

A photograph of a classical building facade. The central focus is a large, arched doorway with a decorative pediment. To the left is a large, arched window with a decorative pediment. The building is light-colored with ornate architectural details. In the foreground, there is a stone path and a small tree. The text "Q3 2024 sales" is overlaid in the center.

Q3 2024 sales

INTERPARFUMS

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Q3 2024 operating highlights



Operating highlights

Q3 2024

A fragrance market on a generally upward trajectory

Strong momentum for Interparfums in line with trends in previous quarters

Q3 2024 sales: €258m

- +20.0% at current exchange rates
- +20.2% at constant exchange rates

Increasing success for Lacoste fragrances

- Q3 sales of nearly €27m



2024 9-month operating highlights



Operating highlights

First 9 months of 2024

2024 9-month sales: €680m

- +11.4% at current exchange rates
- +11.5% at constant exchange rates

A high comparison base reflecting 19% growth in the first 9 months of 2023

- Several major launches in late 2022 and early 2023
- Inventory restocking in H1 2023

Increasing success for Lacoste fragrances

- 2024 9-month sales of €63.5m



Quarterly Sales

2024

€m	2023	2024	24/23
Q1	214.6	212.7	-1%
Q2	181.5	209.9	+16%
Q3	214.6	257.6	+20%
9 months	610.7	680.2	+11%



2024 9-month highlights by brand





JIMMY CHOO

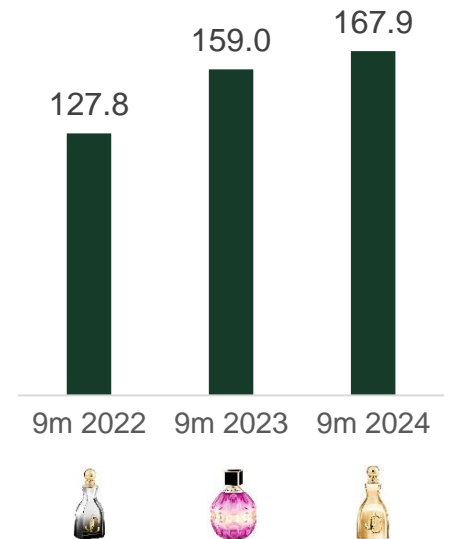
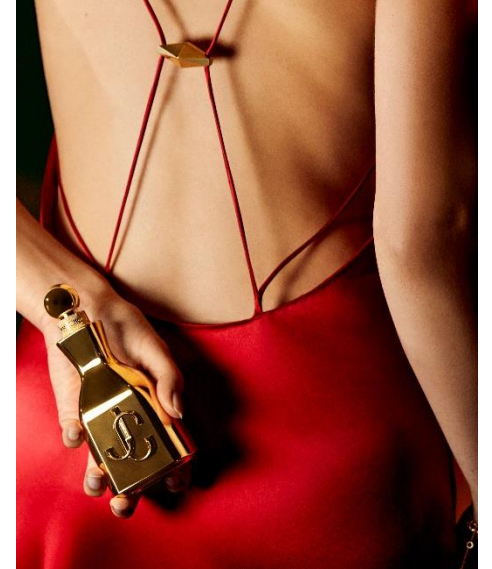
2024 9-month sales:

- €168m
- Up 6%
- The Group's top-selling brand

Launch of the *Jimmy Choo I Want Choo Le Parfum* line

- Sales of more than €20m since May

Steady performance by the *Jimmy Choo Man* lines



JIMMY CHOO



MONTBLANC

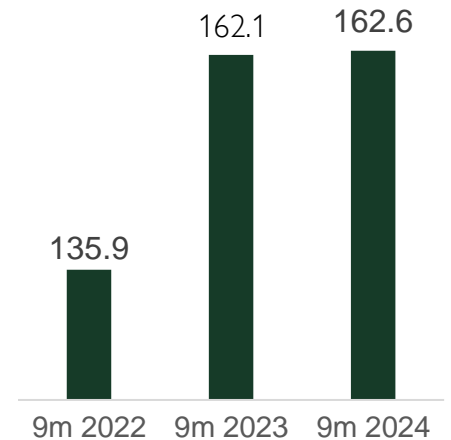
2024 nine-month sales:

- €163m
- Modest 1% growth

Montblanc Legend

- Decline for the *Legend Red* line launched in 2022
- Launch of the *Montblanc Legend Blue* line in 2024
- *John Legend*, new ambassador for the line in the Americas

Launch of a fragrance collection



MONTBLANC



COACH

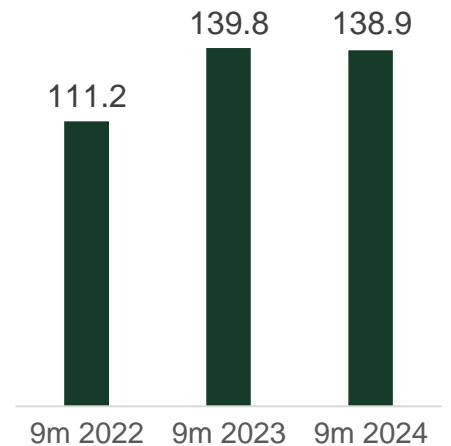
2024 9-month sales:

- €139m
- Slight 1% drop

Enduring demand for nearly all established Coach lines

Launch of the *Coach Dreams Moonlight* line

Two major new releases scheduled for 2025



LACOSTE 



THE NEW FRAGRANCE

LACOSTE

2024 9-month sales:

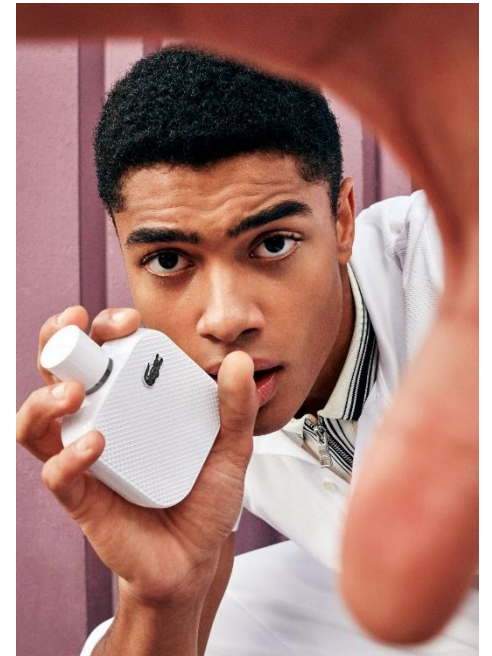
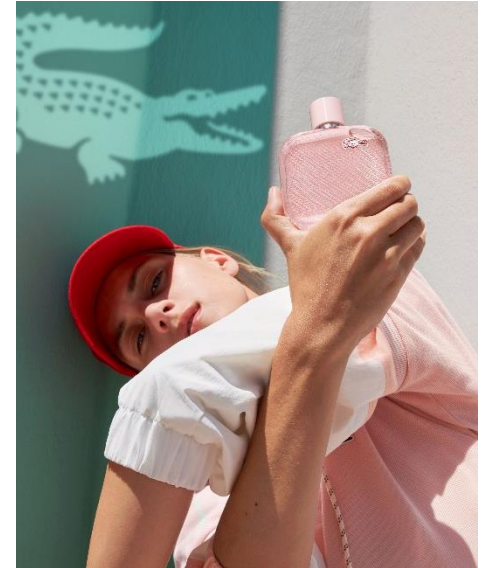
- €63.5m

Q3 sales of nearly €27m

Launch of *Lacoste Original*, the brand's first men's line developed by Interparfums

- In France since June 12
- Internationally since early July

LACOSTE 





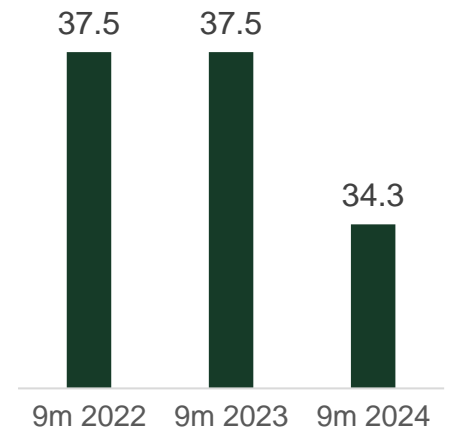
LANVIN

2024 9-month sales:

- €34.3m
- Down 9%

Launch of the *Modern Princess in jeans* line

Business closer to “normal” levels in Eastern Europe in the third quarter, limiting the 9-month decline



LANVIN
PARIS



ROCHAS

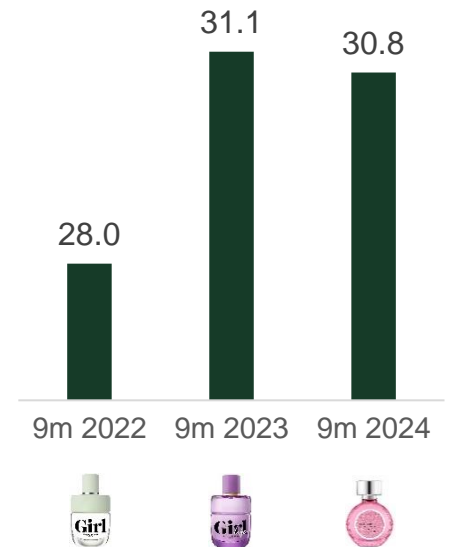
2024 9-month sales:

- €30.8m
- Slight 1% drop

Launch of product lines

- *Orange Horizon* following *Citron Soleil*
- *Mademoiselle Rochas in Paris*

A major launch scheduled for 2025



ROCHAS
PARIS



Sales

2024 9-months

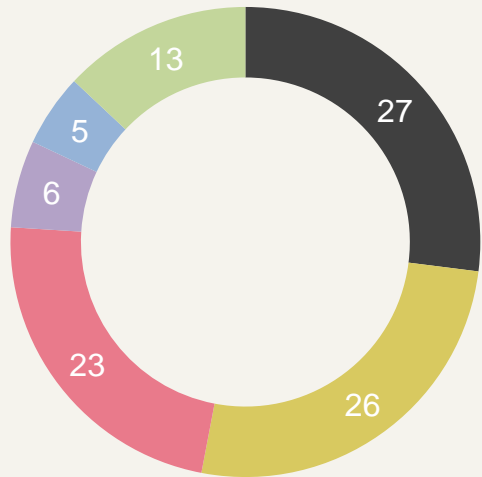
€m	9m 2022	9m 2023	9m 2024	24/23
Jimmy Choo	127.8	159.0	167.9	+6%
Montblanc	135.9	162.1	162.6	+1%
Coach	111.2	139.8	138.9	-1%
Lacoste	-	-	63.5	na
Lanvin	37.5	37.5	34.3	-9%
Rochas	28.0	31.1	30.8	-1%
Other brands	73.6	81.2	82.2	+1%
Total sales	514.0	610.7	680.2	+11%

na: not applicable

Breakdown by brand

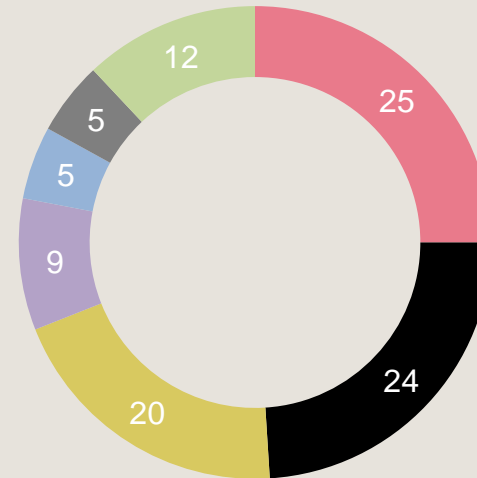
In %

2023 9-months



- Montblanc: 27%
- Jimmy Choo: 26%
- Coach: 23%
- Lanvin: 6%
- Rochas: 5%
- Other brands: 13%

2024 9-months



- Jimmy Choo: 25%
- Montblanc: 24%
- Coach: 20%
- Lacoste: 9%
- Lanvin: 5%
- Rochas: 5%
- Other brands: 12%

2024 9-month highlights by region



Sales by region

2024 9-months

North America: +5%

- An unfavorable comparison base reflecting the extremely strong acceleration in sales in the first nine months of 2023 (+22%)
- Group's largest market (36% of sales)
- A persistently energetic perfume market
- Strong momentum in Q3 2024 with the excellent start of the *Jimmy Choo I Want Choo Le Parfum* line

South America: +17%

- Good performance by Montblanc and Coach
- An advantageous region for Lacoste fragrances



Sales by region

2024 9-months

Asia: +11%

- Consolidation of business in certain markets (Australia) after 3 years of very strong growth
- A less buoyant market (South Korea)
- A limited exposure in China (2.5% of sales)
- A positive trends in Singapore

Eastern Europe: +5%

- An unfavorable comparison base due to the very strong recovery in 2023 9-month sales (+55%)
- Resumption of shipments in certain markets

Western Europe: +22%

- An unfavorable comparison base once again, although sales remain buoyant
- An advantageous region for Lacoste fragrances
- Launch of the *Lacoste Original* line



Sales by region

2024 9-months

Middle East: +10%

- The number of sales outlets continues to decrease each year
- Stronger momentum in Q3 2024

France: +28%

- Excellent performance, exceeding expectations
- Growth for Jimmy Choo and Rochas
- Launch of the *Orange Horizon* (following *Citron Soleil*) and *Mademoiselle Rochas in Paris* product lines
- Extremely advantageous takeover of Lacoste fragrance distribution





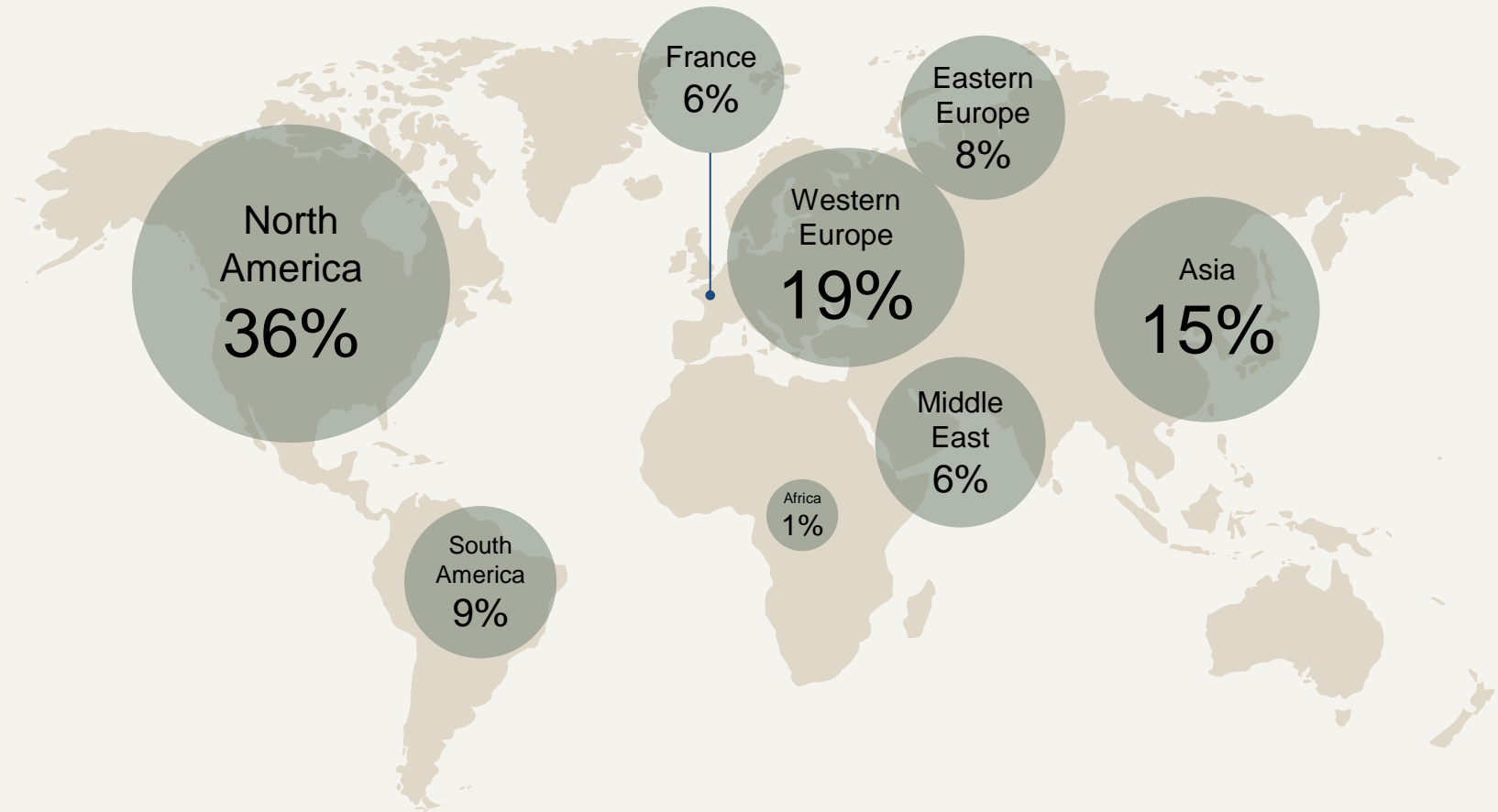
Sales

2024 9-months

€m	9m 2022	9m 2023	9m 2024	24/23
Africa	3.8	4.1	4.6	+12%
North America	194.7	236.8	247.8	+5%
South America	41.7	51.7	60.7	+17%
Asia	77.8	89.8	99.9	+11%
Eastern Europe	33.5	52.0	54.6	+5%
Western Europe	91.3	104.4	127.6	+22%
France	28.7	32.0	41.0	+28%
Middle East	42.5	39.9	44.0	+10%
Total sales	514.0	610.7	680.2	+11%

Sales mix by region

2024 9-months



2024 & 2025 outlook



Outlook

2024

Sales of app. €200m-€210m expected for Q4 2024

A 2024 full-year operating margin expected to come to around 19%

- Better-than-anticipated gross margin
- Calibrated marketing and advertising efforts



Outlook

2025

A substantial 2025 launch plan with major extensions to lines

- *Montblanc Explorer, Jimmy Choo Man, Coach (Woman and Man)*

Or new lines for the Lanvin & Rochas brands

Not to mention the launch of the *Solférino Paris* line

- A celebration of Paris and French “Art de Vivre”
- A collection of 10 fragrances created by Master perfumers
- Highly selective distribution with top-quality merchandising
- A boutique in Paris
- An e-commerce site





Q3 2024 sales

INTERPARFUMS