



interparfums, inc.

Investor Presentation

MAY 2022

Fair Disclosure

Statements in this presentation which are not historical in nature are forward-looking statements. Although we believe that our plans, intentions and expectations reflected in such forward-looking statements are reasonable, we can give no assurance that such plans, intentions or expectations will be achieved. You should not rely on forward-looking statements because actual events or results may differ materially from those indicated by these forward-looking statements as a result of a number of important factors. These factors include, but are not limited to, the risks and uncertainties discussed under “Forward Looking Statements” and "Risk Factors" in Inter Parfums' Annual Report on Form 10-K and the reports Inter Parfums files from time to time with the SEC. Inter Parfums undertakes no duty to update the information contained in this presentation.

Investment Highlights

- **Global marketer of prestige perfumes and beauty products with a portfolio of well-recognized fashion brands**
- **Large and attractive industry**
- **Preferred partner**
 - > Creative product development
 - > Brand building expertise
 - > Global distribution
- **Multi-pronged growth strategy**
 - > Continue to grow existing fragrance brands
 - > Extend existing brands into new categories
 - > Acquire new brands

Global Marketer of Beauty Products

EUROPEAN OPERATIONS

BOUCHERON
PARIS


COACH
NEW YORK

JIMMY CHOO


KARL
LAGERFELD

kate spade
NEW YORK

LANVIN
PARIS


MONCLER


MONT
BLANC

ROCHAS
PARIS

S.T. Dupont
PARIS

Van Cleef & Arpels

U.S. OPERATIONS

Abercrombie & Fitch

ANNA SUI

DONNA KARAN
NEW YORK

DKNY

emanuel ungaro
PARIS

GRAFF
THE MOST FABULOUS JEWELS IN THE WORLD




HOLLISTER
CALIFORNIA

Oscar de la Renta

Salvatore Ferragamo

MCM

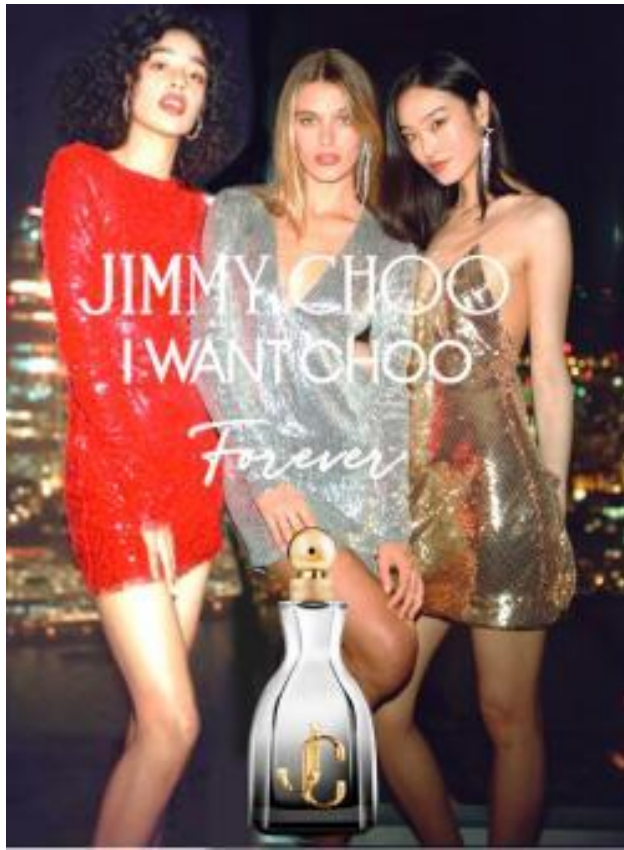

MONT BLANC

- More than 100 year old luxury brand, known for writing instruments, watches, leather goods, and jewelry
- Largest brand with 2021 sales of \$168.3 M
- **2021:**
 - > *Montblanc Explorer Ultra Blue (M)*
- **2022:**
 - > *Q1: Montblanc Legend Red extension (M)*



JIMMY CHOO

- Best known for luxury shoes, handbags and accessories
- 2nd largest brand with 2021 sales of \$154.9 M



- **2021:**
 - > *I Want Choo (W)*
 - > *Urban Hero (M)* extension
- **2022:**
 - > *Q2: Jimmy Choo Man Aqua (M)*
 - > *Q3: I Want Choo Forever (W)*



- Leading New York design house of modern luxury
- 3rd largest brand with 2021 sales of \$136.8 M
- **2021:**
 - > *Coach Dreams Sunset (W)*
- **2022:**
 - > **Q1: Coach *Wild Rose* extension (W)**
 - > **Q3: *Open Road*, a new men's scent**



COACH
NEW YORK
wild rose
The NEW FRAGRANCE for HER



LANVIN

PARIS

- French fashion house founded in 1889 known for luxury & elegance
- **2021:**
 - > *Les Fleurs de Lanvin* (W)
- **2022:**
 - > **Q2: *Mon Éclat* extension (W)**



ROCHAS

PARIS

- Luxury fashion house, established in 1925
- Acquired Rochas brand in May 2015

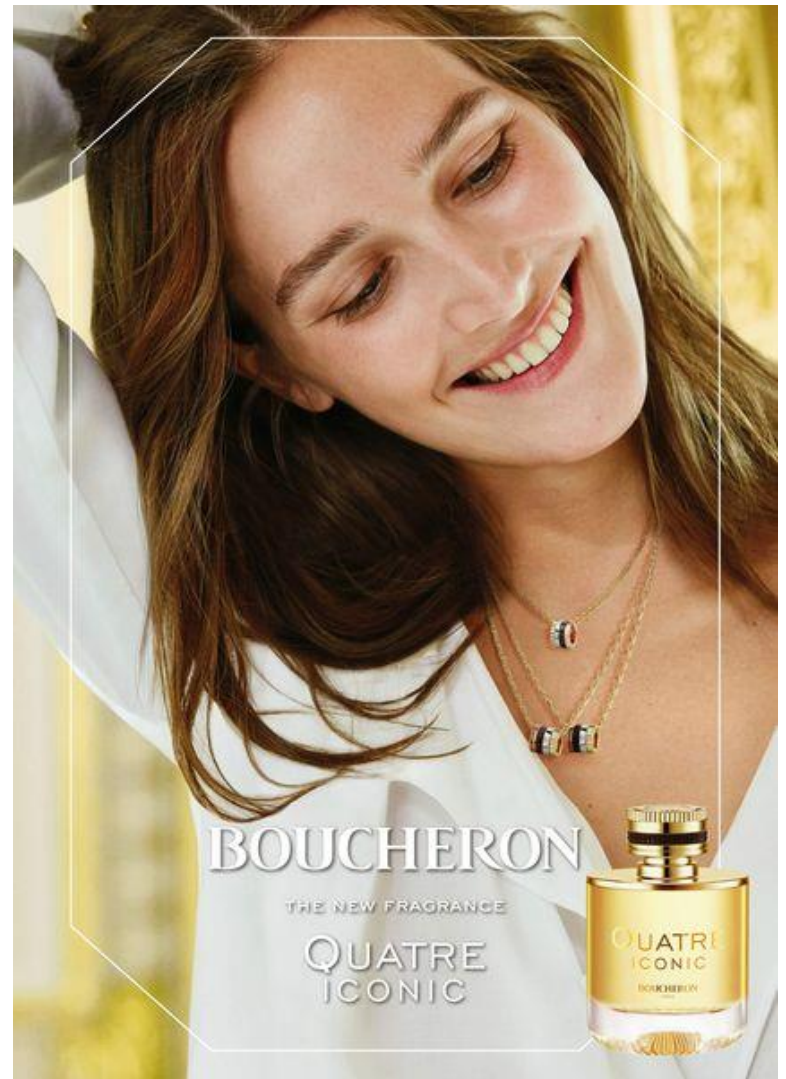


- **2021:**
 - > *Rochas Girl* (W)
 - > *L'Homme Rochas* (M) extension
- **2022:**
 - > Q1: *Girl* and *Eau de Rochas* extensions (W)
 - > Q4: *Byzance* extension (W)

- Signed 11-year exclusive worldwide fragrance license agreement effective January 2020
- The brand's youthful, colorful spirit has a strong position in North America as well as a presence in Asia
- **2021:**
 - > Distribution of legacy scents
 - > **Kate Spade New York (W)**
- **2022:**
 - > **Q1: Kate Spade *Sparkle***



- More than 150 year old luxury brand, best known for jewelry
- **2021:**
 - > ***La Collection***, line extensions
- **2022:**
 - > **Q3: *Singulier***, a new men's fragrance
 - > ***La Collection***, line extensions



Van Cleef & Arpels

HAUTE PARFUMERIE



COLLECTION
EXTRAORDINAIRE



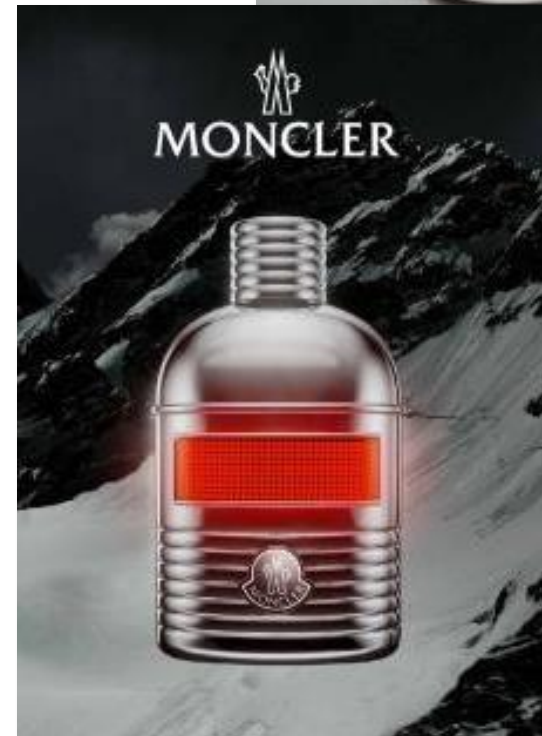
Van Cleef & Arpels

- IPAR's first fragrance license for a luxury jewelry brand
- License extended through 2024
- **2021 & 2022:**
 - > *Collection Extraordinaire*, line extensions



MONCLER

- June 2020 – Exclusive, worldwide license agreement through 12/31/26 with a potential 5-year extension
- This iconic luxury brand is best known for outerwear collections which marry the extreme demands of nature with those of city life
- **2022:**
 - > **Q1: Signature collection (M & W)**





- GUESS began as a jeans company and has since grown into a global lifestyle brand appealing to customers with a personal fashion identity, smart, confident, strong, and adventurous
- **2021:**
 - > *Bella Vita*, blockbuster women's scent
 - > *Effect*, men's fragrance & grooming collection
- **2022:**
 - > **Q1: Uomo (M)**
 - > **Q2: Bella Vita** extensions
 - > **Q3: Originals** (unisex)

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EST. 1892

Abercrombie & Fitch

NEW YORK

- Since 1892, Abercrombie & Fitch has been a specialty retailer of quality apparel and fragrance – designed to inspire its customers to feel confident, be comfortable and face their Fierce
- **2021:**
 - > *Away* duo
- **2022:**
 - > **Q2: *Authentic Moment*** duo
 - > **Q3: *Away*** duo extension

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- The quintessential retail brand of the global teen consumer, Hollister believes in liberating the spirit of an endless summer inside everyone. Hollister creates carefree style designed to make all teens feel celebrated and comfortable in their own skin.



- **2021:**
 - > *Canyon Escape duo*
- **2022:**
 - > *Q2: Canyon Rush duo*
 - > *Q3: Wave extension duo*

ANNA SUI

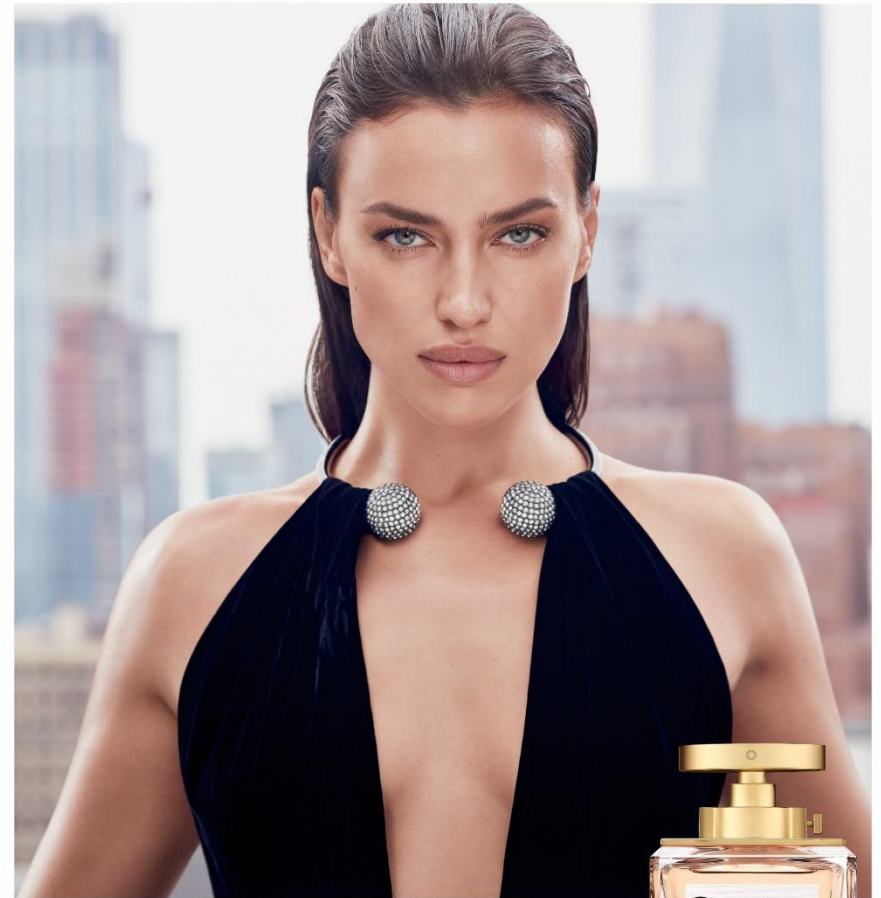
- The Anna Sui brand has a very sweet feminine girly aspect, combined with its touch of nostalgia, hipness and rock-and-roll. Anna Sui's devoted customer base is concentrated in Asia
- **2021:**
 - > *Sky* (W)
 - > *Fantasia* (W)
- **2022:**
 - > Q2: *Cosmic Sky* (W)
 - > Q3: *Fantasia* flanker (W)

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Oscar de la Renta

- Iconic brand in both the world of fashion and fragrance
- Extended license through 2031, with option through 2036
- **2021:**
 - > *Alibi* (W)
- **2022:**
 - > **Q1:** *Alibi* extension (W)
 - > **Q3:** *Bella Bouquet* (W)



Oscar de la Renta
alibi

discover the new fragrance



G R A F F

THE MOST FABULOUS JEWELS IN THE WORLD

- 2018: exclusive worldwide license with renewal options running through 2035
- Known for the most exquisite, fabulous jewels ever produced



- **2021:**
 - > *Lesedi La Rona* relaunch
 - > *Lesedi La Rona* extensions
- **2022:**
 - > **Q2:** *Lesedi La Rona* extensions

MCM



- 2019: Signed exclusive, 10-year worldwide license, with options through 2034
- MCM is a luxury lifestyle brand with an attitude defined by the cultural Zeitgeist and a focus on functional innovation
- **2021:**
 - > **MCM signature scent, genderfluid**
- **2022:**
 - > **Q1: Graffiti Limited edition**
 - > **Q2: MCM *Ultra***



Salvatore Ferragamo

- Effective 10/21 - Exclusive, 10-year worldwide license agreement, with 5-year extension option
- Renown for luxury goods for men and women: footwear, leather goods, apparel, other accessories, jewels and fragrances
- Established a wholly-owned Italian subsidiary, based in Florence; production in Italy
- Purchased existing fragrance inventory, molds and tools and hired Ferragamo staff
- In addition to legacy fragrances, new scent to launch in late 2023



DONNA KARAN

NEW YORK

- Effective 7/22 - Exclusive, 10-year worldwide license agreement, with 5-year extension option
- Donna Karan has been synonymous with New York, inspired by its energy and attitude.
- DKNY is a global lifestyle powerhouse in fashion and fragrance
- Brands will rank among our largest
- Inheriting well-established pillars including Donna Karan *Cashmere Mist* and the DKNY *Be Delicious*
- Plan to launch new fragrance in 2023

DKNY



emanuel ungaro

PARIS

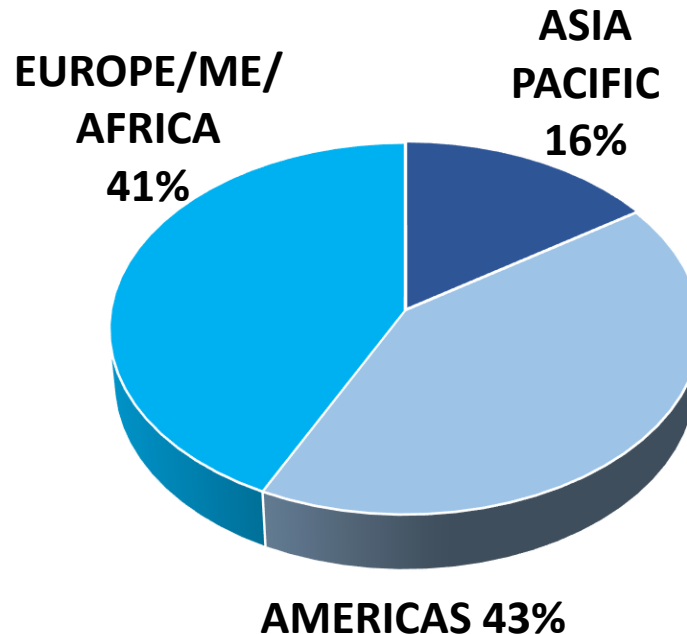
- Signed an exclusive, 10-year global license agreement, with a 5-year extension option, effective January 1, 2022
- Ungaro is a legendary name synonymous with creativity, colors and signature cuts & patterns
- Representative of the intersection of Italian creativity & craftsmanship with French luxury and execution
- Plan to unveil a new fragrance in 2023



Large and Attractive Industry

Fragrance Industry: 2021 world market size approx. \$56.0 billion

2021 Global Fragrance Industry Sales by Geography



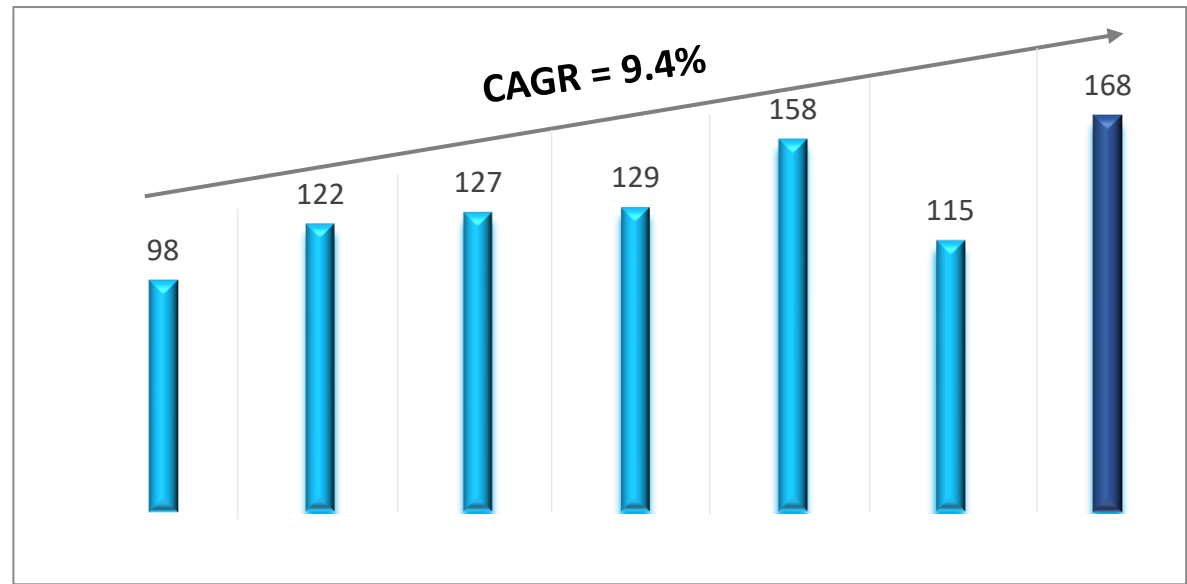
Source: Industry Sources

Preferred Partner

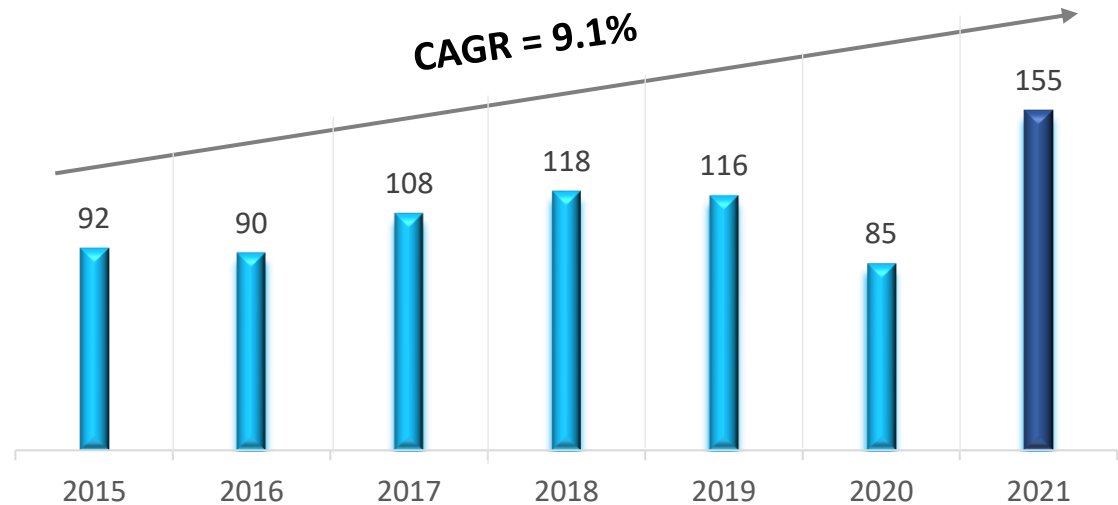
- Our size enables us to work closely with brand owners in the product development process
- Creative product development that captures the essence of a brand
- Nearly 40 years of knowledge and experience with a proven track record of product launches
- Global distribution
- Financial strength to support global product launches and advertising campaigns

Demonstrated Success

Fragrance Sales
(in millions of \$)

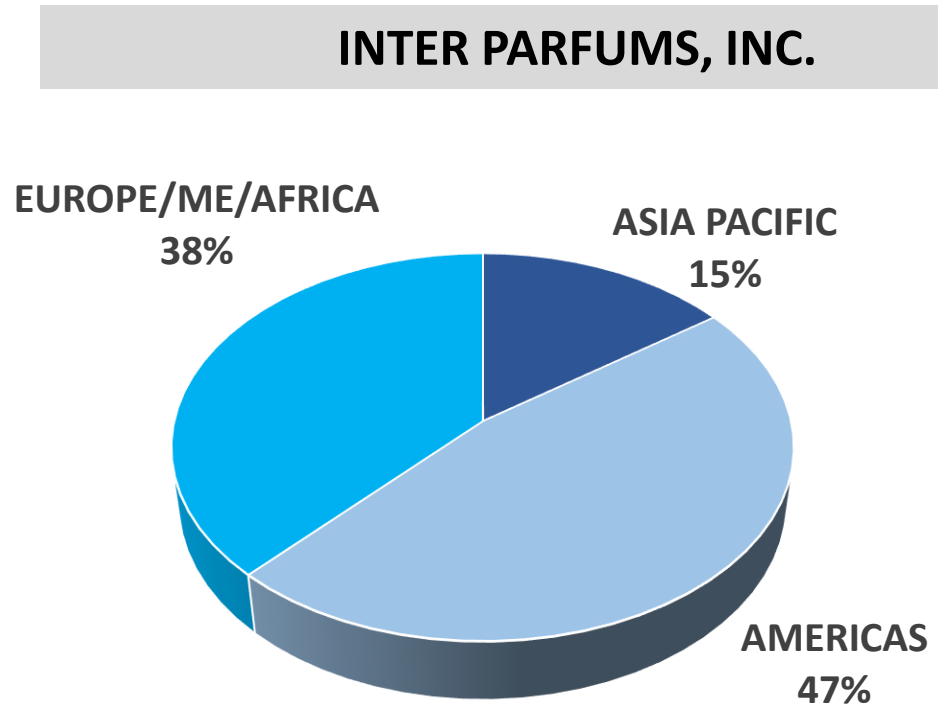


JIMMY CHOO



2021 SALES BY REGION

- Our products are distributed in over 120 countries through department stores, perfumeries and travel retail
- Company-owned distribution in United States, France and Spain



Multi-Pronged Growth

2022

Major Launches

- Boucheron, *Singulier* (M)
- Coach *Open Road* (M)
- GUESS *Uomo* (M)
- GUESS *Originals* (Unisex)
- Moncler (W&M)

Extensions For Major Brands

- Coach *Wild Rose*
- Coach *Dreams Sunset*
- Ferragamo *Signorina*
- GUESS *Bella Vita*
- Jimmy Choo *Man Aqua*
- Jimmy Choo *I Want Choo Forever*
- Kate Spade *Sparkle*
- Lanvin *Mon Éclat*
- MCM *Ultra*
- Montblanc *Legend Red*
- Rochas *Girl*
- Rochas *Eau de Rochas*
- Rochas *Byzance*

Multi-Pronged Growth Extend into New Categories

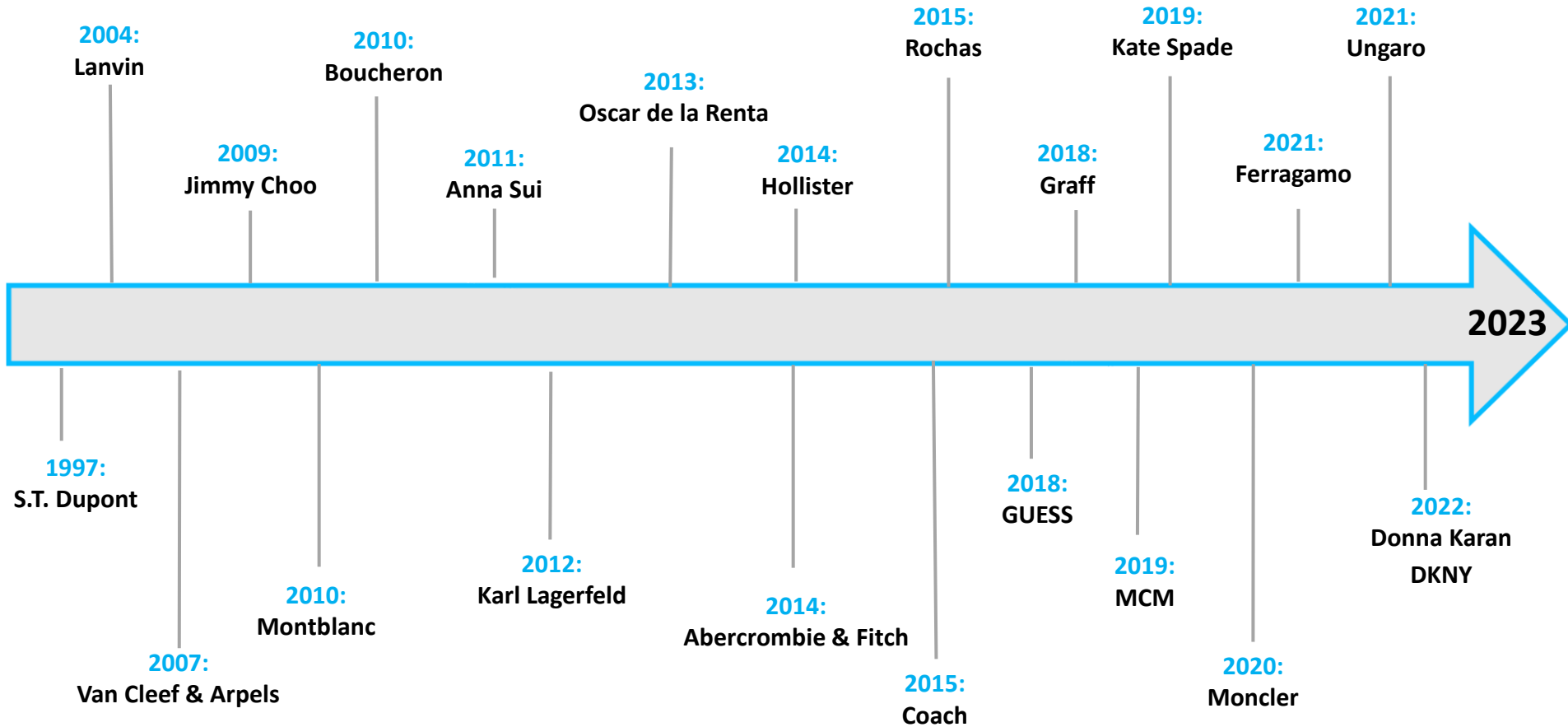
TRAVEL AMENITIES

- **Lanvin:** supplying Sofitel, the 5-Star hotel chain with more than 120 properties
- **Ferragamo:** supplying Lungarno Hotels, 6 properties

E-COMMERCE INITIATIVE

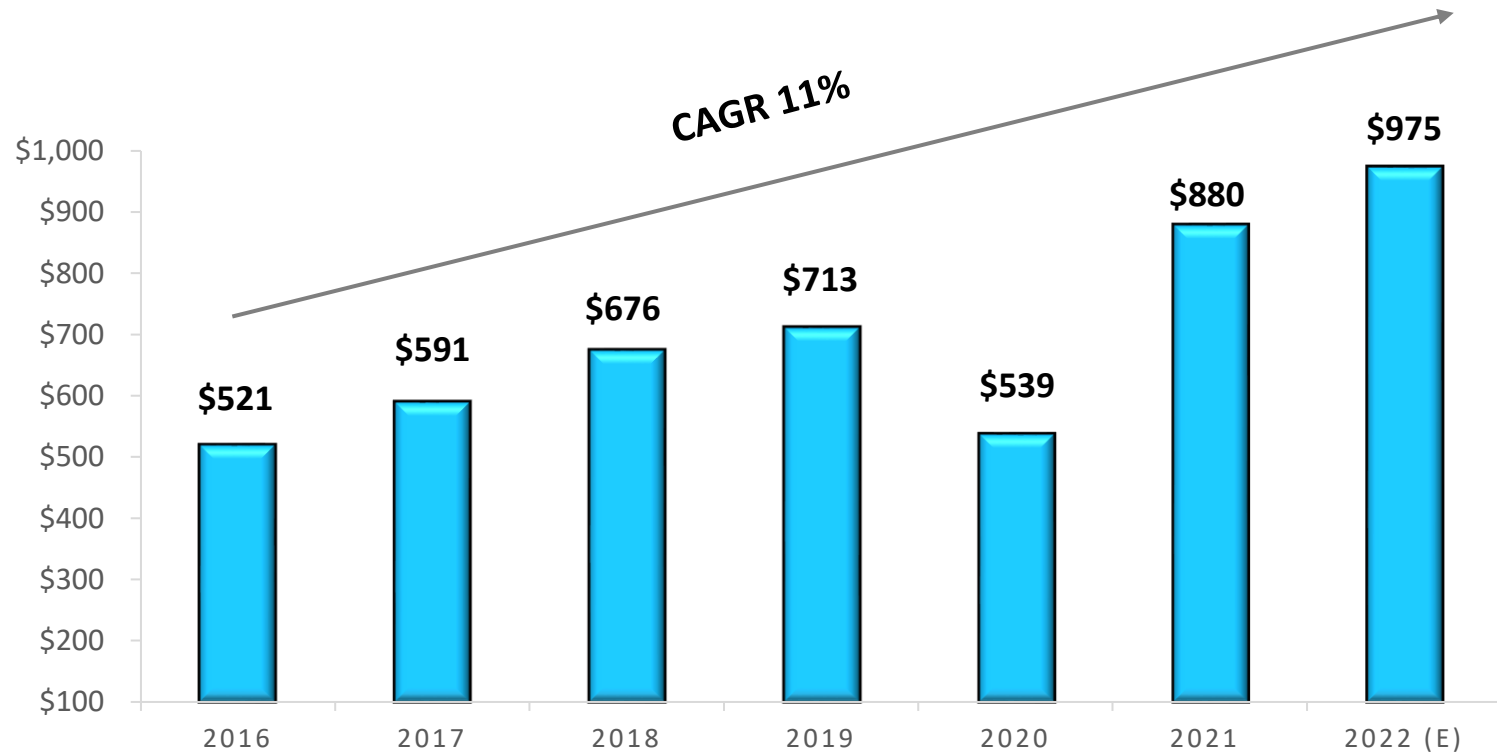
- Equity investment in origines-parfums.fr

Multi-Pronged Growth Acquisitions & New Licenses



Track Record of Performance

Net Sales
(\$ in millions)



First Quarter Ended March 31,

<i>(\$ in millions, except per share data)</i>	2022	2021	% Change
Net Sales	\$250.7	\$198.5	26%
Gross Profit	\$158.7	\$125.2	27%
<i>Gross Margin (as a percentage of Net Sales)</i>	63%	63%	-
Operating Income	\$61.2	\$48.0	28%
<i>Operating Margin (as a percentage of Net Sales)</i>	24%	24%	-
EBITDA	\$64.3	\$50.5	27%
<i>EBITDA Margin (as a percentage of Net Sales)</i>	26%	25%	1 pt.
Net Income (IP)	\$35.2	\$27.7	27%
<i>Net Income Margin (IP) (as a percentage of Net Sales)</i>	14%	14%	-
Diluted EPS (IP)	\$1.1	\$0.9	26%

Strong Balance Sheet

- **Working Capital:** \$484 million
- **Cash, Cash Equivalents and Short-Term Investments:** \$265 million
- **Working Capital Ratio:** 2.9 to 1
- **Long-Term Debt:** \$125 million (acquisition of new Paris headquarters)
- **Annual Dividend:** \$2.00 per share
- **Low Capex:** \$5 million

As of 3/31/22

Outlook

Guidance 2022

- Sales: \$975 million
- Diluted EPS: \$3.00

Long-Term Targets

- Generate 10+% internal revenue growth
- EPS growth of 12%-15%
- Future acquisitions, if any, will be additive

Guidance assumes that the average dollar/euro average exchange rate remains at current levels and there is no significant resurgence in the COVID-19 pandemic.

With respect to the geopolitical situation in Eastern Europe, future impacts on our business, including sanctions and counter-sanctions, are difficult to predict due to the high level of uncertainty as to how these developments will evolve..

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