

interparfums

Presentation of 2015 results
March 14, 2016

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- ✓ 2015 sales by region
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- ✓ 2016 highlights by brand
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Year 2015

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Year 2015

✓ Operating highlights

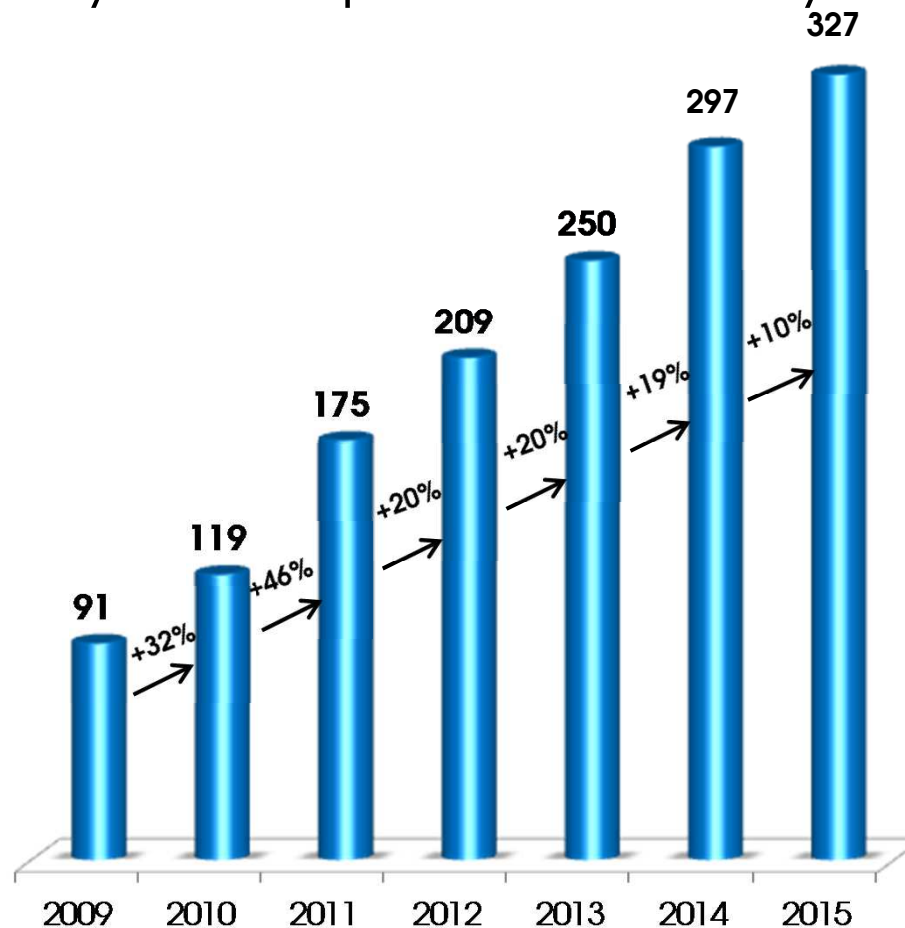
- Rochas brand acquisition (fragrances & fashion)
- Signature of a new fragrance license agreement with the Coach brand
- Extension of the fragrance license agreement with the Montblanc brand for 5 additional years to December 31, 2025
- Interparfums Luxury Brands deploys its own sales force

✓ Sales: €327.4m

- +10% at current exchange rates
- +2% at constant exchange rates

Steady growth

Sales have grown by a multiple of 3.5 in six years



(€m)

Year 2015

- ✓ Solid performances for leading brands
 - Strong growth by Jimmy Choo fragrances (+40%)
 - Consolidation by Montblanc fragrances after 3 years of strong growth
 - Resilient performance by Lanvin fragrances, especially for the *Eclat d'Arpège* line
 - Rochas fragrances register €12m in sales in 7 months
 - Good market response to the *Boucheron Quatre* line
- ✓ Mixed performances by region
 - Strong growth in the United States
 - Good performances in Western and Eastern Europe
 - Lower sales in South America, adversely impacted by Brazil
 - A slowdown in Asia particularly in China

2015 results

(€m)	2012	2013	2014	2015
Net sales	445.5	350.4	297.1	327.4
Gross margin	281.9	209.5	173.6	208.1
<i>% of sales</i>	63.3%	59.8%	58.4%	63.5%
Operating profit	57.3	52.2	31.4	45.8
<i>% of sales</i>	12.9%	14.9%	10.6%	14.0%
Net income	36.4	34.8	23.2	29.1
<i>% of sales</i>	8.2%	9.9%	7.8%	8.9%

(€m)	2012	2013	2014	2015
Shareholders' equity	344.9	354.9	367.9	387.0
Cash and financial assets	207.9	222.4	224.6	226.0
Financial debt	-	-	-	90.5



2015 Sales by brand

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Montblanc

- ✓ Sales: €88m
 - Growth of 6% (after 33% in 2014, 36% in 2013, 51% in 2012)
 - 27% of total Group revenue
- ✓ Declines by historic lines
- ✓ Consolidation of the *Montblanc Legend* line
- ✓ Growth in momentum by the *Montblanc Emblem* line
- ✓ Launch of the women's line, *Montblanc Lady Emblem*



Montblanc

Montblanc Lady Emblem



Jimmy Choo

- ✓ Sales: €83.3m
 - Growth in sales of 41%
 - 24% of total Group revenue
- ✓ Excellent performance by the *Jimmy Choo Man* line, particularly in the US
- ✓ Launch of the *Jimmy Choo Blossom* line in the spring
- ✓ Launch of the *Jimmy Choo Illicit* line in the fall



Jimmy Choo

Jimmy Choo Illicit



Lanvin

- ✓ Sales: €64.1m
 - A 6% decline
 - 20% of total Group revenue
- ✓ Steady performance by the *Eclat d'Arpège* line launched in 2003
- ✓ Launch of the *Eclat d'Arpège Homme* and *Eclat de Fleurs* lines
- ✓ Sales erosion by the *Jeanne Lanvin*, *Marry Me !* and *Rumeur* lines
- ✓ Good performances in Eastern Europe despite difficult market conditions



Lanvin

Eclat d'Arpège Homme



LANVIN
PARIS

Lanvin

Eclat de Fleurs



Boucheron

- ✓ Sales: €17.8m
 - Growth in sales of 27%
- ✓ Very good market response to the women's *Quatre* line
- ✓ Drop in sales by the *Boucheron Place Vendôme* line
- ✓ Declines by the brand's historic lines



Boucheron

Quatre

BOUCHERON
PARIS



QUATRE

Van Cleef & Arpels

- ✓ Sales: €17.5m
 - Largely stable sales
- ✓ Decline by the *Rêve* line launched in 2014
- ✓ Steady performance by the *First* line
- ✓ Good performances by the *Collection Extraordinaire* line
(Growth of 50% to 60% each year)



Van Cleef & Arpels

Collection Extraordinaire



Rochas fragrances

- ✓ Sales: €12.1m
- ✓ A very good 4th quarter (more than €7m in sales)
- ✓ Successfully integrated
- ✓ Work on all existing lines
- ✓ Focus on distribution in Spain and France



Rochas fragrances

Eau de Rochas



**EAU DE
ROCHAS**



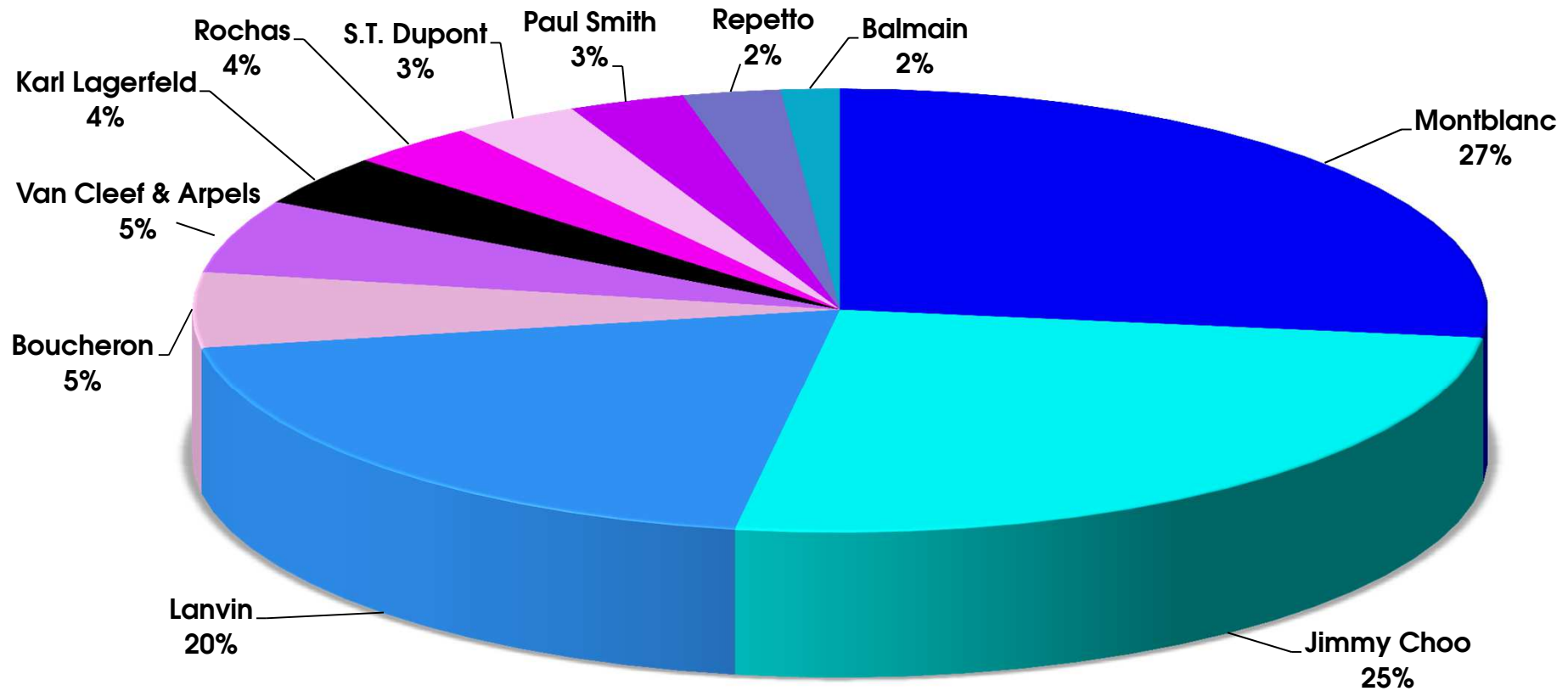
Rochas fashion

- ✓ Royalties €1.0m
- ✓ Integration of the business
 - Monitoring licenses
 - Studio (7 people)
- ✓ A P&L largely on track
- ✓ Review of strategy

Sales by brand

(€m)	2014	2015	15/14
Montblanc	83.4	88.0	+6%
Jimmy Choo	59.1	83.3	+41%
Lanvin	68.0	64.1	-6%
Boucheron	14.0	17.8	+27%
Van Cleef & Arpels	17.7	17.5	-2%
Rochas (7 months)	-	12.1	ns
S.T. Dupont	12.8	10.4	-19%
Karl Lagerfeld	18.2	10.3	-43%
Paul Smith	9.0	9.5	+6%
Repetto	9.3	8.0	-14%
Balmain	5.1	4.8	-7%
Other	0.4	0.6	ns
Fragrance sales	297.1	326.4	+10%
Rochas fashion royalties	-	1.0	na
Total net sales	297.1	327.4	+10%

Sales mix by brand





2015 Sales by region

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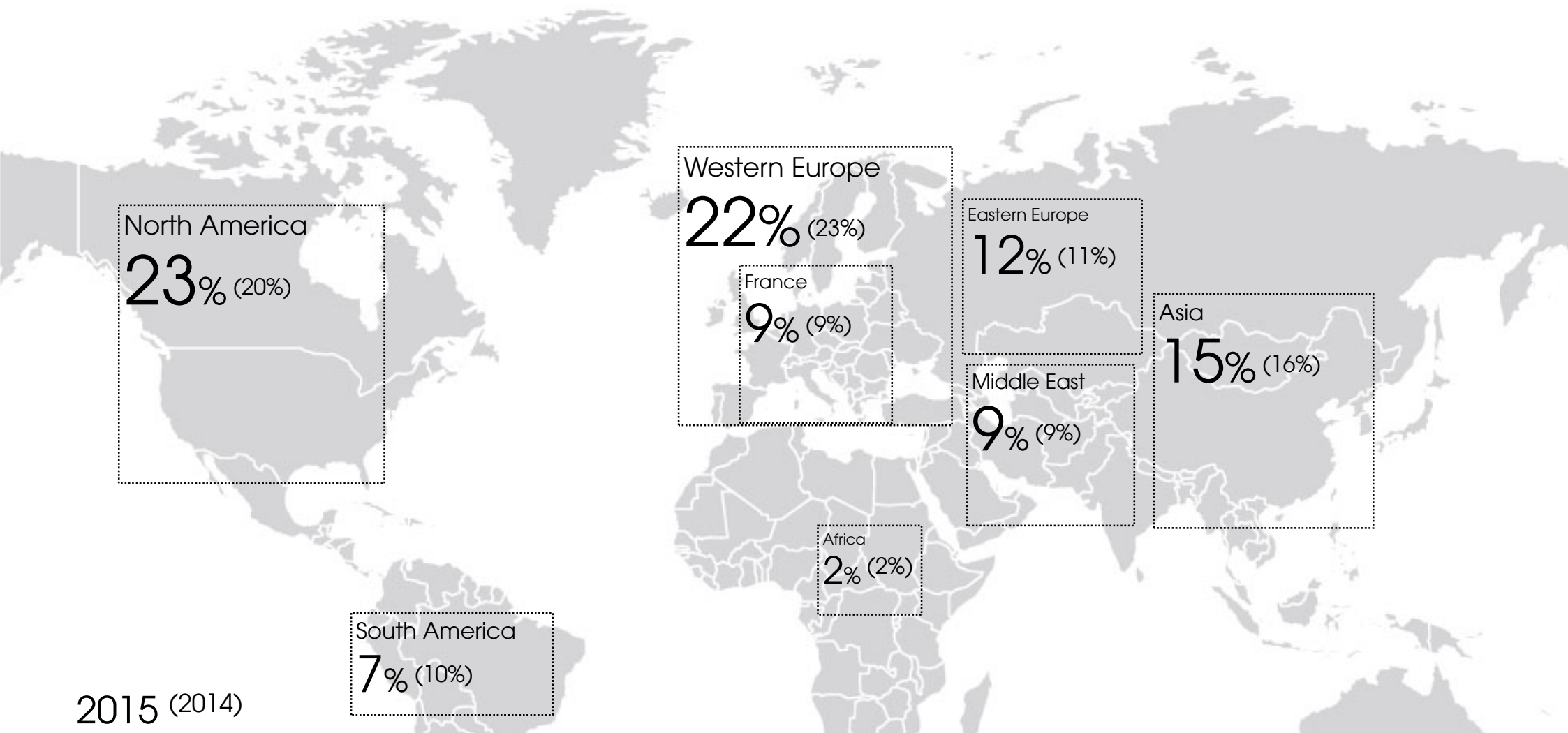
Business performances by region

- ✓ Strong growth in North America (+25%)
 - The Group's largest market (23% of sales)
 - *Jimmy Choo Man* 9th men's juice
 - *Montblanc Legend* 11th men's juice
- ✓ South America adversely impacted by difficult market conditions in Brazil, Argentina and Colombia (-20%)
- ✓ Slowdown in Asia (+3% in 2015 after +20% in 2014) despite good performances in South Korea and Japan
- ✓ Good performance in Eastern Europe (+30% in H2 and +18% for full year), particularly in Russia

2015 highlights by region

(€m)	2014	2015	15/14
Africa	5.3	5.0	-4%
Asia	46.6	48.2	+3%
Eastern Europe	32.9	38.9	+18%
France	27.1	29.5	+9%
Middle East	27.7	31.0	+12%
North America	60.7	75.8	+25%
South America	30.0	24.1	-20%
Western Europe	66.8	73.9	+10%
Fragrance sales	297.1	326.4	+10%
Rochas fashion royalties	-	1.0	na
Total net sales	297.1	327.4	+10%

2015 highlights by region



2015 (2014)

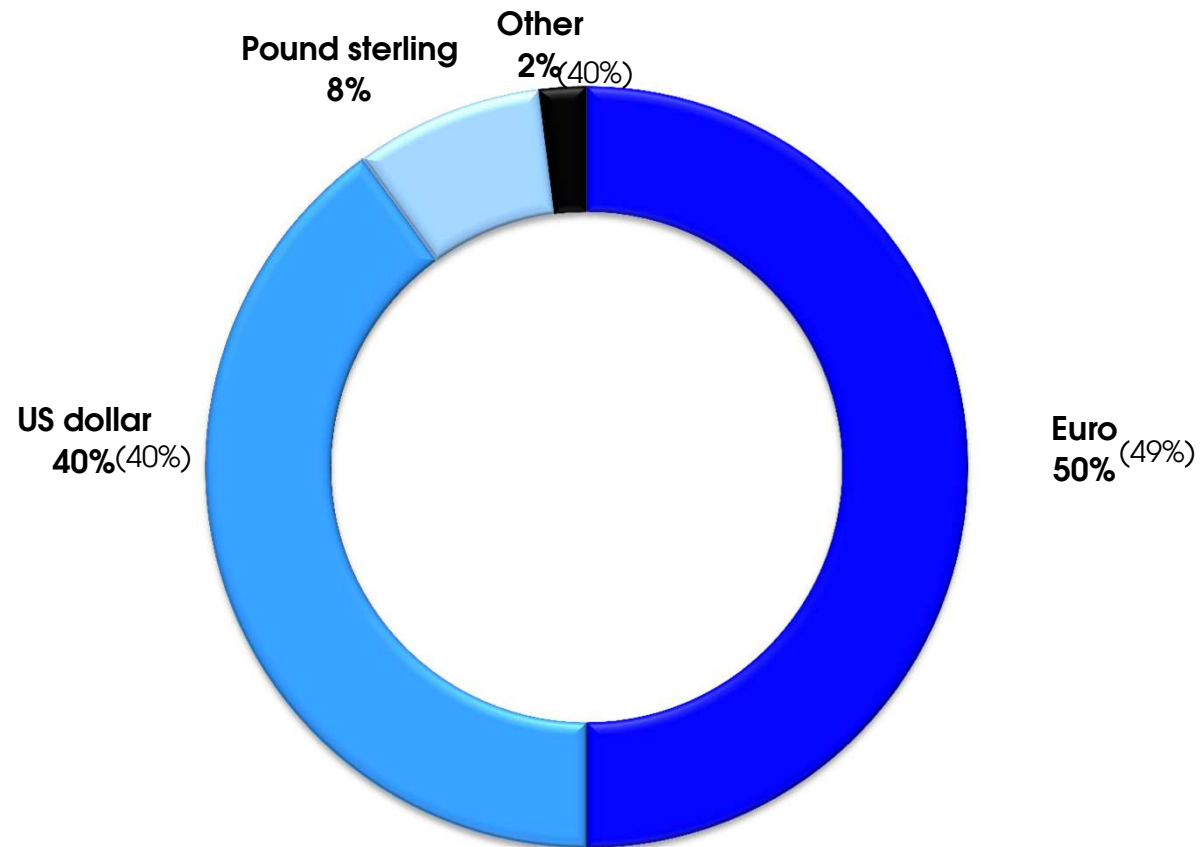


2015
results

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Currency effect

Sales by currency (2015/2014)



2015 (2014)

Currency effect

Impact on 2015 sales

Currency	Av. exch. rates 2014	Av. exch. rates 2015	Currency effect
▪ € / \$	1.3345	1.1102	+€21.9m
▪ € / £	0.80	0.72	+€2.6m
▪ € / ¥	140	135	+€0.2m

- ✓ Total currency effect of €24.7m
- ✓ Sales of €302.5m up 2% at constant exchange rates in relation to 2014

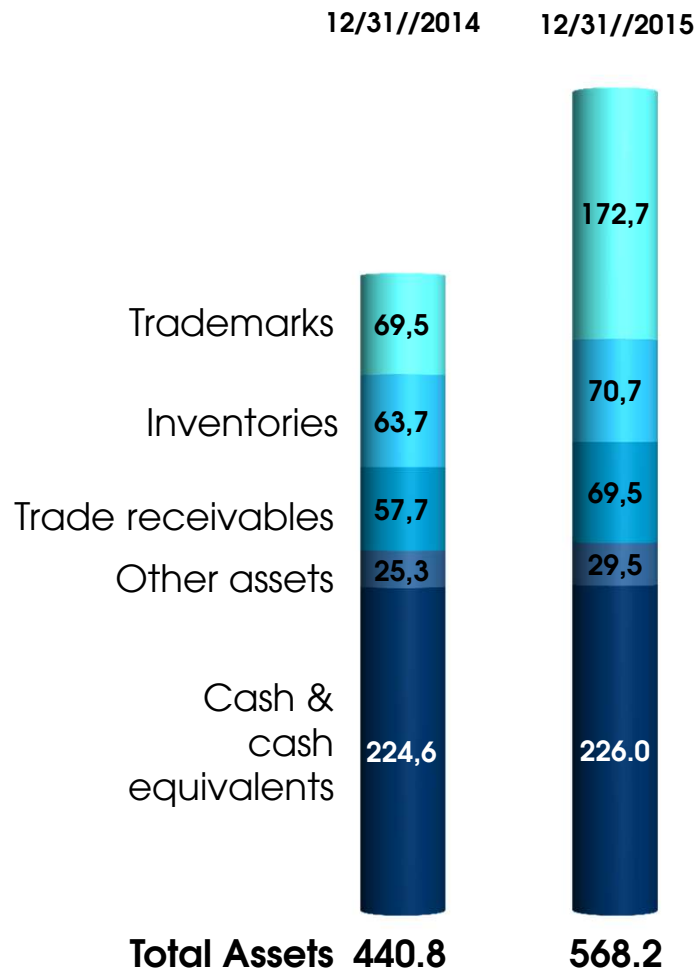
2015 income statement highlights

(€m)	2014	2015	15/14
Net sales	297.0	327.4	+10%
Cost of sales	(123.4)	(119.3)	-3%
Gross margin	173.6	208.1	+20%
<i>% of sales</i>	58.4%	63.5%	
Logistics & transport	(9.2)	(10.0)	+9%
Marketing & advertising	(59.6)	(67.4)	+13%
<i>% of sales</i>	20.0%	20.6%	
Royalties	(22.5)	(24.6)	+9%
Staff costs (excl. production)	(21.5)	(26.1)	+21%
Service fees /subsidiaries	(8.4)	(11.1)	+32%
Depr., amortiz. & provisions	(4.7)	(5.0)	+7%
Other	(16.3)	(18.1)	+11%
Operating profit	31.4	45.8	+46%
<i>% of sales</i>	10.6%	14.0%	

2015 income statement highlights

(€m)	2014	2015	15/14
Operating profit	31.4	45.8	+46%
<i>% of sales</i>	10.6%	14.0%	
Net financial income (expense)	2.1	-	-
Net currency gains (losses)	0.7	(0.7)	-
Income tax	(11.1)	(15.9)	+43%
<i>Effective tax rate</i>	32.5%	32.3%	
Net income	23.1	29.2	+26%
<i>% of sales</i>	7.8%	8.9%	
Attributable to non-controlling interests	0.1	(0.1)	
Net income	23.2	29.2	+26%
<i>% of sales</i>	7.8%	8.9%	

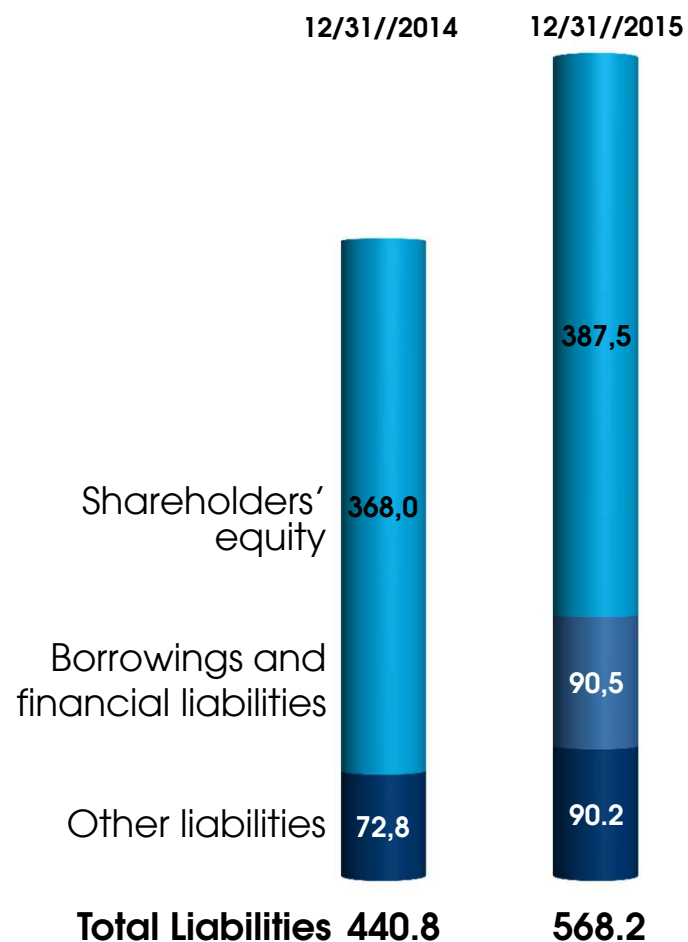
2015 balance sheet - Assets



- ✓ Assets significantly impacted by the Rochas acquisition
 - Fragrance brands (€87m)
 - Fashion brands (€19m)
- ✓ Inventories
 - 213 days of sales
 - 30% components – 70% finished goods
- ✓ Trade receivables
 - DSO for Export 98 days (+11)
 - DSO for France: 56 days (-8)
- ✓ Stable cash balance
 - 2014 dividend (€13m)
 - Rochas inventories (€3m)
 - Registration rights (€4m)

(€m)

2015 balance sheet - Liabilities



- ✓ Equity up by 5%
- ✓ A €100m 5-year loan for the Rochas brand acquisition
 - Interest rate: <2%
 - €90m at December 31, 2015

(€m)

Cash flow highlights

Cash flow statement

(€m)	2014	2015
Cash flow	32.9	43.0
Inventories	(2.0)	(10.2)
Trade receivables	11.7	(12.4)
Other receivables	2.5	(2.5)
Trade payables	(5.0)	8.9
Other payables	(0.5)	(6.5)
Change in working capital requirements	(16.8)	(9.5)
Total cash flow from operating activities	16.1	33.5

Cash flow highlights

Cash flow statement

(€m)	2014	2015
Acquisition of intangible assets	(0.8)	(108.1)
Acquisition of property, plant and equipment	(1.5)	(2.5)
Acquisition of marketable securities (> 3 months)	(24.6)	80.3
Other	0.2	0.6
Total cash flows from investing activities	(26.7)	(29.7)
Issuance of borrowings	-	100.0
Debt repayments	-	(10.0)
Dividends	(11.9)	(12.8)
Other	(0.2)	0.9
Total cash flows from financing activities	(12.1)	78.1

Cash flow highlights

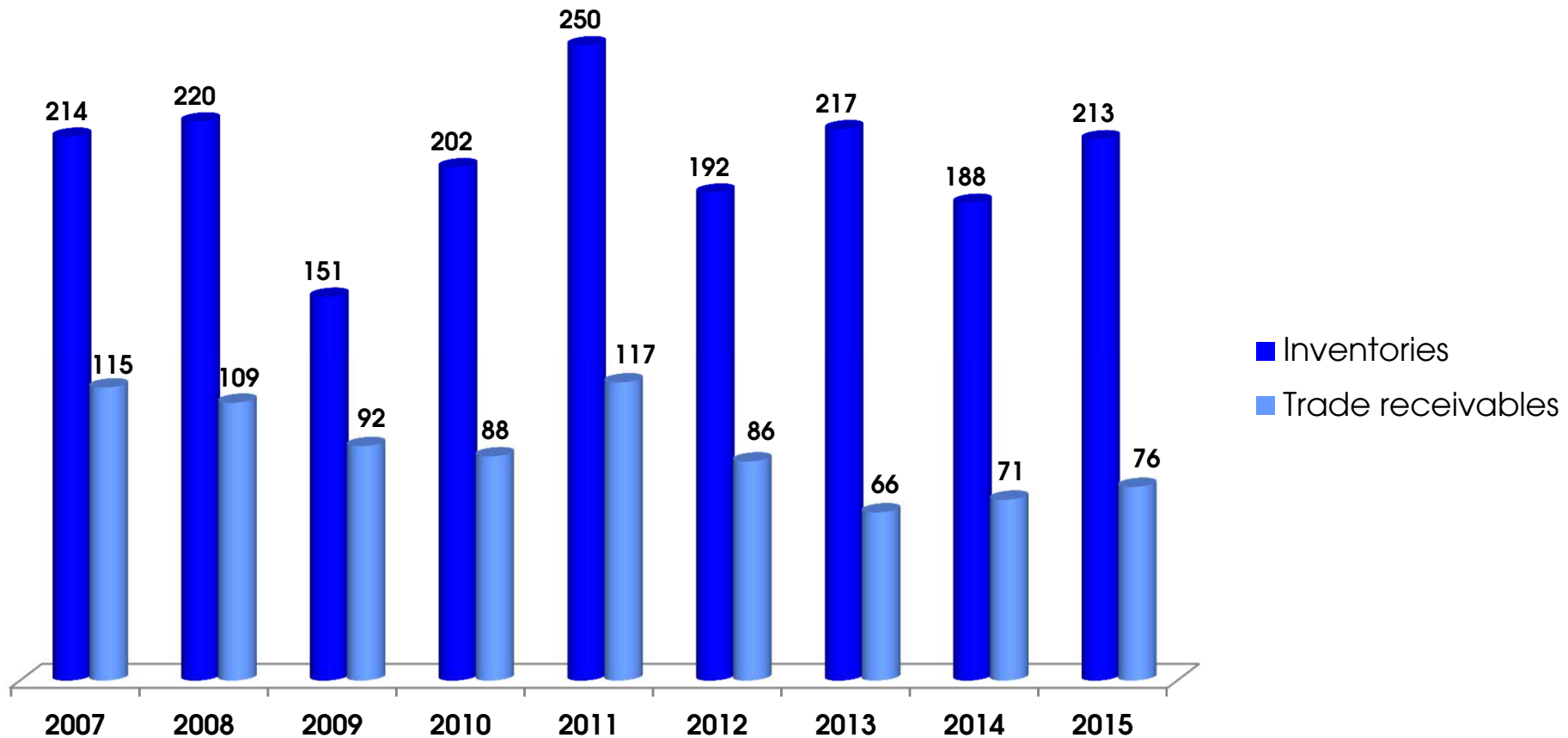
Cash flow statement

(€m)	2014	2015
Net change in cash	(22.7)	81.8
Opening cash and cash equivalents	90.7	68.0
Closing cash and cash equivalents	68.0	149.8

Cash + Other current financial assets

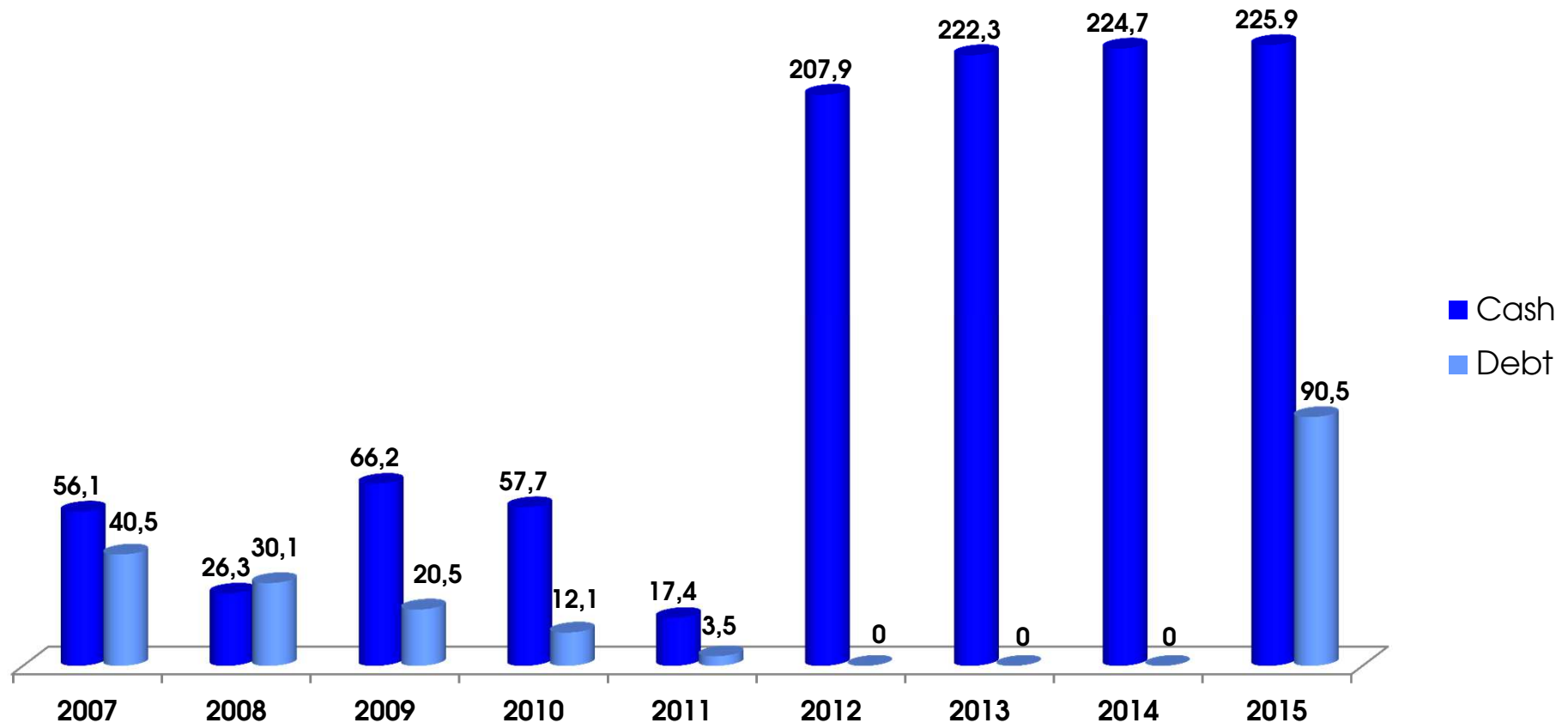
(€m)	31/12/2014	31/12/2015
Certificate of deposits > 3 months	27.0	1.0
Capital redemption contracts	36.5	36.9
Term deposit accounts	93.1	38.2
Current financial assets	156.6	76.1
Certificate of deposits < 3 months	-	1.9
Interest-bearing accounts	35.5	6.7
Term deposit accounts	1.0	65.2
Current interest-bearing accounts	19.7	43.1
Bank balances	1.8	32.9
Cash and cash equivalents	68.0	149.8
Bank overdrafts & short-term loans	-	-
Total Cash and Financial Assets	224.6	225.9

Inventories & Trade Receivables over 9 years



DIO/ DSO

Cash & Debt over 9 years



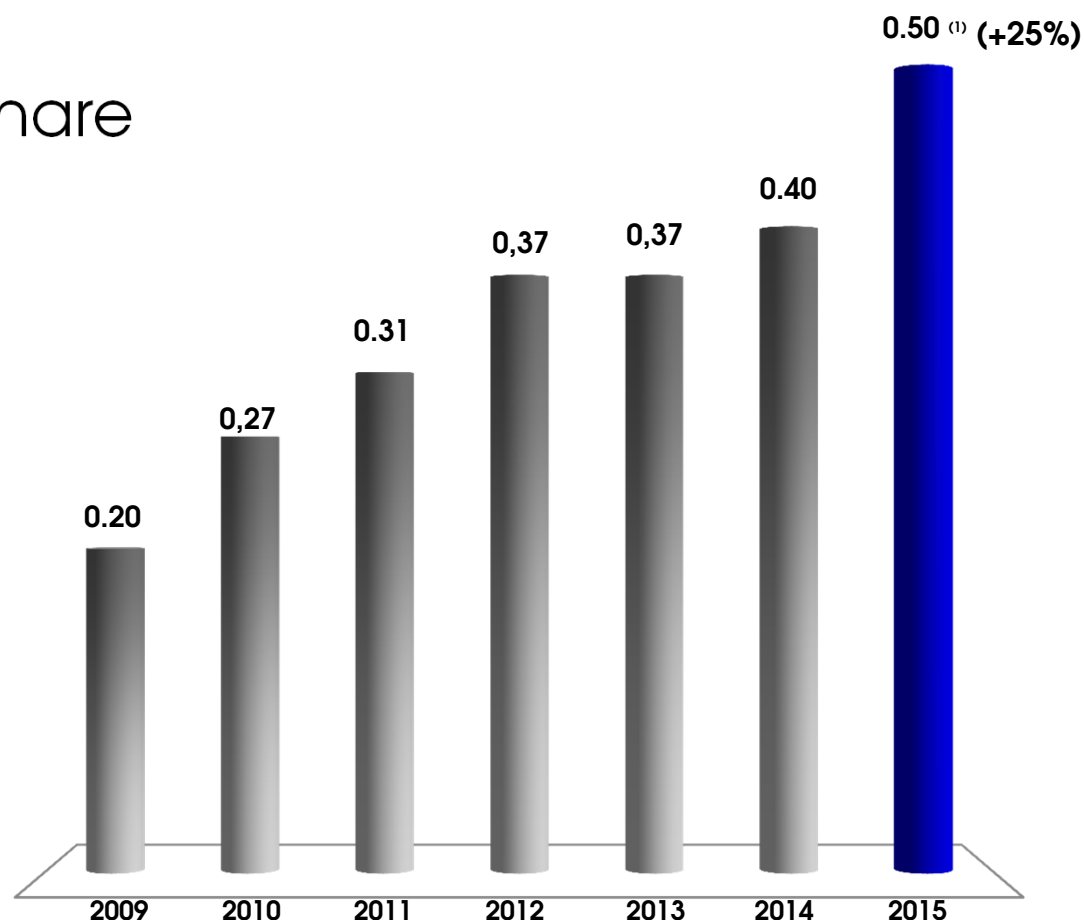
In €m

2015 financial highlights

- ✓ Exceptionally high results
 - Exceeding the most recent estimates (operating margin: 11-12%, then 12-13%)
 - Significantly impacted by the currency effect
- ✓ Strong growth in the gross margin
 - Currency effect (€/€ exchange rate: 1.33 in 2014 -> 1.11 in 2015)
 - Currency and product mix effects (Jimmy Choo and Lanvin)
- ✓ Marketing & advertising expenses at high level
 - €60m in (20.0%) -> €67m in 2015 (20.6%)
- ✓ A balance sheet that is still very solid

Dividend per share 2016

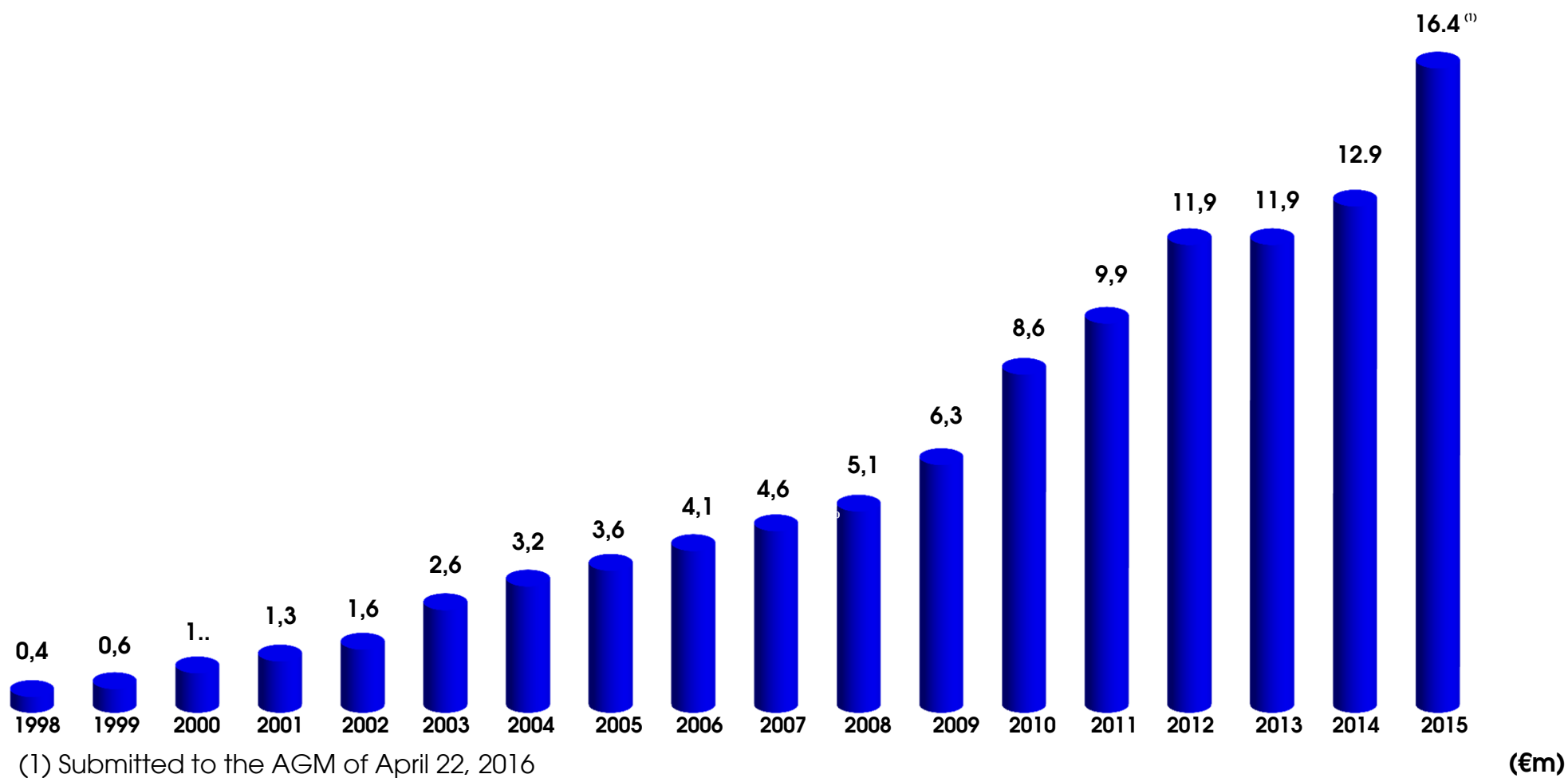
- ✓ Proposal for dividend per share
€0.50 (+25%)
- ✓ Payout ratio
55% (55% in 2014)
- ✓ Ex-rights date
April 27, 2016 (midnight)
- ✓ Payment date
April 29, 2016



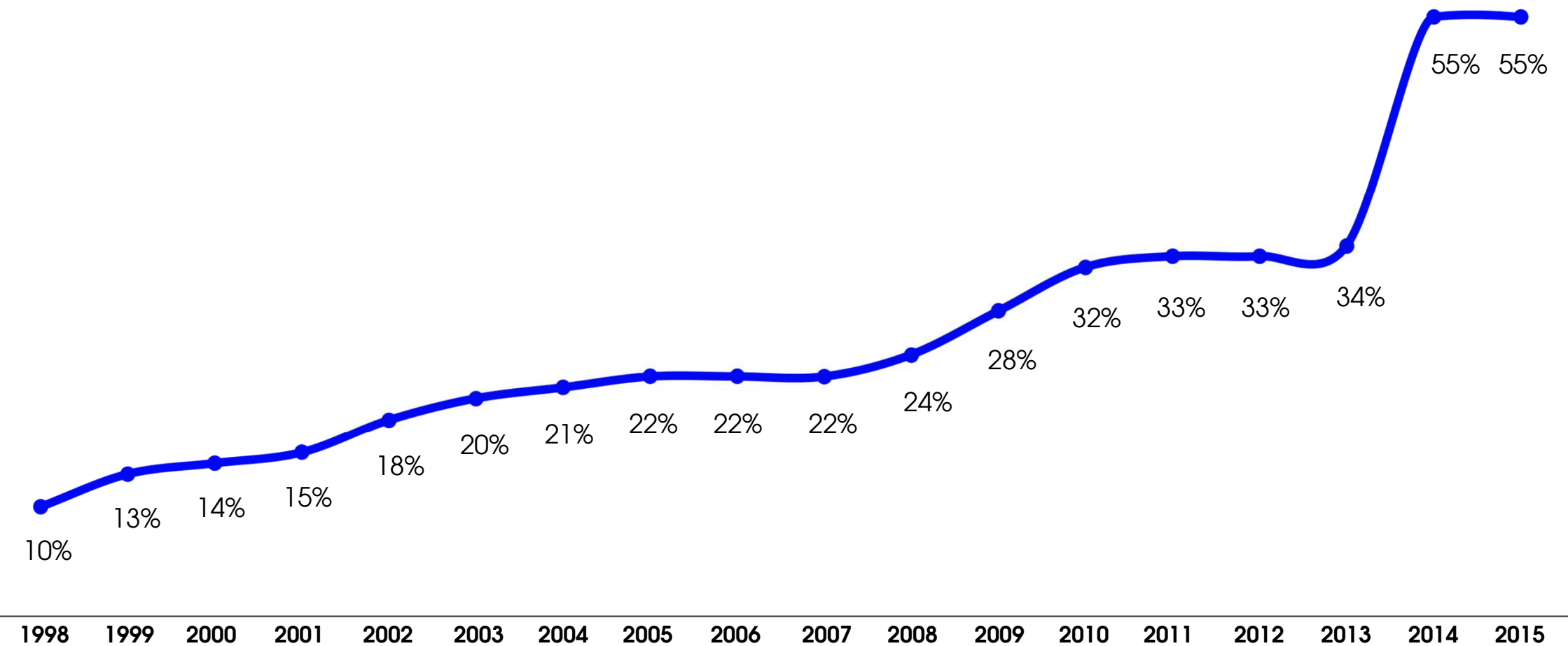
(1) Submitted to the AGM of April 22, 2016

(€, restated for bonuses issues)

Total dividend



Payout ratio



Bonus share issue

- ✓ 1 new share for every 10 held
- ✓ For the 17th consecutive year
- ✓ Programmed for June 2016

Share capital

- ✓ Number of shares at December 31, 2015
 - 32,171,732
- ✓ Potential number of shares at December 31, 2015
 - 109,153

Internal control

- ✓ A campaign of tests conducted at the end of 2015 by an Interparfums team of two over 8 weeks (Coso 2013)
- ✓ 130 controls were performed covering 47 risk areas
- ✓ No material defects identified / 2 minor failings to be remedied
- ✓ A remediation plan was implemented as of the end of 2015

Agenda

- ✓ 2016 first quarter sales
 - April 22, 2016 (before the opening of Euronext Paris)
- ✓ Combined General Meeting
 - April 22, 2016 (Paris)
- ✓ 2016 second-quarter sales:
 - End of July, 2016 (before the opening of Euronext Paris)



2016 Sales by brand

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Montblanc

- ✓ Sales: €92m (+4%)
- ✓ Further declines by historic lines
- ✓ Launch of the *Montblanc Legend Spirit* line
- ✓ Ramping up of the *Montblanc Lady Emblem* line



Jimmy Choo

- ✓ Sales: €77.0m (-7%)
- ✓ Stabilization of the *Jimmy Choo Man* line
- ✓ Limited recurring revenue from the *Jimmy Choo Blossom* line
- ✓ A high base effect for the *Jimmy Choo Illicit* line
- ✓ Launch of the *Jimmy Choo Illicit Flower* line



Lanvin

- ✓ Sales: €63.0m (-2%)
- ✓ A high base effect from the launch of the *Eclat d'Arpège Homme* and *Eclat de Fleurs* lines in 2015
- ✓ Launch of a new women's fragrance line in France (international launch in 2017)



Rochas fragrances

- ✓ Sales: €25m
- ✓ Sales on a full-year basis
- ✓ Activity centered on Spain and France
- ✓ Preparation of a new women's line
 - Launch in 2017
 - 50 countries
 - "Luxury" positioning



Rochas fashion

- ✓ Royalties: €1.8m
- ✓ Ongoing strategic assessment
- ✓ New premises
 - 1 Rond Point des Champs-Élysées
 - Move planned for May 2016
- ✓ Income statement highlights
 - A limited deficit

Van Cleef & Arpels

- ✓ Sales: €17m (-3%)
- ✓ Launch of a men's line in the spring "*In New York*" and a women's line in the fall
- ✓ A new juice for the *Collection Extraordinaire* line



Boucheron

- ✓ Sales: €17m (-5%)
- ✓ Launch of the men's line *Quatre*



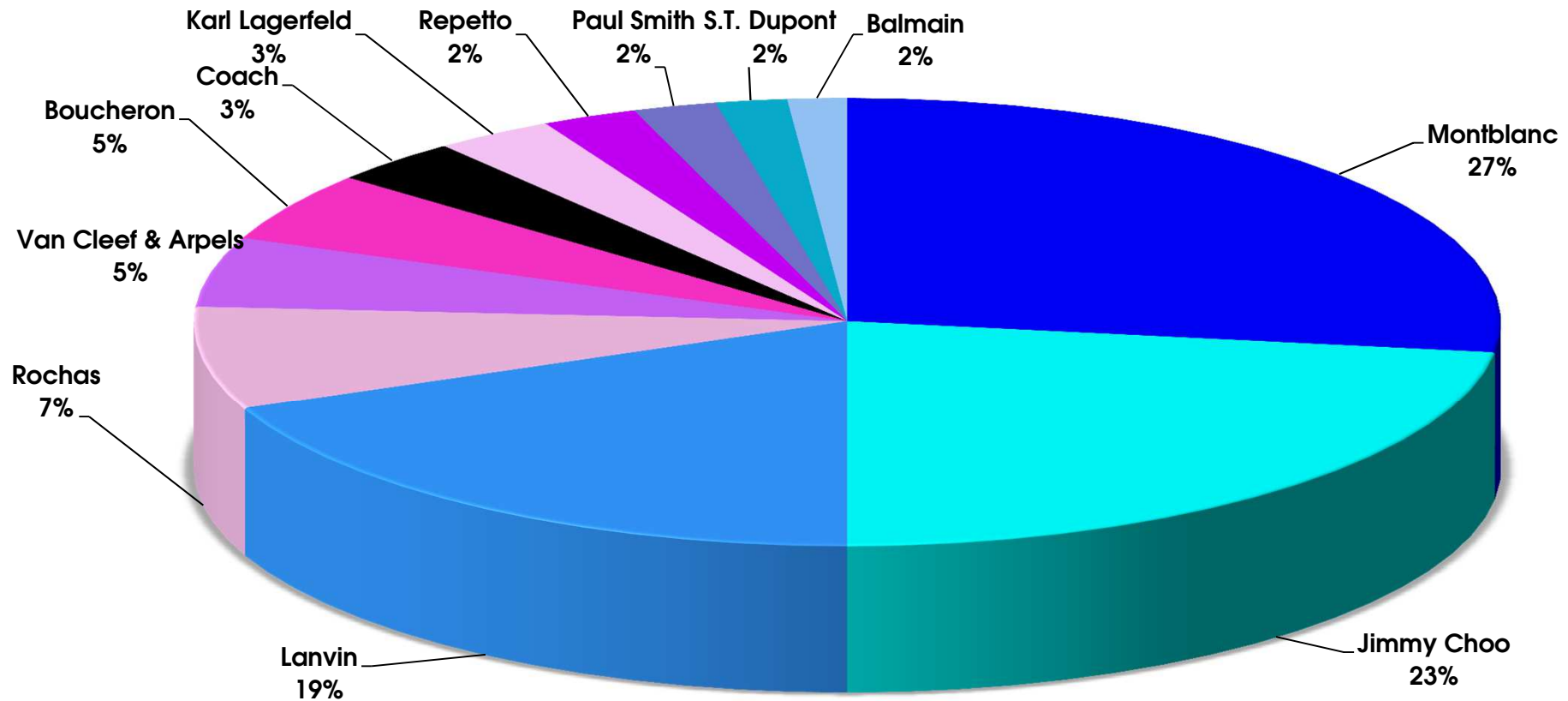
Coach

- ✓ Sales: €11m
- ✓ Launch of a first women's line
 - 2 juices (Eau de parfum + Eau de toilette)
 - Launch in September 2016
 - Target markets: mainly in the US and Asia

2016: Budget by brand

(€m)	2015	2016(e)	2016/2015
Montblanc	88.0	92.0	+4%
Jimmy Choo	83.3	77.0	-7%
Lanvin	64.1	63.0	-2%
Rochas	12.1	25.0	ns
Van Cleef & Arpels	17.5	17.0	-3%
Boucheron	17.8	17.0	-4.5%
Coach	-	11.0	na
Karl Lagerfeld	10.3	10.0	-3%
Repetto	8.0	8.0	-%
Paul Smith	9.5	7.0	-26%
S.T. Dupont	10.4	6.0	-42%
Balmain	4.8	5.0	+4%
Other	0.6	0.2	-
Fragrance sales	326.4	338.2	+4%
Rochas fashion royalties	1.0	1.8	
Total net sales	327.4	340.0	+4%

2016: Sales mix by brand



2016 business summary

- ✓ Revenue target of €340m
 - Breakdown by quarter €80/80/100/80m
- ✓ Rochas sales for full year
- ✓ Launches of *Montblanc Legend Spirit*, *Jimmy Choo Illicit Flower* and *Coach* lines in particular
- ✓ Without excluding the possibility of pursuing any new external growth opportunity...



2016
results

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2016 results

- ✓ Foreign exchange conditions expected to remain favorable
 - Budget exchange rate €/ \$ 1.15
- ✓ Marketing and advertising expenses strengthened
 - €60m in 2014 (20.1%)
 - €67m in 2015 (20.6%)
 - €80m in 2016 (23.2%)
- ✓ An operating margin between 12% and 13%



2017 Launches

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2017 Launches

- ✓ Rochas: New feminine line
 - Winter
- ✓ Lanvin : New feminine line (international launch)
 - Winter
- ✓ Boucheron : « Collection »
 - Winter
- ✓ Jimmy Choo : Extension of feminine line *Signature*
 - Spring
- ✓ Coach : New masculine line
 - Autumn
- ✓ Montblanc : Extension of masculine line *Montblanc Legend*
 - Autumn

BALMAIN
BOUCHERON
JIMMY CHOO
KARL LAGERFELD
LANVIN
MONTBLANC
PAUL SMITH
REPETTO
ROCHAS
S.T. DUPONT
VAN CLEEF & ARPELS

4 ROND POINT DES CHAMPS-ÉLYSÉES
75008 PARIS
TEL.: +33 1 53 77 00 00
INTERPARFUMS.FR