

## 2008 FIRST HALF NET SALES

Net sales by Activity	2008 first half	2007 first half	Change at average exchange rates	Change at constant exchange rates
	In € million		In %	
Beauty	346.1	342.0	+1.2	+7.6
Perfumes	139.7	152.6	-8.4	-3.8
<b>Consolidated total</b>	<b>485.8</b>	<b>494.6</b>	<b>-1.8</b>	<b>+4.1</b>

At June 30, 2008, the Group had consolidated sales of €485.8 million, up 4.1% at constant exchange rates.

This respectable performance was achieved under challenging market conditions resulting from a worldwide slowdown in consumer spending, flat growth in sales volumes in the cosmetic industry, particularly fierce competition for perfumes and unfavourable foreign exchange trends for the European cosmetics industry.

Growth in Group sales in part reflected a slightly positive trend for sales volumes combined with a strong marketing plan for skin care products.

On this basis, the Beauty Division, under the flagship of Clarins brand, achieved sales growth of 7.6% at constant exchange rates, driven largely by excellent gains of the Skin Care range. Make-up sales were satisfactory despite a high comparison basis following the successful placement of the new line in the 2007 first half.

In the absence of major launches, Perfumes declined 3.8% in relation to a high comparison basis from launches by the Thierry Mugler and Azzaro brands in the 2007 first half.

Given the unfavourable economic environment providing limited visibility, Clarins Group now anticipates full-year sales growth of 4% at constant exchange rates, at the lower end of the 4%-6% guidance range announced at the beginning of the year.

Earnings will be impacted by very unfavourable foreign exchange trends and the consequences of the Group's stated strategy of investing to support the development of its existing and new brands.



Net sales by quarter	2008	2007	Changes at average exchange rates	Changes at constant exchange rates
	In € million		In %	
1 <sup>st</sup> quarter	240.1	240.4	-0.1	+4.9
2 <sup>nd</sup> quarter	245.7	254.2	-3.4	+3.2
<b>1<sup>st</sup> half</b>	<b>485.8</b>	<b>494.6</b>	<b>-1.8</b>	<b>+4.1</b>

Net sales by region	2008 first half	2007 first half	Change at average exchange rates	Change at constant exchange rates
	In € million		In %	
Europe	313.0	323.1	-3.1	-0.2
North America	70.1	72.3	-3.0	+8.1
Asia	57.0	55.3	+3.0	+15.0
Other Countries <sup>(1)</sup>	45.7	43.9	+4.1	+15.0
<b>Consolidated total</b>	<b>485.8</b>	<b>494.6</b>	<b>-1.8</b>	<b>+4.1</b>

<sup>(1)</sup> "Other countries" include chiefly Australia, the Middle East, Latin America and Africa

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Euronext Paris - Compartment A

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

Tel.: +33 1 46 41 41 25 – Fax: +33 1 45 00 35 88 – E-mail: [finance@clarins.com](mailto:finance@clarins.com)



**AZZARO**  
PARIS

*Thierry Mugler*

myBlend  
BY OLIVIER COURTIN

**PORSCHE DESIGN**  
FRAGRANCES

**DAVID YURMAN**