

## 2016 first-quarter sales €84m (+8,5 %)

Paris, April 22, 2016

Consolidated first-quarter sales reached €83.7 million, up 8.5% at current exchange rates and 7.3% at constant exchange rates from the same period in 2015. Against a backdrop of continuing global economic instability, Interparfums showed solid growth, driven in particular by momentum from Montblanc fragrances, Jimmy Choo fragrances' steady expansion and Rochas fragrances' integration.

(€m)	Q1 2015	Q1 2016	16/15
Montblanc	24.0	31.8	+32 %
Jimmy Choo	19.2	19.5	+1 %
Lanvin	14.5	11.1	-24 %
Rochas	-	5.8	na
Boucheron	4.8	4.0	-16 %
Van Cleef & Arpels	4.6	3.8	-17 %
Paul Smith	1.7	2.5	+38 %
Other brands	8.4	4.7	ns
<b>Fragrance sales</b>	<b>77.2</b>	<b>83.2</b>	<b>+7.9 %</b>
Rochas fashion royalties	-	0.5	na
<b>Total net sales</b>	<b>77.2</b>	<b>83.7</b>	<b>+8.5 %</b>

### Highlights by brand

- With more than €30 million in revenue for the quarter, up 32% from last year's same period, Montblanc fragrances registered further gains, and were bolstered by the promising launch of *Montblanc Legend Spirit* that is expected to provide the brand with a new growth pillar;
- After growth of more than 50% in the 2015 first quarter driven by the success of the *Jimmy Choo Man* line and the launch of the *Jimmy Choo Blossom* line, Jimmy Choo fragrances consolidated their positions in the 2016 first quarter through the continuing roll-out of *Jimmy Choo Illicit*, the third women's line launched in fall 2015;

- Adversely affected by economic slowdowns in its two flagship markets of Russia and China, Lanvin fragrances sales contracted, pending the upcoming launch of a new women's line in the fall;
- Rochas fragrances had nearly €6 million in sales in the quarter, confirming the solid foundations established in Spain and France largely based on the *Eau de Rochas* and *Rochas Man* lines.

### Highlights by region

- With the continuing strength of the *Montblanc Legend* and *Jimmy Choo Man* lines, both ranking among the top 15 men's fragrances, North America continued the trend of 2015 (+14%), driven by the sell-in performances of the *Montblanc Legend Spirit* and *Jimmy Choo Illicit* lines;
- Western Europe (+36%) and France (+26%) benefited Rochas fragrances' integration;
- Reflecting the impact of regional economic and geopolitical instability, sales were significantly down in Eastern Europe, South America and the Middle East.

### Outlook

Based on the first quarter's performance, Interparfums is on track to meet guidance for annual revenue of €340 million in 2016.

### Upcoming events

Publication of 2016 2<sup>nd</sup> quarter sales  
July 26, 2016  
(before the opening of Euronext Paris)

### Investor Relations and Analysts Contact

Philippe Santi  
Executive Vice President  
psanti@interparfums.fr

### Press Contact

Cyril Levy-Pey  
Communication Director  
clevypey@interparfums.fr

### Shareholder information

+33 1 53 77 00 99

