

2018 outlook Continuing growth

Paris, November 14, 2017

2017: another year of double digit growth

2017 will be marked in particular by the successful launch of the *Mademoiselle Rochas* line and confirmation of *Coach's* success, the women's line introduced in fall 2016, with further momentum provided by the promising launch of its men's version in the fall of this year.

In this context, with sales up 10%, Interparfums will outperform a generally sluggish worldwide perfumes and cosmetics market, based on annual revenue expected to reach €400-€405 million. The operating margin is also on track to reach 13% to 13.5% for the full year.

2018: complementary product offerings

Highlights in 2018 will include the launch of several extension lines, with the continuing rollout of the *Mademoiselle Rochas* line and the release of "juices" to expand the existing product offerings of the Jimmy Choo, Lanvin and Coach brands, in particular. Also, in the French market, sales will be boosted by the launch of the new fragrance line *Dance with Repetto*.

On that basis, annual sales for 2018 should reach €420 to 425 million, up 5% from 2017. The operating margin for 2018 should remain within the range of 13%-13.5% as robust media investments are to be maintained, assuming exchange rates remain at current levels.

Upcoming events

Actionaria trade show, Paris
November 23 & 24, 2017

Publication of 2017 sales
January 30, 2018
(before the opening
of Euronext Paris)

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Philippe Benacin, Chairman and CEO declared: *"2017 will be our 3rd consecutive year of more than 10% growth, a performance reflecting, among other factors, a balanced mix in our business between established lines and launches. Growth in 2018 will remain moderate at around 5% as we intentionally focus on flanker launches in order to offer us a short breather that is indispensable for the consolidation of existing lines. This should be followed in 2019 and 2020 by renewed acceleration in growth driven by several major initiatives by the portfolio's main brands, notably Montblanc, Jimmy Choo, Lanvin, Coach and Rochas."*

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