



**2006 NINE MONTHS NET SALES**  
**ACTIVITY IN LINE WITH ANNUAL GUIDANCE**

NET SALES BY DIVISION				
Net sales in € Million	YTD September 2006	YTD September 2005	Change <sup>(1)</sup>	Like-for-like <sup>(2)</sup>
Beauty	468.4	424.2	+ 10.4%	+ 9.6%
Perfume	220.9	274.5	- 19.5%	- 0.7%
<b>Total</b>	<b>689.3</b>	<b>698.7</b>	<b>- 1.3%</b>	<b>+ 6.2%</b>

For the first nine months, net sales reached €689.3 million, up 6.2% <sup>(2)</sup>, slightly exceeding the annual target of 6% announced by the Group.

The Beauty Division pursued strong growth in the third quarter fuelled by new launches (additions to the Extra Firming line in the process of being reformulated, *Super Restorative Redefining Body Care*, the first body product of the Super Restorative line and *Skin Difference*, an innovative night skin care treatment for men acting on both beard and skin), combined with solid performances by existing products. Year to date September 2006 consolidated net sales for the Division increased by 9.6 % <sup>(2)</sup>.

As expected and reflecting the high base effect, net sales for perfumes declined in the third quarter. In the same period in 2005, the Perfume Division benefited from the launches of *Silver Black/Onyx* by Azzaro and *Alien* by Thierry Mugler. These two fragrances that are performing well on a sell-out basis are important growth drivers for the Group's two main perfume brands. With no major launches in 2006, the Division's sales slightly decreased (- 0.7%) <sup>(2)</sup> in the first nine months compared to a strong growth (+ 29.1%) achieved last year.

<sup>(1)</sup> At average exchange rates

<sup>(2)</sup> At constant exchange rates and on a comparable basis (excluding the US perfume distribution activity)



<b>Consolidated Data in € Million</b>	<b>2006</b>	<b>2005</b>	<b>Change <sup>(1)</sup></b>	<b>Like-for-like <sup>(2)</sup></b>
1 <sup>st</sup> quarter	238.3	225.1	+ 5.8%	+ 8.6%
2 <sup>nd</sup> quarter	236.3	235.5	+ 0.4%	+ 8.4%
<b>1<sup>st</sup> half</b>	<b>474.6</b>	<b>460.6</b>	<b>+ 3.0%</b>	<b>+ 8.5%</b>
3 <sup>rd</sup> quarter	214.7	238.1	- 9.8%	+ 1.6%
<b>First nine months</b>	<b>689.3</b>	<b>698.7</b>	<b>- 1.3%</b>	<b>+ 6.2%</b>

<b>NET SALES BY GEOGRAPHICAL AREA</b>				
<b>Consolidated Data in € Million</b>	<b>YTD September 2006</b>	<b>YTD September 2005</b>	<b>Change <sup>(1)</sup></b>	<b>Like-for-like <sup>(2)</sup></b>
Europe	433.1	412.3	+ 5.1%	+ 5.0%
North America	124.1	166.5	- 25.5%	+ 7.9%
Asia	80.2	70.2	+ 14.3%	+12.4%
Other countries <sup>(3)</sup>	51.9	49.7	+ 4.3%	+ 3.7%
<b>Total</b>	<b>689.3</b>	<b>698.7</b>	<b>- 1.3%</b>	<b>+ 6.2%</b>

*(1) At average exchange rates*

*(2) At constant exchange rates and on a comparable basis (excluding the US perfume distribution activity)*

*(3) "Other countries" include chiefly Australia, the Middle East, Latin America and Africa*

### **Upcoming events (subject to modifications)**

- **February 1, 2007 : 2006 net sales**
- **March 15, 2007 : 2006 annual results**



Eurolist - Compartment A

Investor Relations Department – [www.clarins-finance.com](http://www.clarins-finance.com)

Tél. : +33 1 46 41 41 25 – Fax : +33 1 45 00 35 88 – Email : [finance@clarins.com](mailto:finance@clarins.com)



**AZZARO**  
PARIS

*Thierry Mugler*

PARFUMS  
**Stella Cadente**