

Puig Revenues reached €1,790 Million with 9% Growth in 2016

- Net Income was €155 Million, an increase of 23% versus 2015
- The company is still on track to reach its objective of €2 Billion in revenues in 2017

Barcelona, April 24, 2017

Puig Net Revenues reached €1,790 Million in 2016, which represents a growth of 9% in reported net revenues and a 5% rise on a like-for-like and constant currency basis.

Profit Before Tax represented 12% of Net Revenues. Net Income reached €155 million, or 9% of revenues.

Evolution of Net Revenues and Profit (2015-2016)

In millions of euros

	2015	2016	A15/A16	(1)
Net Revenues	1,645	1,790	9%	5%
Profit Before Tax (PBT)	181	215	19%	
Corporate Tax	-50	-56		
<i>Taxes/PBT</i>	-28%	-26%		
Net Income	126	155	23%	

Despite the additional costs related to the integration of Jean Paul Gaultier in 2016, Puig improved profitability with respect to 2015 in line with its three-year strategic plan ending in 2017.

Worldwide Presence

	2016
% of revenues outside Spain	85%
% of revenues in emerging markets ⁽²⁾	44%

(1) On a like-for-like and constant currency basis

(2) Outside the European Union and North America

Geographical Breakdown

In 2016, 15% of revenues were generated in Spain and 85% in the rest of the world. Emerging markets

outside the European Union and North America accounted for 44% of the company's business.

Puig had 4,430 employees in 2016, 40% of whom worked in Spain.

All Puig fragrances were manufactured in the company's production centers in France and Spain.

Puig currently sells its products in more than 150 countries and has subsidiaries in 22 of them.

Business Development

Growth in alcohol-based perfumes in 2016 was driven by the integration of Jean Paul Gaultier and the launches of L'Homme and La Femme by Prada, Luna by Nina Ricci, and Good Girl by Carolina Herrera, which success has been outstanding since its introduction, and which currently holds a leading position in every market where it has been launched.



From left to right: Good Girl by Carolina Herrera, Lady Million Privé and 1 Million Privé by Paco Rabanne, Luna by Nina Ricci, and L'Homme and La Femme by Prada.

Penhaligon's opened 6 new owned stores in the U.S. and consolidated its position in the rest of the world with 16 stores in the UK, 6 in Asia, and 2 in Paris. Growth in sales was supported by the launch of the new Portraits line, a tribute to British eccentricity and aristocracy. In addition, L'Artisan Parfumeur renewed its image and opened a new store in Paris (Saint-Germain-des-Prés) as part of the brand's renewal.



Penhaligon's Portraits collection.



Interiors of the new Penhaligon's U.S. stores in Honolulu, Hawaii, and the Garden State Plaza in Paramus, New Jersey.

Also notable were product launches by Benetton (Colors) and Shakira (Dance).

In April 2016 Puig acquired a minority stake in EB Florals, a niche fragrance company based in Los Angeles created by celebrity florist Eric Buterbaugh.

Puig also acquired a minority stake in Granado in September 2016. This Brazilian company founded in 1870, which is a pioneer in the production of high-quality natural preparations, owns two of Brazil's most iconic and traditional brands, Granado and Phebo. Its portfolio comprises over 900 types of products including bath, body care, cosmetics, perfumes, baby care, and para-pharmacy. Granado currently owns 51 stores across Brazil.



Interior of one of the Granado stores in Brazil, and the Granado product range.

In the fashion arena, **Carolina Herrera New York** celebrated its 35th birthday in 2016. Of the various commemorative events that took place throughout the year, two are particularly worth mentioning. One was a celebration in honor of the designer held at the U.S. Embassy in Madrid attended by international celebrities. The other, was the release of the book *Carolina Herrera, 35 Years of Fashion*, produced by the prestigious publishing house Rizzoli, which offers a visual review of the designer's work and the fashion house she created.

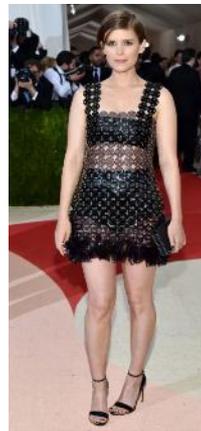
Celebrities such as Lady Gaga, Blakely Lively, Diane Kruger, and Lupita Nyong'o continued to wear Carolina Herrera creations during 2016.

Nina Ricci continued to set the trend as an international fashion brand.

Paco Rabanne began a new chapter in the world of fashion under the guidance of its creative director

Julien Dossena, a renowned designer whose artful collections fuse elements of the Paco Rabanne legacy with cutting-edge trends.

The travelling **Jean Paul Gaultier** exhibition *From the Sidewalk to the Catwalk* concluded in Seoul, South Korea in June 2016 having been viewed by over 2 million people in 12 countries during its 5-year itinerary.



Lady Gaga, in Carolina Herrera New York; Laetitia Casta, in Nina Ricci; Catherine Deneuve, in Jean Paul Gaultier; and Kate Mara, in Paco Rabanne.

Social Action and Sustainability

Invisible Beauty, a social project run by the Puig Foundation in close collaboration with Ashoka, selected five new teams of young social entrepreneurs between the ages of 18 and 28, each of which will receive a grant and the mentoring and training they need to promote and develop their projects.

Still in line with the objective of promoting social action, two other social entrepreneurs were awarded corporate, financial and strategic support geared towards enhancing the effectiveness and reach of high-impact projects they have developed in Spain and Argentina: Jose Mari Luzárraga (Mondragón Team Academy – Bilbao), who educates future generations to be agents of change, and Mariana Rúfulo (Circo Social del Sur – Buenos Aires), who believes that culture and art are capable of generating social, community, and personal transformation.

Puig also maintained its strong commitment to sustainability in five areas of action (Product Stewardship, Sustainable Sourcing, Responsible Logistics, Responsible Manufacturing, and Employees and Facilities) through 13 specific programs that are all in line to meet objectives established for 2020.

Having once again significantly reduced the level of greenhouse gas emissions generated by its factories (-18% in 2016), Puig remains on track to meet its objective of being carbon neutral in 2020 and continues to make steady progress towards its zero-waste-to-landfill target. The company also obtained all of the electricity used by its production plants and offices from renewable sources and further reduced the environmental footprint of employees.

First Quarter 2017 / Future Plans

Puig continues to become more international with the creation of new owned subsidiaries, one in Colombia and another in Australia. The company has also entered into a joint venture based in Singapore with Luxasia, one of the biggest distributors in the Asian market, to consolidate its operations in South-East Asia.

Revenues grew by 13% during the first quarter of 2017. The company is making steady progress towards its goal of boosting revenues by 33% during the period 2015-2017, moving up from €1,500 Million reported at the end of 2014 to a forecasted €2 Billion for 2017 while continuing to improve its

profitability ratios.

About Puig

Puig is a third-generation family-owned fashion and fragrance business based in Barcelona. The strength of Puig lies in its ability to build brands, to shape the image of brands through fashion, and to translate that same image into the world of fragrance through storytelling and product excellence.

Puig success stories include a combination of owned brands such as Carolina Herrera, Nina Ricci, Paco Rabanne, Jean Paul Gaultier, Penhaligon's and L'Artisan Parfumeur; licenses such as Prada, Valentino and Comme des Garçons; and celebrity fragrances. Puig products are sold in more than 150 countries.

www.puig.com

<https://www.youtube.com/c/Puig>

<https://www.linkedin.com/company/puig>