

2021 outlook

2020 : Two strategic initiatives and commercial activity maintained in a difficult environment

The significant rebound in business over the summer accelerated in the fall, particularly in October. Bolstered by this favorable trend, the company will exceed its most recent guidance and is now expecting above €340 million in revenue and an operating margin of approximately 7% to 8% for the 2020 full year.

During a particularly turbulent year, which nevertheless included two important strategic initiatives (signature of a license agreement with the Moncler brand and acquisition of an equity stake in the *origines-parfums.fr* e-commerce platform), Interparfums consolidated its fundamentals and, in this way, demonstrated the strength of its business model.

Philippe Benacin, Chairman and CEO, commented: *"While visibility remains limited for the upcoming year due to the global context, we continue to be extremely confident: confident in our core beliefs and values, confident in the quality of our brand portfolio and our creations, confident in the talent of our teams and our partners, and confident in the strength of our business model."*

Philippe Santi, Executive Vice President, added: *"For the current year, despite the unprecedented environment, we will succeed in maintaining profitability at a level which is more than satisfactory without compromising the conditions of recovery we have seen over the last few months. Should this trend be confirmed, we are confident that we will be able to return to a robust rate of growth and a double-digit operating margin by 2021."*

Paris, December 2, 2020

2021 : An activity supported by a dynamic line-up of launches

In addition to the launches initially planned in 2020, namely Kate Spade's first women's line and a new Jimmy Choo line, 2021 will also include:

- A first eco-friendly initiative by the Rochas brand;
- A first flanker series for *Montblanc Explorer*;
- A fragrance collection under the Lanvin brand.

Additional initiatives focusing on the Boucheron, Coach, Karl Lagerfeld and Van Cleef & Arpels brands will further fuel this momentum.

Upcoming events

Publication of 2020 annual sales
January 26, 2021
(before the opening of the Paris - Euronext Stock Exchange)

Publication of 2020 results
March 2, 2021
(before the opening of the Paris - Euronext Stock Exchange)

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This press release and a detailed presentation will be available in French and English on the website www.interparfums-finance.fr

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