

interparfums

2021

Third-quarter sales

Paris

October 26, 2021



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- Q3 2021 business highlights & sales
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- **Q3 2021
business highlights
& sales**



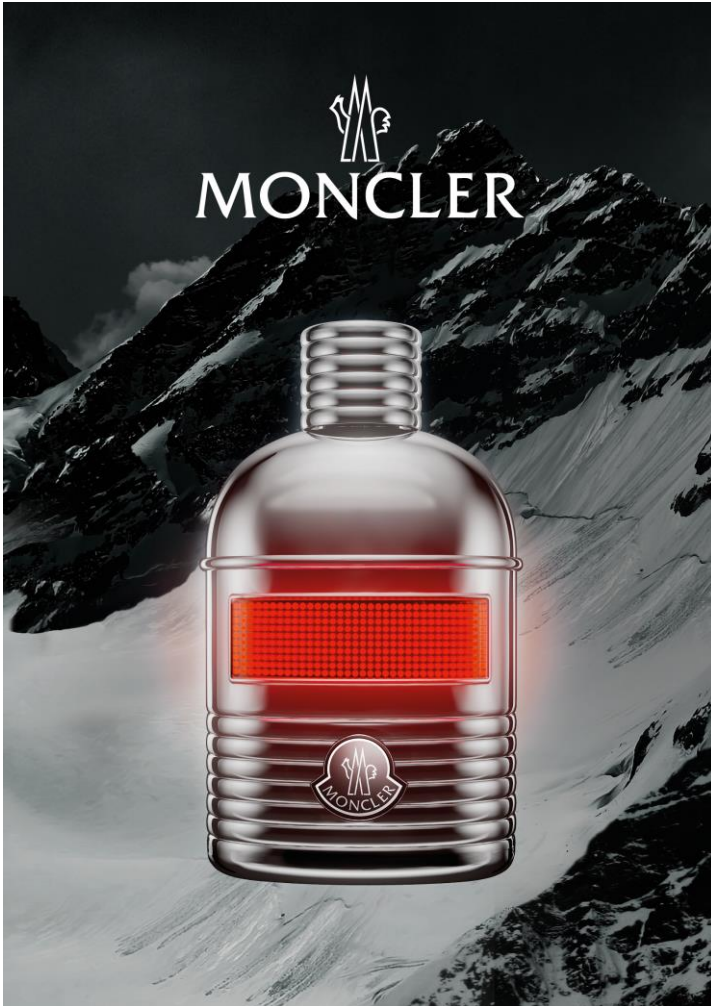
Q3 2021 launches

Les Fleurs de Lanvin



Q3 2021 launches

Moncler duo



Q3 2021 launches

Moncler duo

- **Initial release of the first fragrance line**
 - 200 points of sales in 30 countries
 - 50 brand boutiques and 150 selective distribution POS
- **Full rollout in January 2022**
 - 3,000 doors worldwide

Current context

- **The pace of deliveries disrupted for several months**
 - Difficulties in sourcing components (glass, cardboard, plastic, aluminum, wood, etc.)
 - Labor shortages (suppliers, packers)
 - Container shortage
- **A trend amplified by**
 - Demand from other sectors of activity
 - The e-commerce boom
- **A low finished goods inventory**
 - 1 month of billings vs. the normal level of 4 months
 - Though benefiting from an agile internal organization managing on a just-in-time basis

Current context

- **An impact on cost prices**

- Rising costs of raw materials (glass, cardboard, wood, aluminum in particular)
- Rising energy costs
- Rising shipping costs

- **An increase in billing prices**

- Planned to take effect on January 1, 2022
- Which should offset these trends

Q3 2021 sales

(2021/2019 change)

- **Sales: €175m**
- **Very strong growth in relation to Q3 2019**
 - + 35% at current exchange rates
 - + 39% at constant exchange rates
- **Very strong growth by certain brands**
 - Jimmy Choo: +32%
 - Coach: +87%
- **Very strong growth by certain regions**
 - United States: +86%
 - Asia: +49%

- 2021
9-month sales



2021 9-month sales

(2021 / 2019 change)

- **Sales: €441m**
- **Strong growth in relation to the first nine months of 2019**
 - +20% at current exchange rates
 - +24% at constant exchange rates
- **Strong growth by certain brands**
 - Jimmy Choo: +31%
 - Coach: +47%
- **Success of the latest launches**
 - Jimmy Choo - *I Want Choo*
 - Montblanc - *Explorer Ultra Blue*

- 2021 9-month sales
by brand

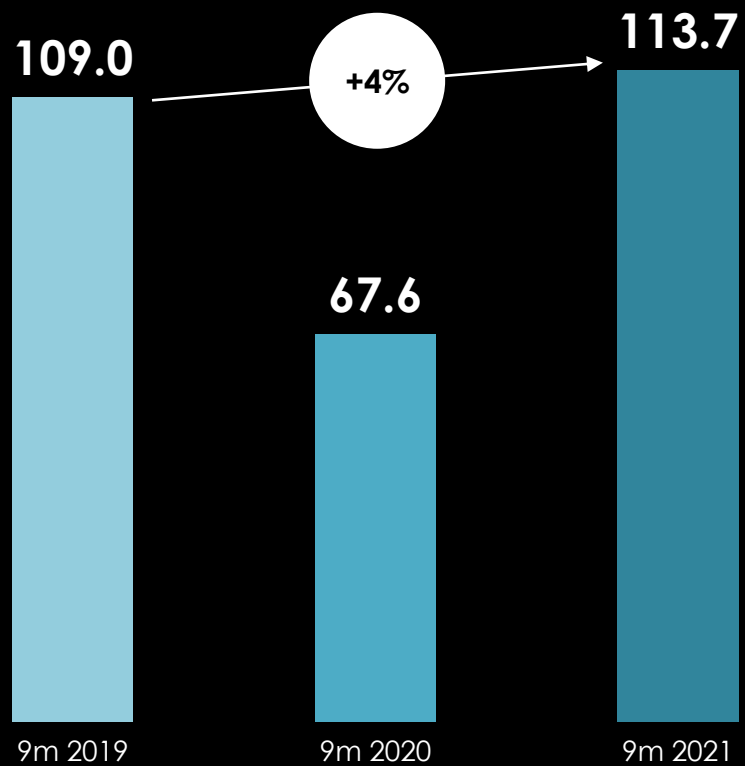


• **MONT
BLANC** 



Sales

(€m)



Sales marginally exceeding the 2019 level



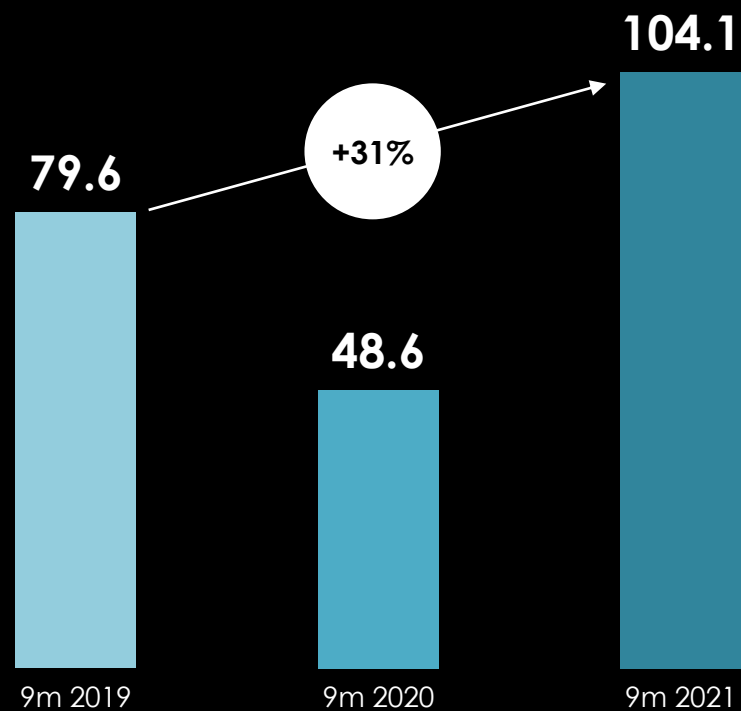
**Success of the Montblanc Explorer
Ultra Blue line**

- JIMMY CHOO



Sales

(€m)



Very strong growth in relation to 2019

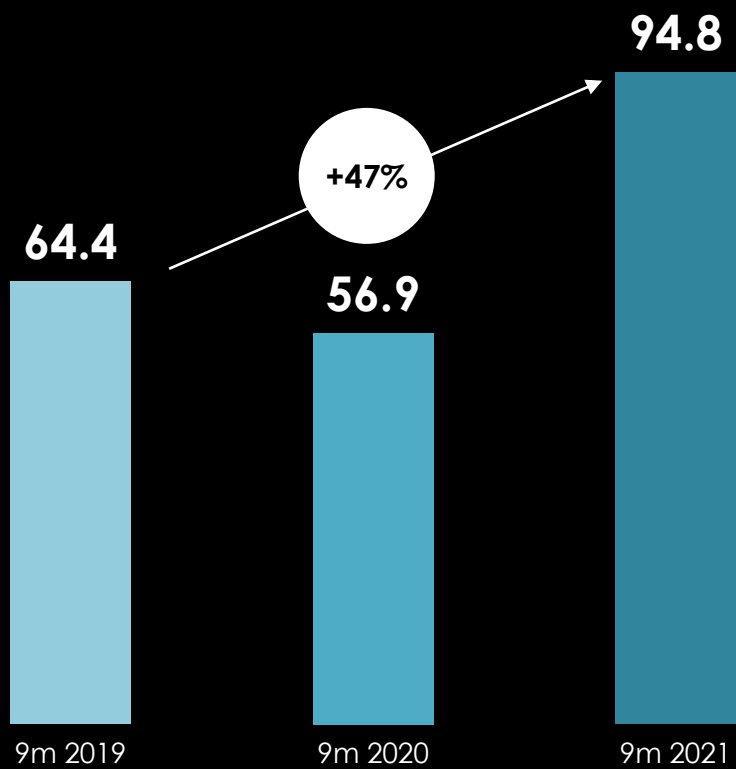


**Success of the *I Want Choo* line,
especially in the United States**



Sales

(€m)



Strength of the women's and men's *Coach* lines



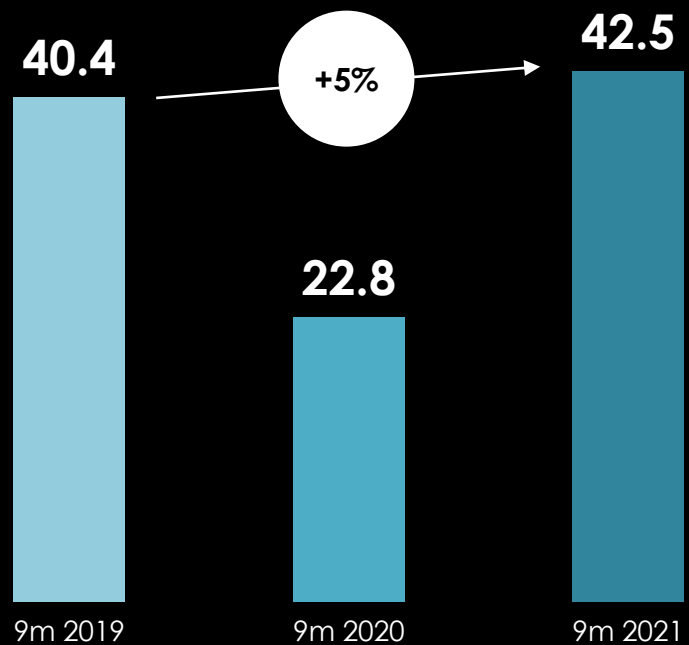
Launch of the *Coach Dreams Sunset* line

• **LANVIN**
PARFUMS



Sales

(€m)



A return to more normal levels



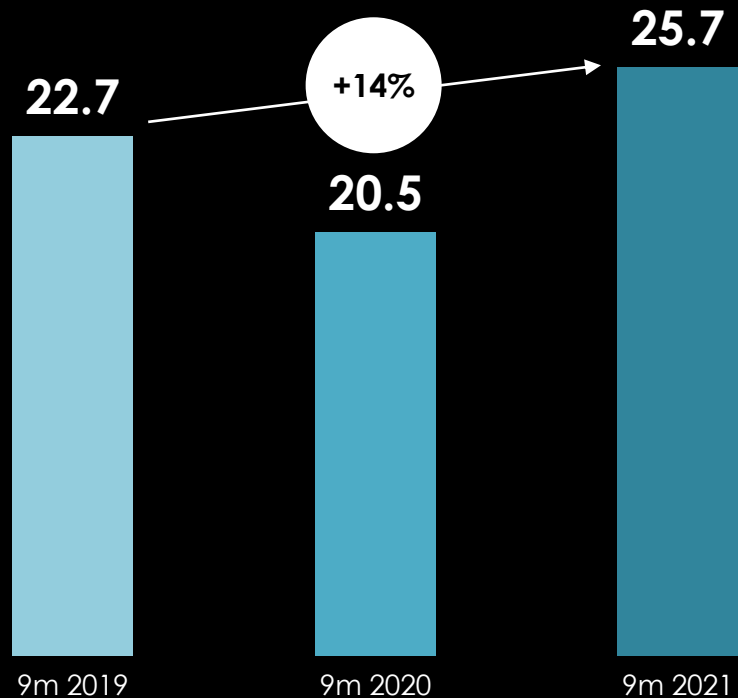
A strong rebound in Asia and Eastern Europe

• **ROCHAS**
PARIS



Sales

(€m)



Back on a positive track



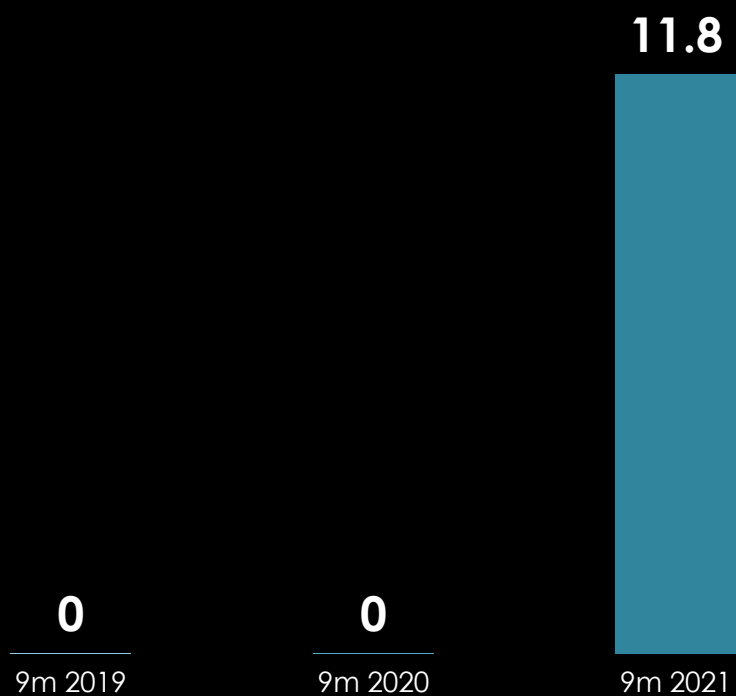
Launch of *Rochas Girl*, a low environmental impact line

- kate spade
NEW YORK



Sales

(€m)



***Kate Spade New York*, the first initiative
for the brand**



**A positive reception in the US
market**

9m 2021 sales by brand

(€m)

	9m 2019	9m 2021	2021/2019
Montblanc	109.0	113.7	+4%
Jimmy Choo	79.6	104.1	+31%
Coach	64.4	94.8	+47%
Lanvin	40.4	42.5	+5%
Rochas	22.7	25.7	+14%
Kate Spade	-	11.8	na
Other brands	50.1	48.5	ns
Total sales	366.2	441.1	+20%

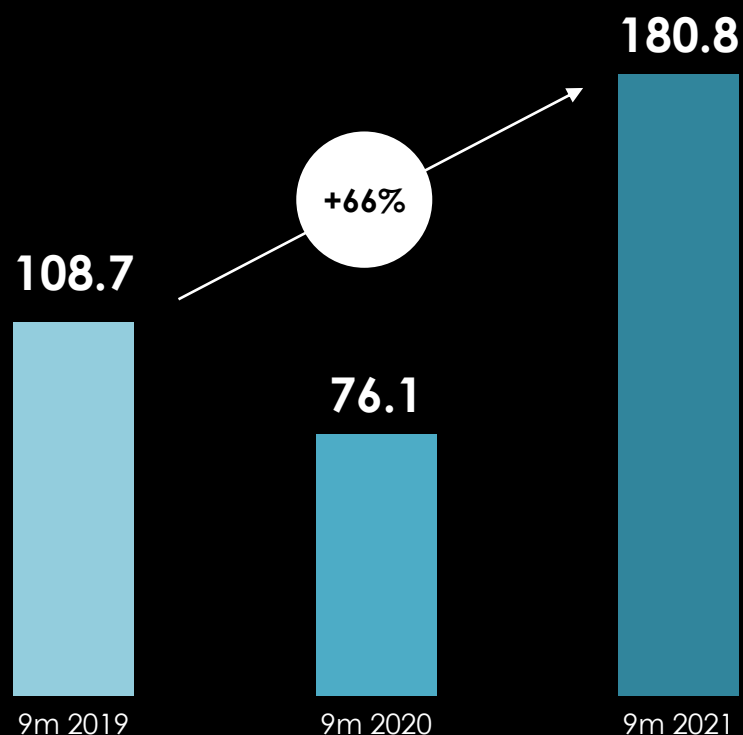
na : not applicable ns : not significant

- 2021 9-month sales by region



North America

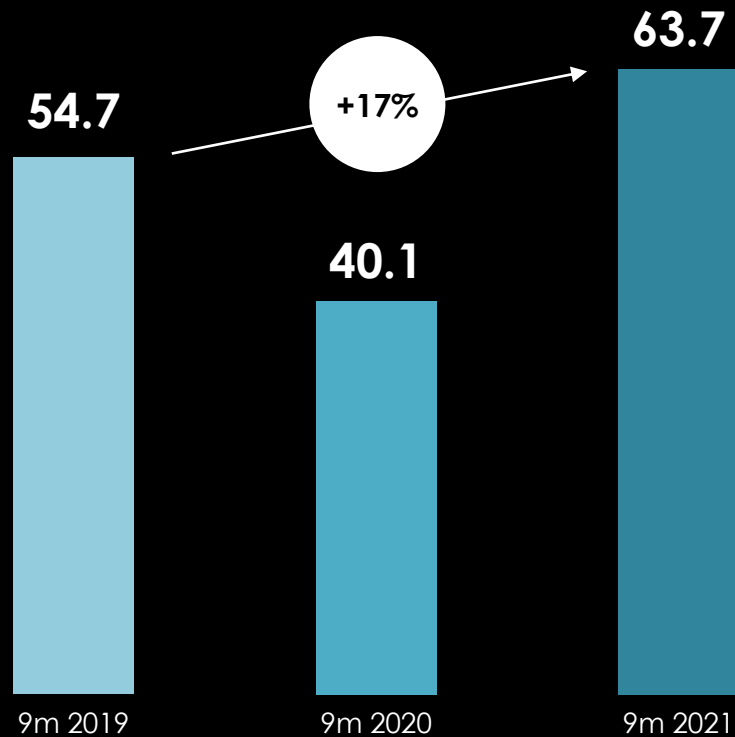
(€m)



- **An exceptional performance in the US (+83% in USD)**
 - A perfume and cosmetics market in the United States which continues to be very buoyant
 - Sustained sales by the main lines
 - A success, significantly exceeding expectations, by the Jimmy Choo *I Want Choo* line

Asia

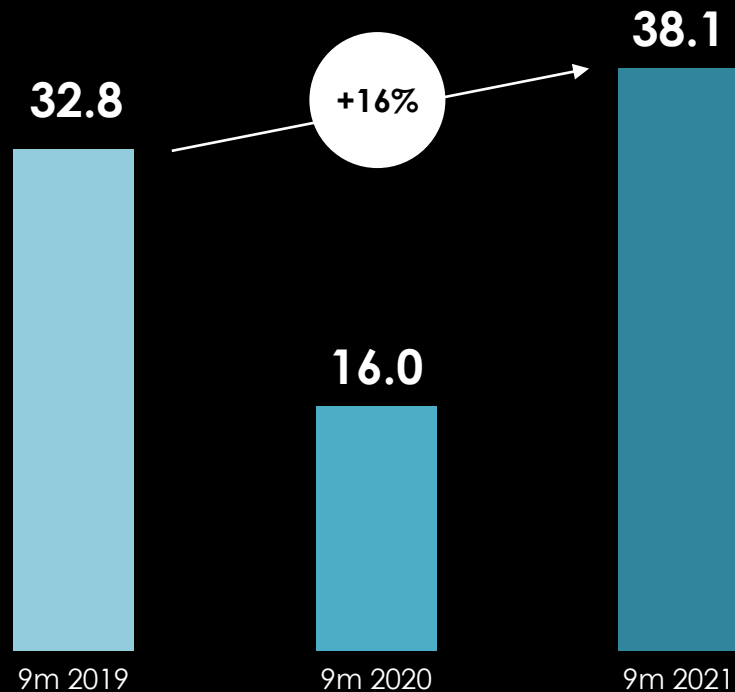
(€m)



- **Strong growth in Q3**
- **Strong momentum in several countries**
 - A significant acceleration in China with a 3-fold increase in sales
 - Though a health situation which continues to be difficult in Southeast Asia

Eastern Europe

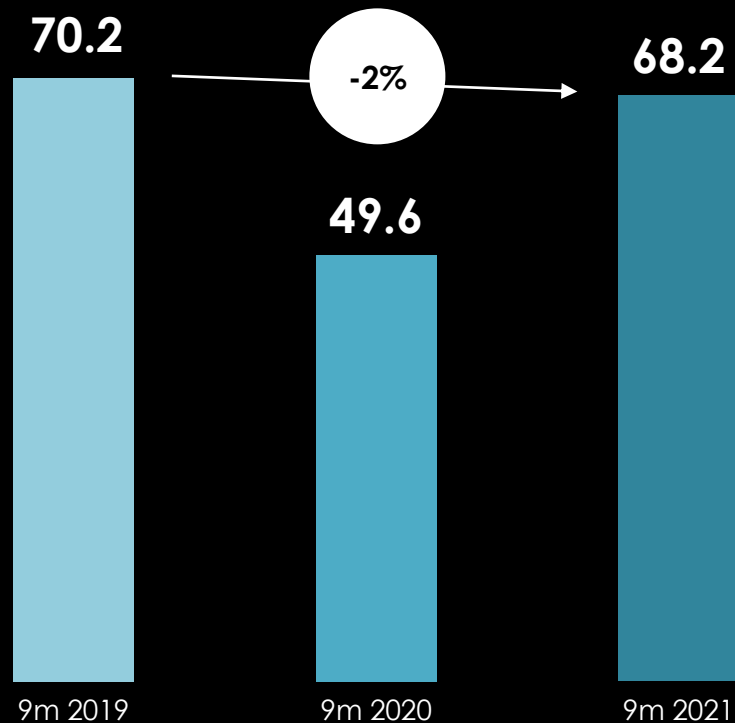
(€m)



- A rebound in sales, particularly for Lanvin fragrances
- A strong presence in the “L’Etoile” store chain with the Coach, Montblanc, Lanvin and Rochas brands

Western Europe

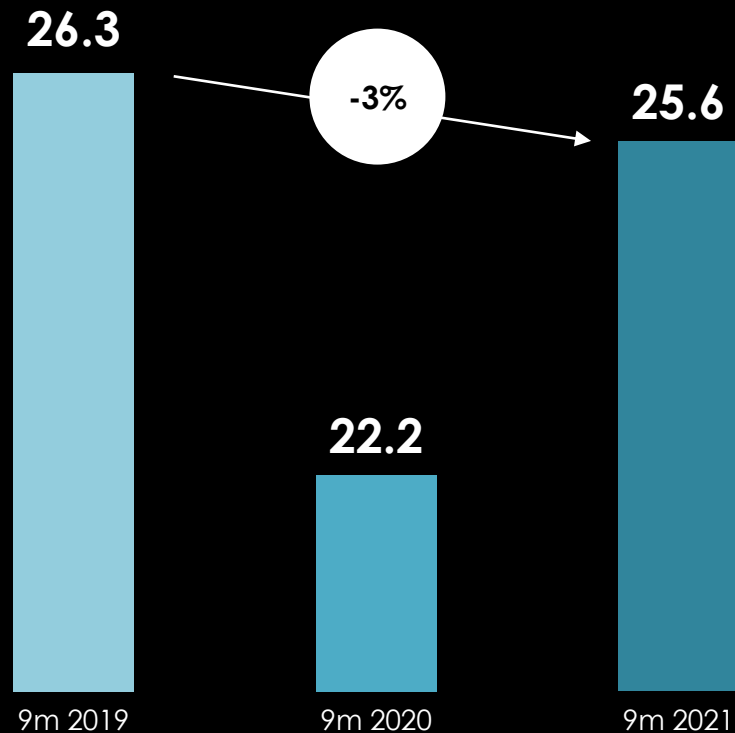
(€m)



- An unfavorable comparison base reflecting the 2019 launch of the *Montblanc Explorer* line
- Sales impacted by lockdowns and/or the closure of points of sale in H1 2021

France

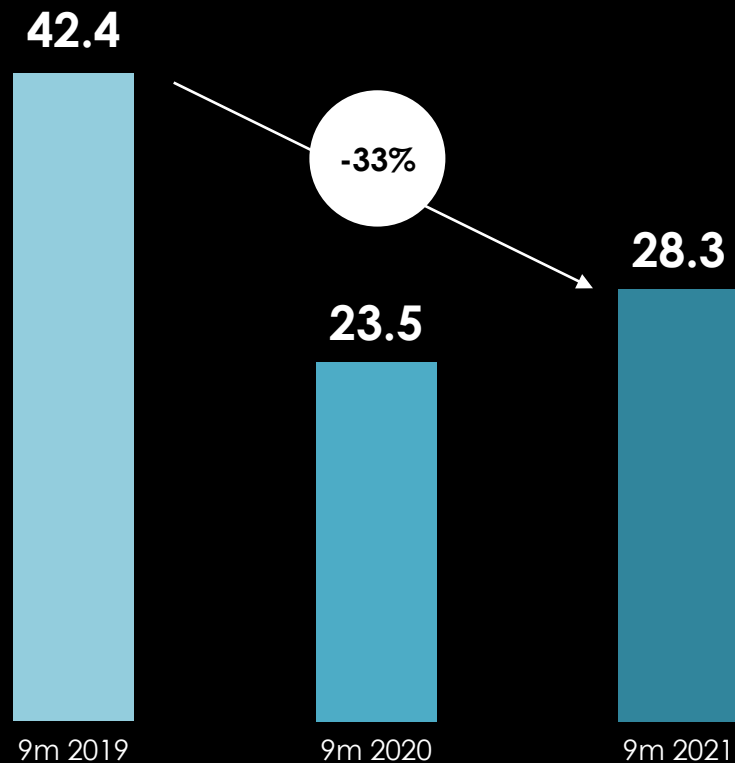
(€m)



- An unfavorable comparison base reflecting the 2019 launch of the *Montblanc Explorer* line
- Certain points of sale were closed for a considerable time between March and May
- Continuing growth in online sales
 - +63% over 2020
 - 19% of sales
- Strong growth in online sales by *my-origines.com*

Middle East

(€m)



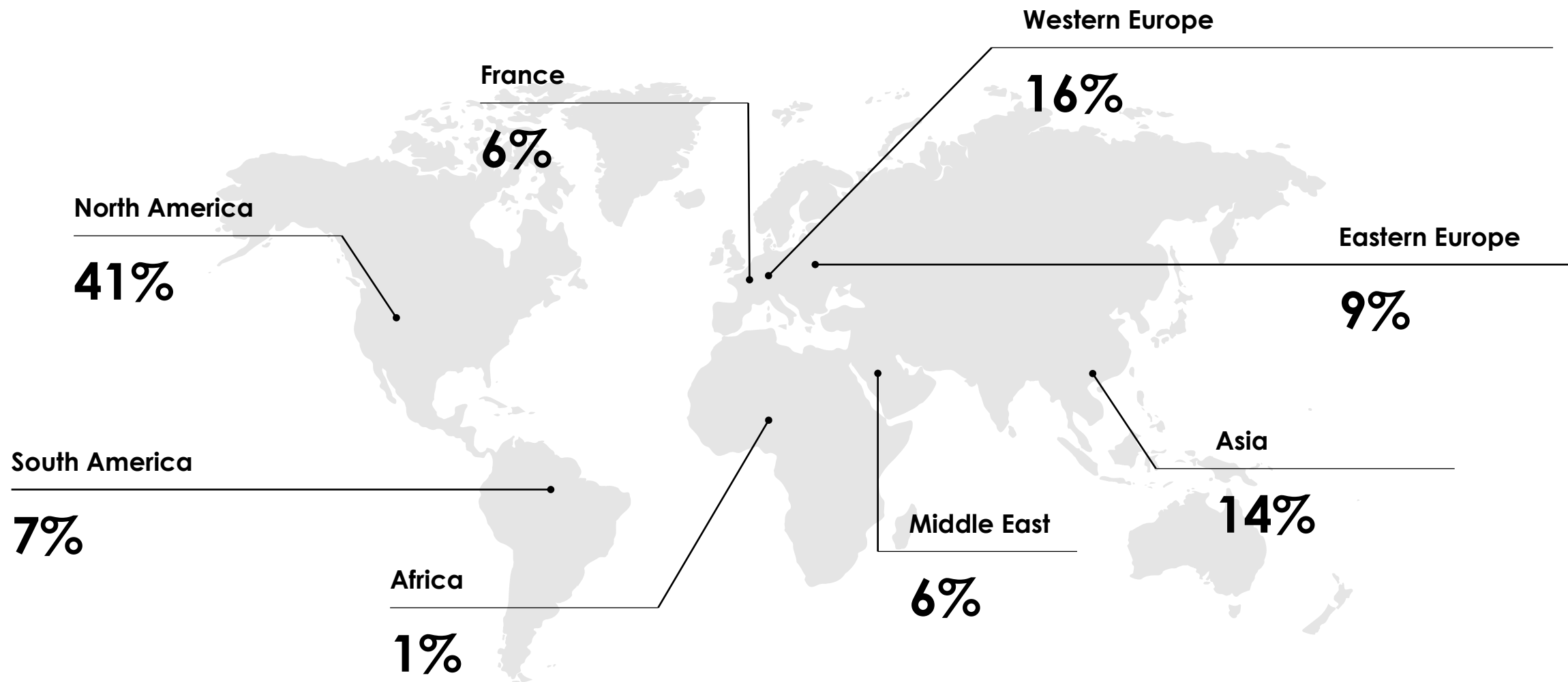
- Business impacted by the closure of points of sale in certain countries and reduced tourist traffic in the region
- An improvement expected for the end of 2021

9m 2021 sales by region

(€m)

	9m 2019	9m 2021	2021/2019
Africa	3.6	3.8	+6%
Asia-Pacific	54.7	63.7	+17%
Eastern Europe	32.8	38.1	+16%
France	26.3	25.6	-3%
Middle East	42.4	28.3	-33%
North America	108.7	180.8	+66%
South America	28.9	32.6	+13%
Western Europe	70.2	68.2	-2%
Sales	367.6	441.1	+20%

9m 2021 sales by region



- 2021 guidance



2021 guidance

- **Sales**

- Continuing pressure on supply chains and the sourcing for components and finished products
- Structurally lower sales from mid-November
- Sales of around €80m expected for Q4

➡ **2021 annual sales guidance raised (€520m)**

- **Results**

- Marketing and advertising expenditures already important at year-end and recently increased
- Initial investment for the development of Moncler fragrances

➡ **2021 operating margin target raised (15%-16%)**

Financial communications calendar

2022 outlook

 November 16, 2021

2021 annual results

 Early March 2022

2021 annual sales

 End of January 2022

- 2022
launches



2022 launches

- **Strategic launches...**

- Moncler (duo)
- Boucheron (men's fragrance)
- Coach (men's fragrance)
- Jimmy Choo (men's fragrance - extension of the *Jimmy Choo Man*) line)
- Jimmy Choo (women's fragrance - extension of the *I Want Choo* line)
- Montblanc (men's fragrance - extension of the *Legend* line)

- **... plus the launch of flanker fragrances**

- Lanvin (women's fragrance - extension of the *Eclat d'Arpège* line)
- Rochas (women's fragrance - extension of the *Byzance* line)
- Kate Spade (women's fragrance - extension of the *Kate Spade New York* line)
- Coach (women's fragrance - extension of the *Coach* line)
- Van Cleef & Arpels and Boucheron collections
- Karl Lagerfeld (*Duo City*)

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