

## 2007 third-quarter sales up 11% at constant exchange rates

### Sales highlights

**BURBERRY**

Christian Lacroix

**LANVIN**  
PARIS

**NICKEL**

Paul Smith

**QUIKSILVER** 

**ROXY**

*S.T. Dupont*  
PARIS

Van Cleef & Arpels

Inter Parfums had consolidated sales in the 2007 third quarter of €65.1 million, up 11.2% at constant exchange rates over the same period last year. Reflecting the euro's sustained rise against the dollar, sales at current exchange rates grew 8.4%. This expansion was driven by launches of *Roxy* and *Paul Smith Rose* fragrances, the contribution of Van Cleef & Arpels fragrances and good performances by the main historic brands.

Sales for the first nine months totalled €175.4 million, up 11.7% at constant exchange rates and 8.8% at current exchange rates over the equivalent prior-year period. France, the Middle East and Eastern Europe posted double-digit growth year-to-date while trends in Western Europe and North America remained positive.

### Quiksilver license agreement

The license agreement concluded in March 2006 between Inter Parfums and Quiksilver has been extended to men's fragrances under the Quiksilver brand. The launch of the first line is scheduled for fall 2008.

### Full-year outlook

Based on the volume of orders and the anticipated impact on sales of the euro/dollar exchange rate (€5 million to €6 million), the Company announces full year guidance for 2007 sales in the €235 million to €240 million range. The estimated impact of this currency effect on operating profit (€4 million) will be limited by tight control over operating expenses.

Philippe Benacin, Chairman and Chief Executive Officer commented: *"After very robust growth in July and August, September came in below our expectations. In contrast, October sales remain on target. The weak US dollar, challenges in building up Van Cleef & Arpels inventories to meet demand and a slower-than-expected start-up of our European distribution subsidiaries have reduced earnings visibility. Net profit is expected to be around €19 million for fiscal year 2007. These developments in no way affect our ambitions and our road plan for the years ahead"*.

Paris, October 23, 2007

### Upcoming events

- Actionaria tradeshow, Paris:  
16 and 17 November 2007
- Publication of 2007 forecasts and 2008 targets:  
28 November 2007 after the close of trading

Financial information is available at Inter Parfums' website: [www.inter-parfums.fr](http://www.inter-parfums.fr)

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