023 (ASSETS)

€M



## → Fixed assets: stable

- Rochas Fragrances (€87m)
- Rochas Fashion (€11m)
- Lanvin Fragrances (€36m)
- Lacoste upfront license fee (€90m)
- Solférino headquarters (€141m)

## → Inventories: +29%

- Sourcing lead times remain significant
- An unbalanced split between components (53%) and finished products (47%)

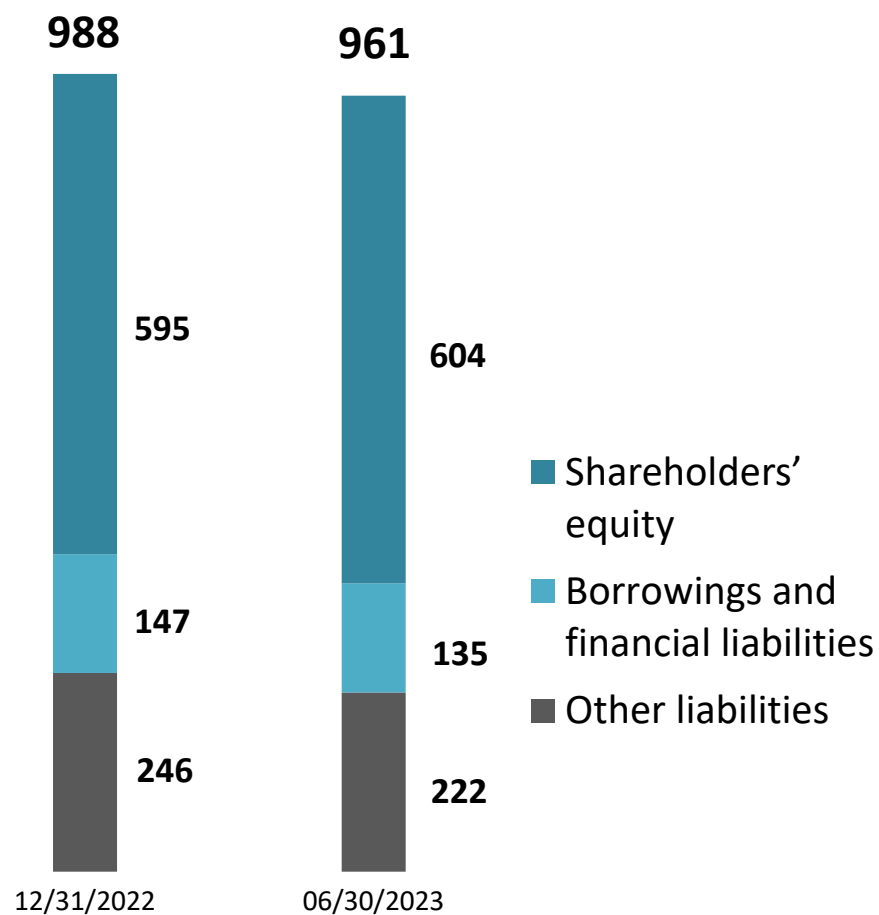
## → Trade receivables: +6%

- Outstanding A/R under control
- France 48 days of sales (45 at June 30 , 2022)
- Export 78 days of sales (83 at June 30, 2022)



# BALANCE SHEET JUNE 30, 2023 (LIABILITIES)

€M



- **Shareholders' equity > €600m**
  - 63% of total assets
- **Borrowings and financial liabilities: -€12m**
  - Solférino building loan repayment (-€6m)
  - Lacoste loan repayment (-€6m)
- **Other liabilities**
  - Includes Lacoste debt payable at December 31, 2023 (€48m incl. VAT)





# CASH AND CASH EQUIV.

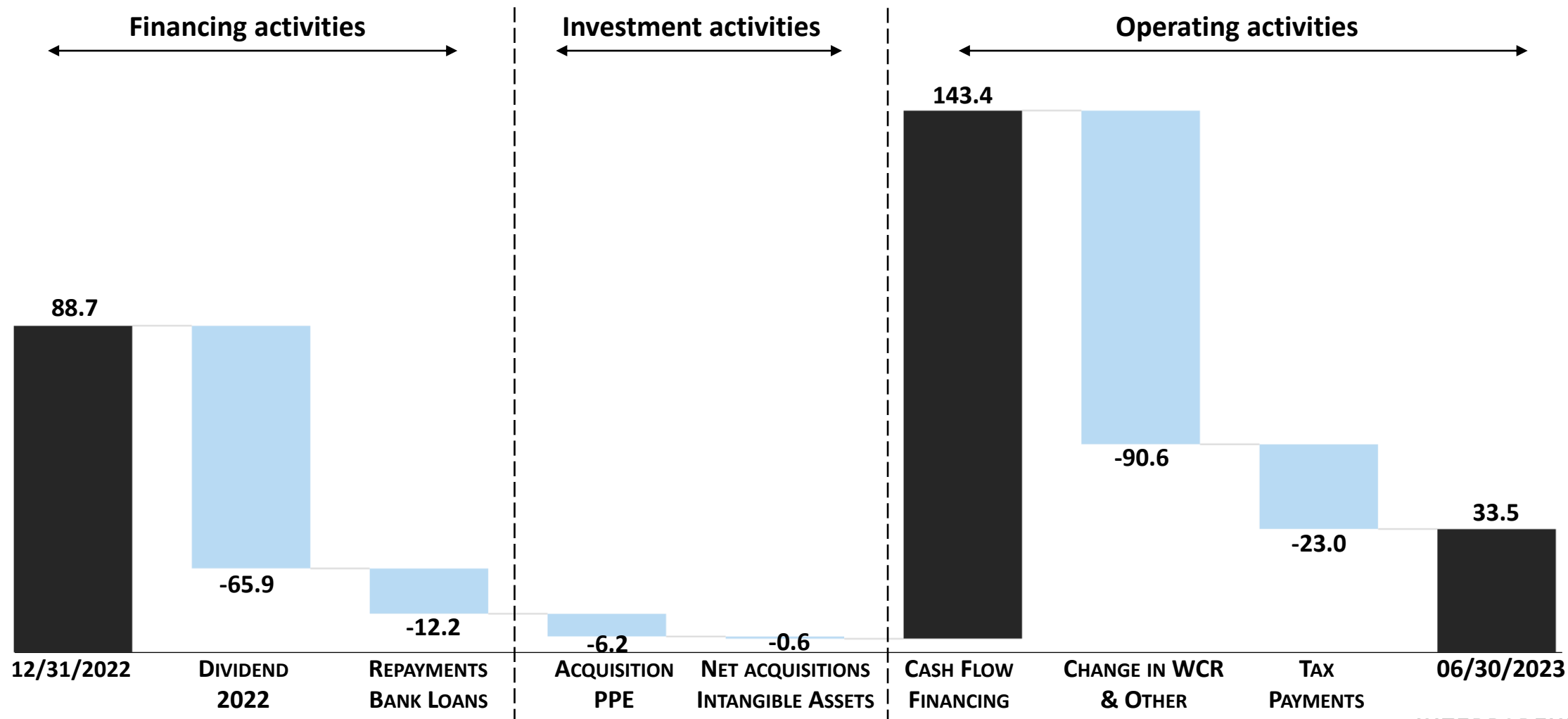
*NET OF BORROWINGS - €M*

	06/30/2022	12/31/2022	06/30/2023
Capital redemption contracts	79.3	79.6	<b>0.2</b>
Shares	16.2	18.6	<b>0.8</b>
Other	0.5	0.8	<b>0.8</b>
Current financial assets	96.0	99.0	<b>1.8</b>
Term deposit accounts	42.3	43.4	<b>100.6</b>
Other bank account balances	23.8	68.9	<b>33.8</b>
Interest-bearing accounts	1.3	24.4	<b>32.2</b>
Cash and cash equivalents	67.4	136.7	<b>166.6</b>
Non-current borrowings & financial liabilities	(88.7)	(122.8)	<b>(110.6)</b>
Current borrowings & financial liabilities	(11.5)	(24.2)	<b>(24.3)</b>
Borrowings & financial liabilities	(100.2)	(147.0)	<b>(134.9)</b>
"Actual" cash net of borrowings	63.2	88.7	<b>33.5</b>



# NET CHANGE IN CASH

(€M)



# CALENDAR

*PUBLICATIONS 2023 & 2024*

- **Q3 2023 sales**  
October 24, 2023
- **2024 outlook**  
November 22, 2023
- **2023 sales**  
January 24 or 31, 2024 (to be confirmed)
- **2023 annual results**  
February 28, 2024
- **2024 AGM**  
April 30, 2024







INTERPARFUMS

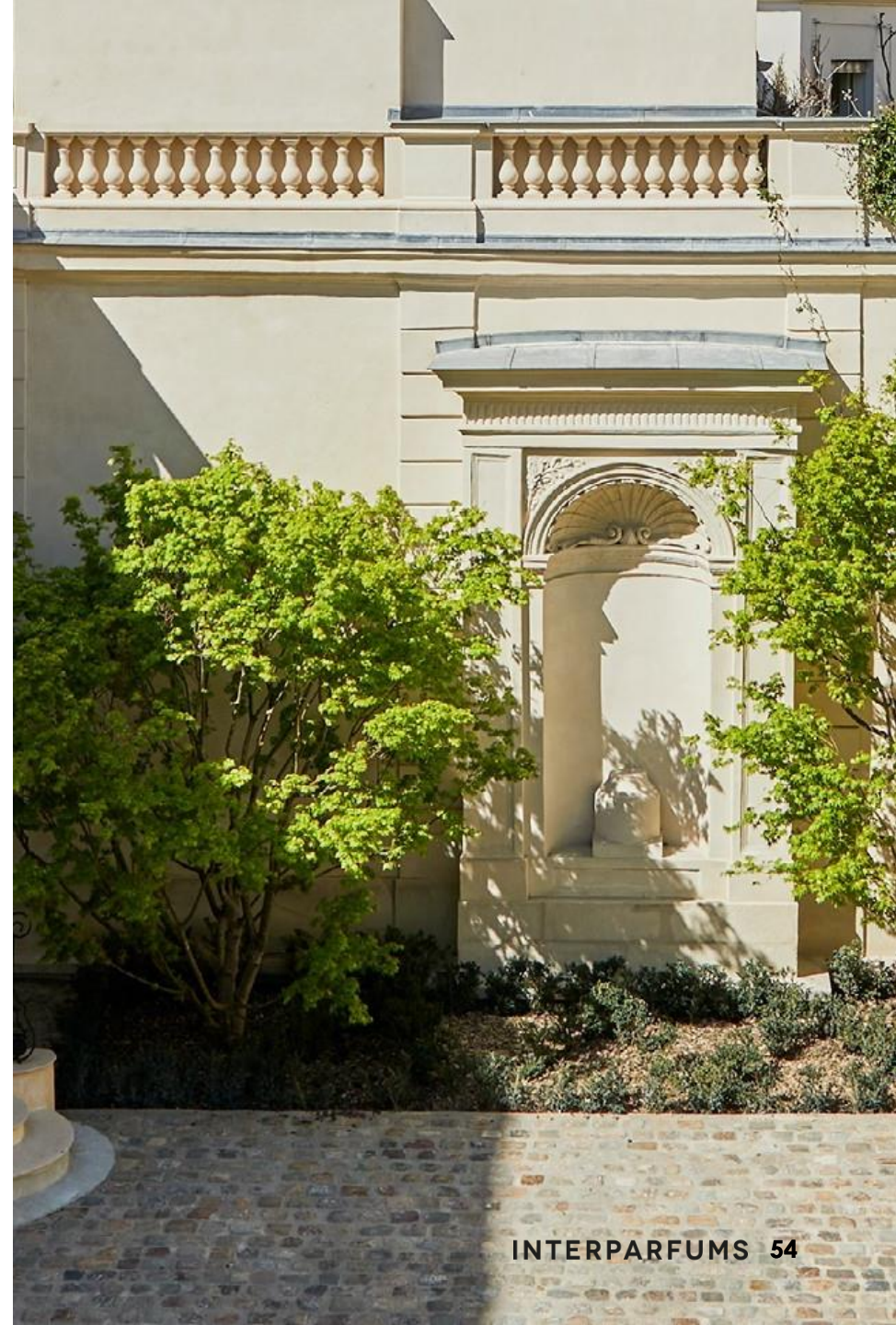
CSR / ESG



# CSR

## 2023 CONTEXT

- **An increasingly restrictive regulatory environment**
  - Publication of the 12 new European corporate sustainability reporting standards (CSRD) on July 31, 2023
  - Implementation into French law expected within 4 months
  - Sustainability report planned for 2026 for the 2025 financial statements
  - Two key areas: climate and supply chain
- **Increasingly specific information requests from extra-financial rating agencies**
  - E: Climate/Biodiversity
  - S: Diversity/Employee engagement
  - G: Committees/Compensation criteria/Duty of care





# CSR

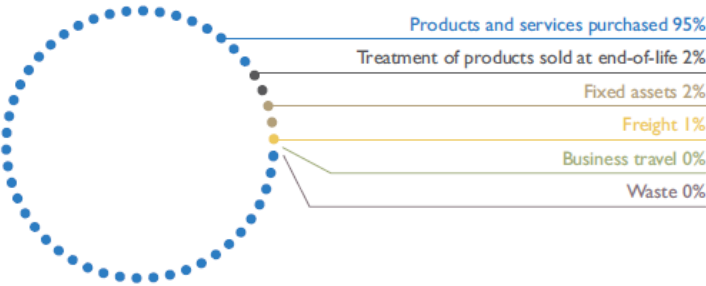
## 2022-2023 ACTIONS

→ Publication of the 2<sup>nd</sup> Carbon assessment (scope 3 included)

- 2022 Carbon footprint: 152,937 tons of CO<sub>2</sub> equivalent
- 2022 Carbon intensity: 216 kg of CO<sub>2</sub> per € thousands of sales (in the low range of our activity sector)

In tons CO <sub>2</sub> equivalent	2022	Poids
Scope 1 (energy consumption of gas and fuel)	205	0,1%
Scope 2 (electricity consumption)	30	0,0%
Scope 3 (other indirect emissions)	152,702	99,9%
<b>Total</b>	<b>152,937</b>	<b>100,0%</b>

### Main Scope 3 emissions



In tons CO <sub>2</sub> equivalent	2021	2022	2021/ 2022 change
Carbon footprint (scope 1, 2 and 3)	174,930	152,937	-12.6%

In kg of CO <sub>2</sub> per € thousands of sales	2021	2022	2021/ 2022 change
Carbon intensity	312	216	-30.8%

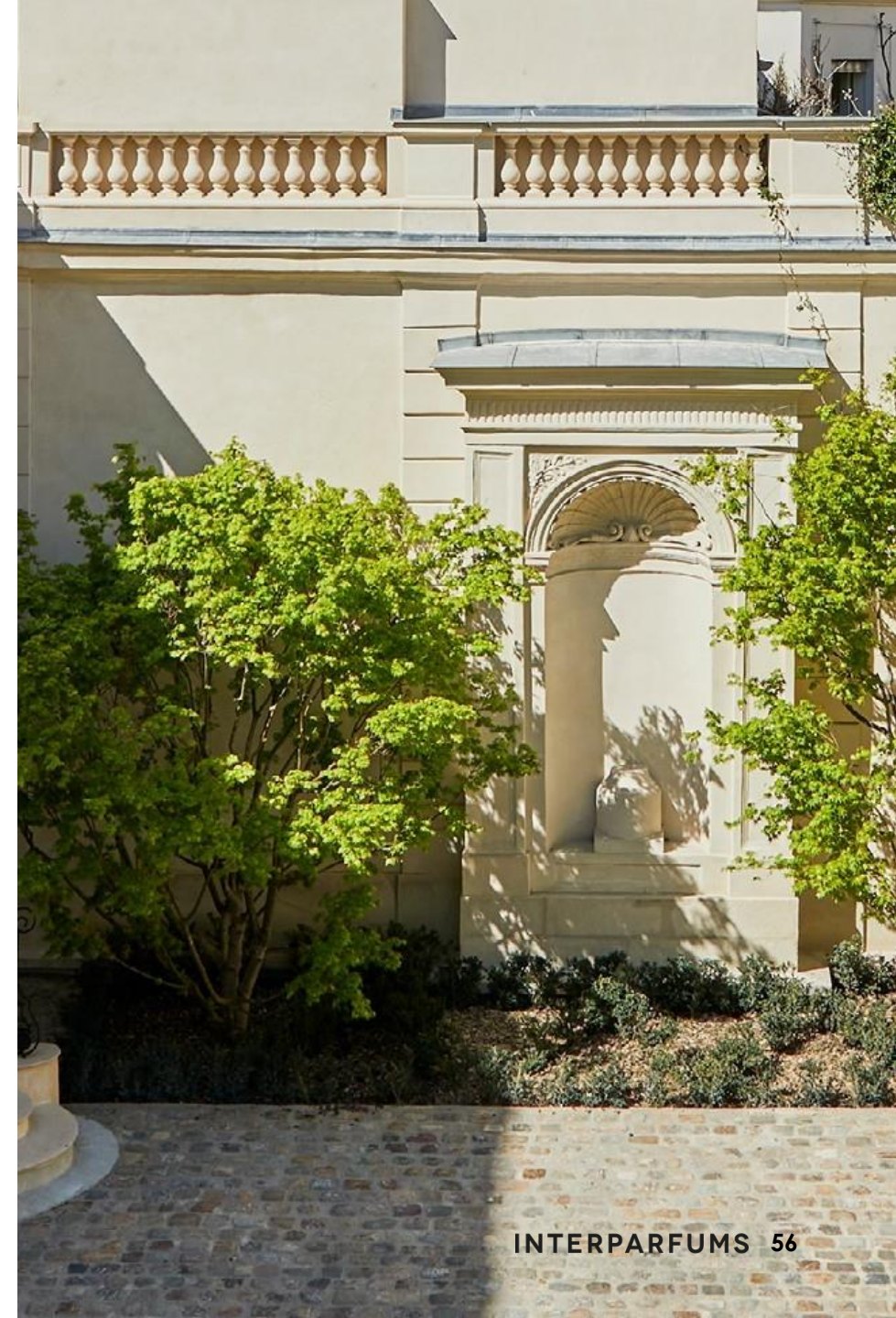




# CSR

## 2022-2023 ACTIONS

- **Monitoring the CSR performance of industrial partners**
  - 0.5 point improvement in *Ecovadis* rating:
    - 01/01/2023: 66.7/100
    - 09/01/2023: 67.2/100
- **Implementation of the Provigis platform to monitor deployment of the Business Ethics Charter**
  - Roll-out to distributors planned in a second phase





# CSR

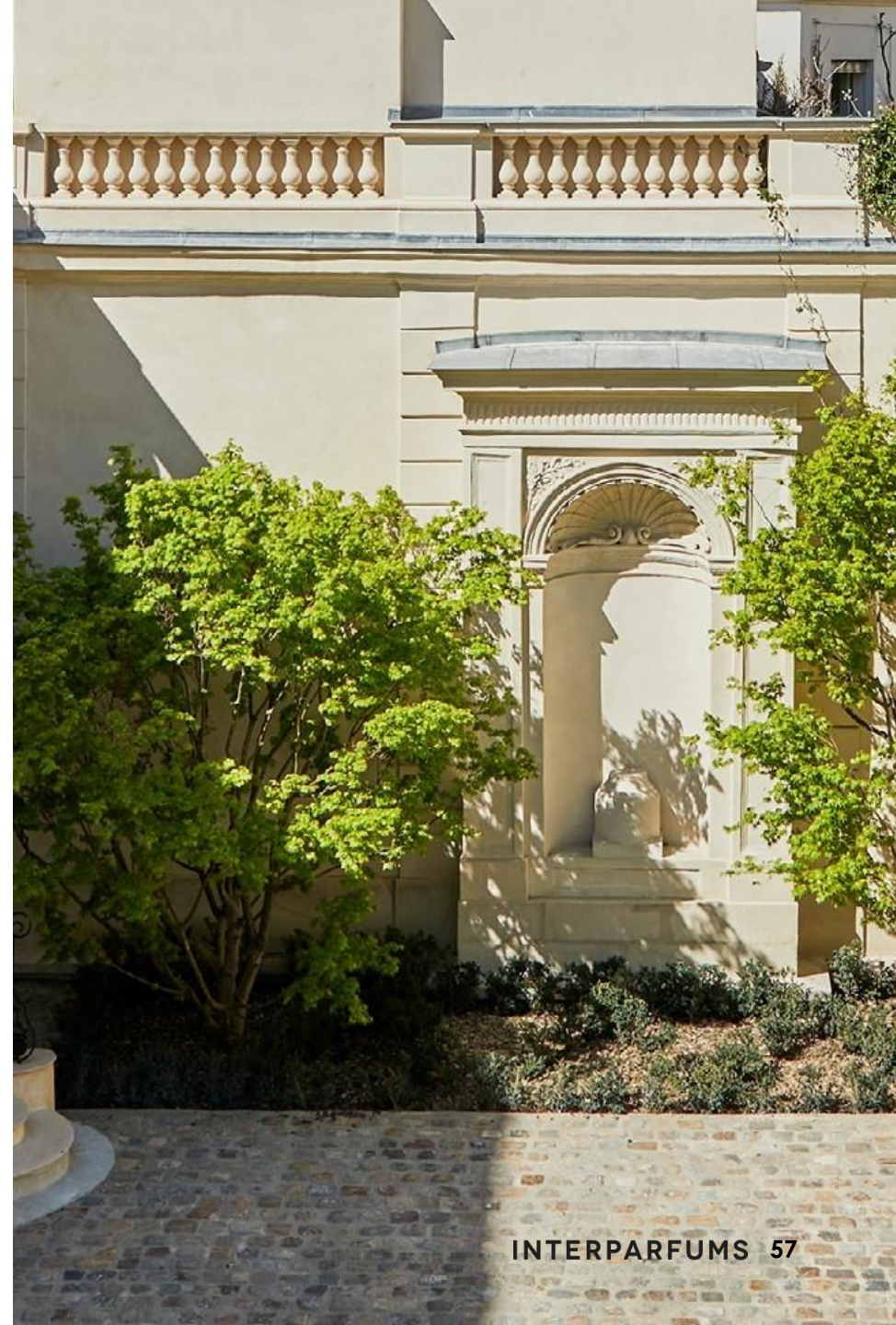
## *2022-2023 ACTIONS*

### → **Proactive communication**

- A dedicated section on the website
- News disseminated on social networks
- Publication of first ESG report

### → **Sharing achievements with non-financial rating agencies**

- MSCI
- Sustainalytics
- Moodys





# THE ENVIRONMENT

## RECENT ACTIONS & PROJECTS

- **Implementation of an *optimized eco-design charter***
  - Distributed externally - Interparfums position
  - Distributed internally - parameters to be included in product briefs
- **Identification of eco-responsible criteria for future launches** (Recycled glass, Recycled plastic, Emphasis on natural qualities)
  - 47% of launches planned for 2024-2025 will feature PCR glass bottles
  - 83% of launches planned for 2024-2025 will feature FSC-certified cardboard packaging
- **Feedback from suppliers on the eco-design charter**







# EMPLOYER VALUES

## RECENT ACTIONS & PROJECTS

### → **Diversity and inclusion**

- Continuing awareness-raising initiatives during Disability Week (November 20-24, 2023)

### → **Employee engagement**

- Autumn launch of an employment barometer (France)
- Climate panorama
  - 17% of employees in France participated in a workshop
  - Objective: 80% participation by 2025

### → **Continuing training efforts**

- Focus: Business ethics and anti-corruption

### → **Regular events with the *Work for Good* platform**





# SOCIAL VALUES

## RECENT ACTIONS & PROJECTS

### → 3 ways to increase Interparfums' contribution

- Initial axis  
Solidarity and health sponsorship initiatives with the support of *EliseCare* and other NGOs
- Environmental focus (H1)  
Partnership with *The SeaCleaners*, a non-profit organization committed to protecting the oceans and combating plastic pollution
- Cultural axis (H2)  
Exploring the possibility of a cultural and artistic sponsorship initiative with the *Musée d'Orsay*



# CORPORATE GOVERNANCE

## *RECENT ACTIONS & PROJECTS*

### → **CSR Governance**

- CSR Project Manager
- CSR Executive Committee meets every 6 weeks
- Regular CSR training for the Board of Directors

### → **Creation of a CSR Committee**

- Identification of a profile matching our approach to join the Board of Directors
- Appointment to be proposed at the Annual General Meeting in April 2024
- 1<sup>st</sup> meeting in June 2024





# GOVERNANCE

## *RECENT ACTIONS & PROJECTS*

- > **Individual Shareholders Consultative Committee:**
- Created in 2022
  - 10 individual shareholders & 2 employee shareholders
  - Visit to a packaging site (CCI) and warehouse (Criquebeuf) - 2<sup>nd</sup> meeting - April 2023
  - Visit to the IFF plant in Grasse - 3<sup>rd</sup> meeting - October 2023







INTERPARFUMS

2023 H2 launches





COACH *Love* - Q3







KARL LAGERFELD *Les Parfums Matières* - Q3



VAN CLEEF & ARPELS *Thé Amara* - Q3





INTERPARFUMS

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**





# 2023 GUIDANCE

## → Sales

- A first half exceeding forecasts
- Though with signs of a slowdown in certain markets

***The target for annual sales was nevertheless revised upwards at the end of July and confirmed.***

**€770m ➡ around €800m**

## → Operating margin:

- A better-than-expected first half as sales volumes exceeded budget
- Fixed cost maintained under control

***Annual sales guidance raised (November 2022)***

**17% ➡ 18%-19%**







INTERPARFUMS

2023 first-half results September 12, 2023