



INTERPARFUMS

Q3 2026 sales

October 21, 2026

Q3 2026 highlights



Context

Q3 2026

A geopolitical and economic environment that remains complex

- Consumers' wait-and-see attitude in some countries
- Ongoing conflicts in Eastern Europe and the Middle East

But there are some positive factors

- A fragrance market that generally remains strong, especially in the United States, China and South America
- Improvement in some countries (Germany, United Kingdom) following a more sluggish first half of the year
- A favorable euro/dollar exchange rate*

* Average euro dollar rate Q3 2026: 1.15
Average euro dollar rate Q3 2025: 1.17



Activity

Q3 2026

Sales €265.5m

- Performance at current exchange rates: **+4.8%**
- Performance at constant exchange rates: **+4.6%**

More dynamic activity driven by major brands

- Coach: +25%
- Montblanc: +13%
- Lacoste: +5%

And significant geographic performance in some regions and countries

- Asia: +32%
- North America: +8%
- Western Europe: +6%
- South America: +14%



Other highlights

Q3 2026

Annick Goutal

- Opening of a shop-in-shop at Printemps
- Relaunch of e-commerce website

Solférino

- Continued expansion of distribution network
- About 200 outlets to date



2026 nine-month highlights



Key figures

2026 nine-months

Sales €680m

- Performance at constant exchange rates: **-0.7% ***
- Performance at current exchange rates: **-2.9%**

Significant organic growth of major brands

- Jimmy Choo: **+3.4%** at constant rates / +0.5% at current rates
- Coach: **+13.7%** at constant rates / +10.4% at current rates
- Montblanc: **+6.5%** at constant rates / +4.2% at current rates

The United States continue to achieve outstanding performance every quarter (+9% growth for the American subsidiary Interparfums Luxury Brands)

* Average nine-month euro dollar exchange rate 2026: 1.16
Average nine-month euro dollar exchange rate 2025: 1.11



Nine-month activity by brand





JIMMY CHOO

2026 nine-month sales

- €179m
- +0.5% nine-month sales at current exchange rates
- +3.4% nine-month sales at constant exchange rates

Continued success of the *I Want Choo* women's franchise launched in 2021 and the *Jimmy Choo Man* men's franchise launched in 2014

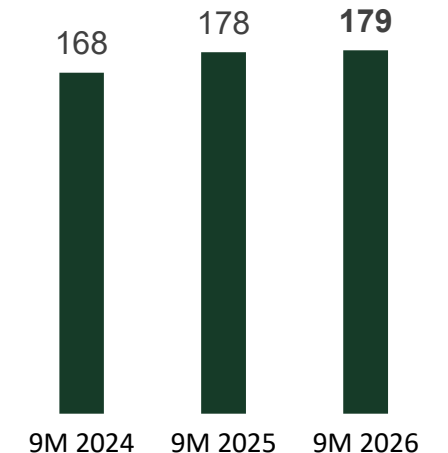
Continued growth in the United States (+6%) masked by the unfavorable euro/dollar exchange rate

Two extensions launched in 2026 (as a reminder)

- *Jimmy Choo Man Parfum* (Q1)
- *Jimmy Choo I Want Choo Midnight* (Q3)

Preparation of a new women's franchise by 2028

JIMMY CHOO



The advertisement is set against a plain, light-colored background. On the left, a man with dark, curly hair and a light beard is dressed in a black tuxedo jacket over a white shirt, which is open at the collar. He is looking directly at the camera with a slight smile. On the right side of the image, the text 'JIMMY CHOO' is written in a large, elegant, gold-colored serif font. Below it, 'MAN' and 'PARFUM' are written in a smaller, gold-colored sans-serif font. Underneath the text is a photograph of the Jimmy Choo Man Parfum bottle. The bottle is rectangular and made of a reflective gold material. It has a black cap with a gold-colored band. The words 'JIMMY CHOO', 'MAN', and 'PARFUM' are printed in black on the front of the bottle. At the bottom right of the advertisement, the text 'THE NEW FRAGRANCE' is written in a gold-colored sans-serif font.

Jimmy Choo Man Parfum – Q1 2026

A full-page advertisement for Jimmy Choo's 'I Want Choo Midnight' fragrance. The background is a nighttime street scene with wet pavement reflecting city lights. Two women in shimmering, sequined dresses (one gold, one rose gold) are walking towards the camera. In the foreground on the right, a purple glass bottle of the fragrance is displayed, featuring a gold 'JC' logo and a gold cap. The text 'JIMMY CHOO' and 'I WANT CHOO' is in a white serif font, while 'Midnight' is in a white script font. At the bottom right, the text 'INTRODUCING THE NEW FRAGRANCE' is in a small white sans-serif font.

JIMMY CHOO
I WANT CHOO
Midnight

INTRODUCING THE NEW FRAGRANCE

Jimmy Choo *I Want Choo Midnight* – Q3 2026



COACH

2026 nine-month sales

- €175.3m
- +25% Q3 2026
- +10.4% nine-month sales at current exchange rates
- +13.7% nine-month sales at constant exchange rates

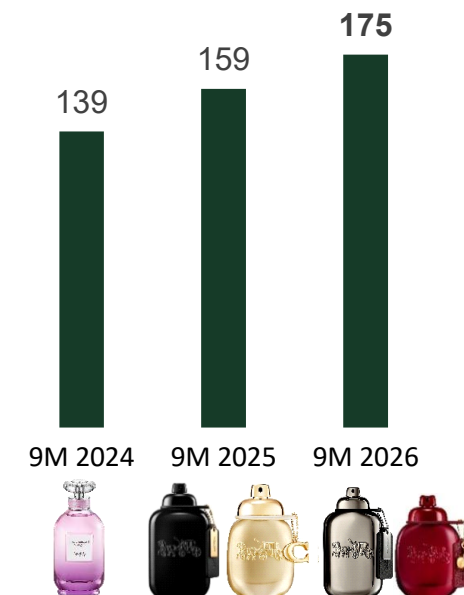
Increasing popularity and activity for the brand, to the benefit of the fragrances

Strength of historical lines

Two extensions launched in 2026 (as a reminder)

- *Coach Pure Platinum* (Q1)
- *Coach Cherry* (Q1)

Very favorable feedback from our partners for the new women's franchise, which will be launched in 2027





COACH

PURE PLATINUM

The New PARFUM



Coach Pure Platinum – Q1 2026



COACH

cherry

The New PARFUM



Coach Cherry - Q1 2026



MONTBLANC

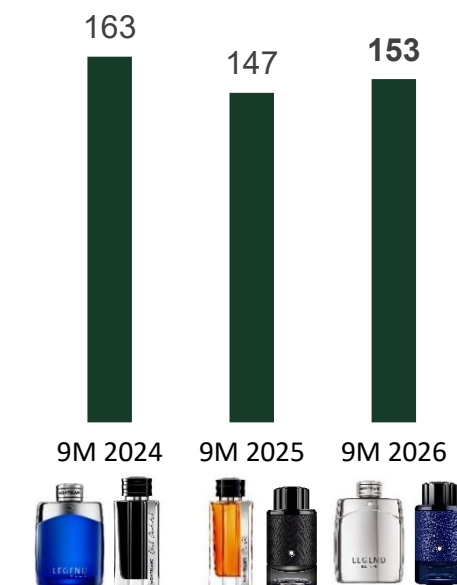
2026 nine-month sales

- €153.3m
- +13% Q3 2026
- +4.2% nine-month sales at current exchange rates
- +6.5% nine-month sales at constant exchange rates

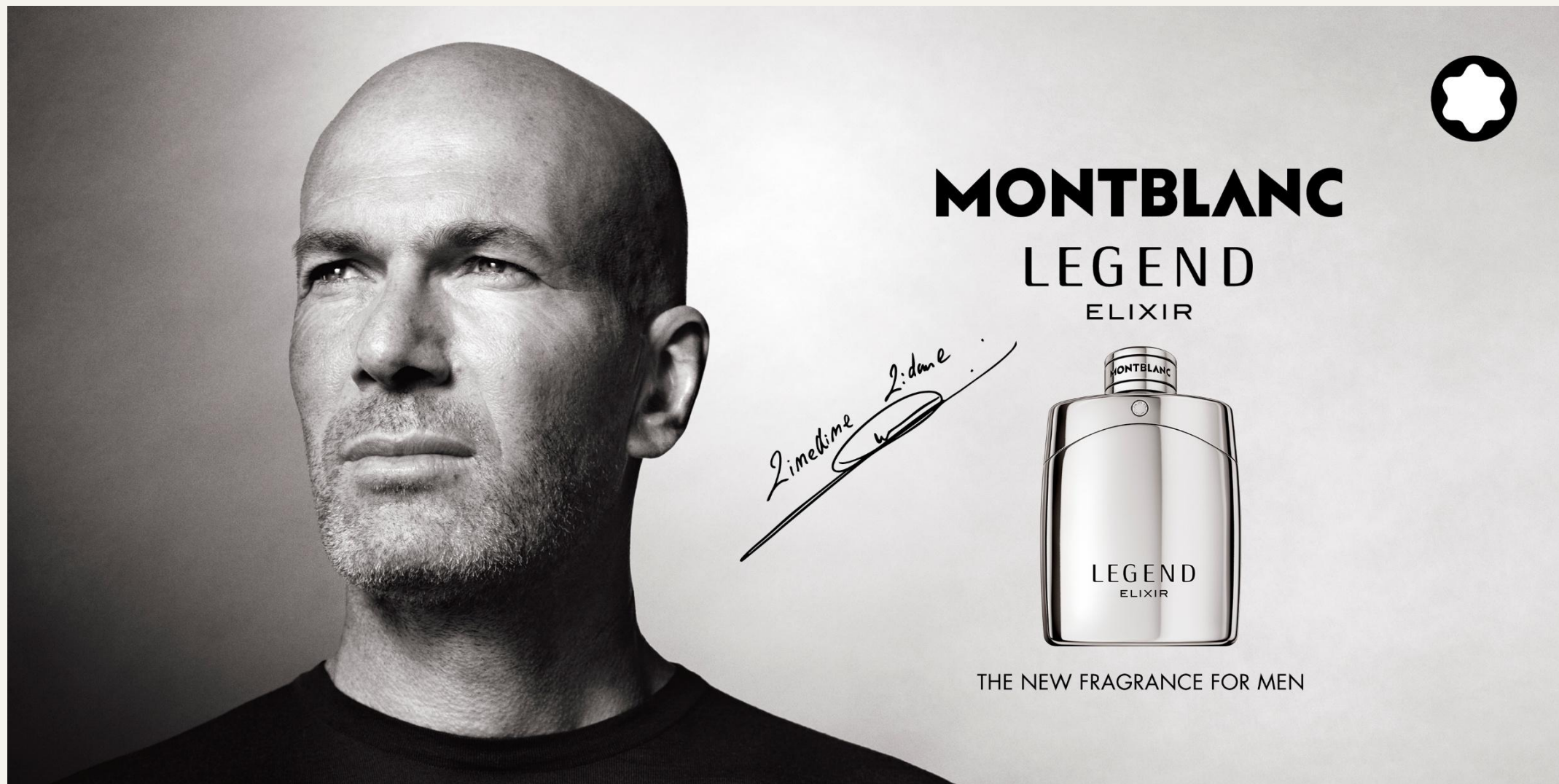
Two extensions launched in 2026 (as a reminder)

- *Montblanc Legend Elixir* (Q1 2026)
- *Montblanc Explorer Infinite* (Q3 2026)

**Launch of a new men's franchise in 2027,
together with extensions of existing lines**



MONTBLANC



The advertisement is a black and white composition. On the left, a close-up portrait of a bald man with a light beard, looking slightly upwards and to the right. On the right side, the product is showcased. At the top right is the Montblanc six-pointed star logo. Below it, the text 'MONTBLANC' is in large, bold, sans-serif capital letters, followed by 'LEGEND' in a slightly smaller font, and 'ELIXIR' in a smaller font below that. A handwritten note in cursive, '2:medime 2:dane', is written diagonally across the middle of the product area. Below the text is a clear glass bottle of the fragrance with a silver cap; the bottle has 'LEGEND ELIXIR' printed on it. At the bottom right, the text 'THE NEW FRAGRANCE FOR MEN' is written in a small, clean font.

Montblanc Legend Elixir – Q1 2026



MONTBLANC
EXPLORER
INFINITE

LE NOUVEAU PARFUM POUR HOMME

The advertisement features a man with curly brown hair and a light beard, wearing a dark brown jacket over a light-colored shirt, sitting in a vast, arid desert landscape with mountains in the background. To his left is a blue, textured perfume bottle with a black cap and a Montblanc star logo. The Montblanc star logo is also visible in the top right corner of the image.

Montblanc Explorer Infinite – Q3 2026



LACOSTE

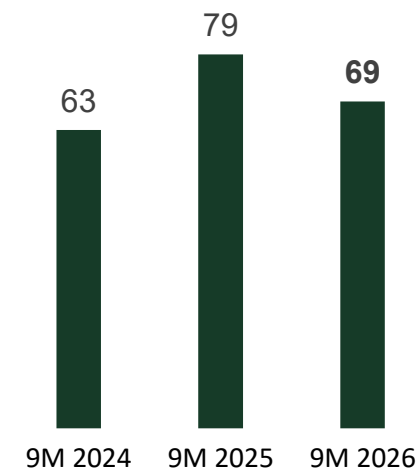
2026 nine-month sales

- €69.1m (-12%)
- Turnaround to growth in Q3 2026 (+5%)
- A high basis of comparison with a 25% increase in 9-month sales 2025

Three launches in 2026

- *Lacoste Original Aqua* (Q1)
- *L.12.12 bleu* (Q2)
- *Lacoste Originale Femme Intense* (Q3)

A significant development plan in place for 2027 (women) and 2028 (men), as well as an extensive program for existing lines





Lacoste Original Aqua – Q1 2026



Lacoste L.12.12 Bleu – Q2 2026



Lacoste Original Femme Intense – Q3 2026



ROCHAS

2026 nine-month sales

- €27m (-8%)
- A stable Q3 2026 compared to Q3 2025
- Consolidation of activity following the launch of the *Rochas Audace* franchise in Q1 2025

Three new initiatives in 2026

- *Mademoiselle Rochas in Love* (Q1)
- *Eau de Rochas Pomelo Passion*, 4th product in the *Eaux Fraiches* collection (Q1)
- *Rochas Audace Le Parfum* (Q2)

Activity continues to be concentrated in two countries (Spain and France)



ROCHAS
PARIS



Mademoiselle Rochas in Love – Q1 2026



Eau de Rochas Pomelo Passion - Q1 2026



ROCHAS
AUDACE
LE PARFUM

ROCHAS
PARIS

LE NOUVEAU PARFUM

The advertisement features a woman with long brown hair, wearing a strapless, tiered pink dress and gold gloves, holding a red racing helmet with the 'ROCHAS' logo. She stands next to a red race car, also featuring the 'ROCHAS' logo. In the background, a white race car is visible on a track. The perfume bottle is a golden, tiered, hourglass-shaped bottle with a red, ruffled base. The text 'ROCHAS AUDACE LE PARFUM' is prominently displayed in the upper right, and 'ROCHAS PARIS' is on the bottle. At the bottom right, it says 'LE NOUVEAU PARFUM'.

Rochas Audace Le Parfum – Q2 2026



LANVIN

2026 nine-month sales

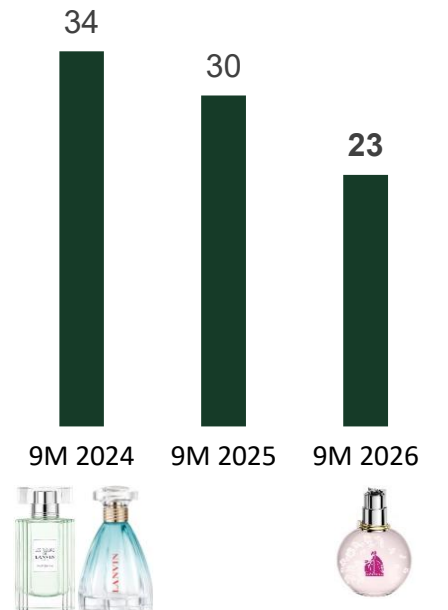
- €22.9m (-24%)

Activity continues to be impacted in several long-established markets

- Persistent difficulties in Eastern Europe, where sales of the brand are down more than 50%
- The situation remains challenging in some Asian markets
- Sourcing problems for the *Eclat d'Arpège* line

New initiatives anticipated

- Launch of a new men's line over the next few months
- New women's initiative scheduled for 2027



LANVIN
PARIS



ANNICK GOUTAL

2026 nine-month sales

- €2.7m

Resumption of the distribution of existing lines and development of new fragrances

Opening/Reopening of long-established shops (Bellechasse, Saint-Sulpice) and shop-in-shops (Bon Marché, Printemps)

Commissioning of the e-commerce website In Q3

Development program (new fragrances + bath product lines) in progress for 2027

ANNICK GOUTAL
PARIS



Printemps



SOLFÉRINO PARIS

2026 nine-month sales

- €2.7m

Continued development of the distribution network

- About 200 outlets to date
- Launch of a new *Lumière d'Automne* fragrance in Q3

Extension of the range in 2027

- Development of a bath product line
- A new Elixir to come



SOLFÉRINO
PARIS

SOLFÉRINO
PARIS

Sales

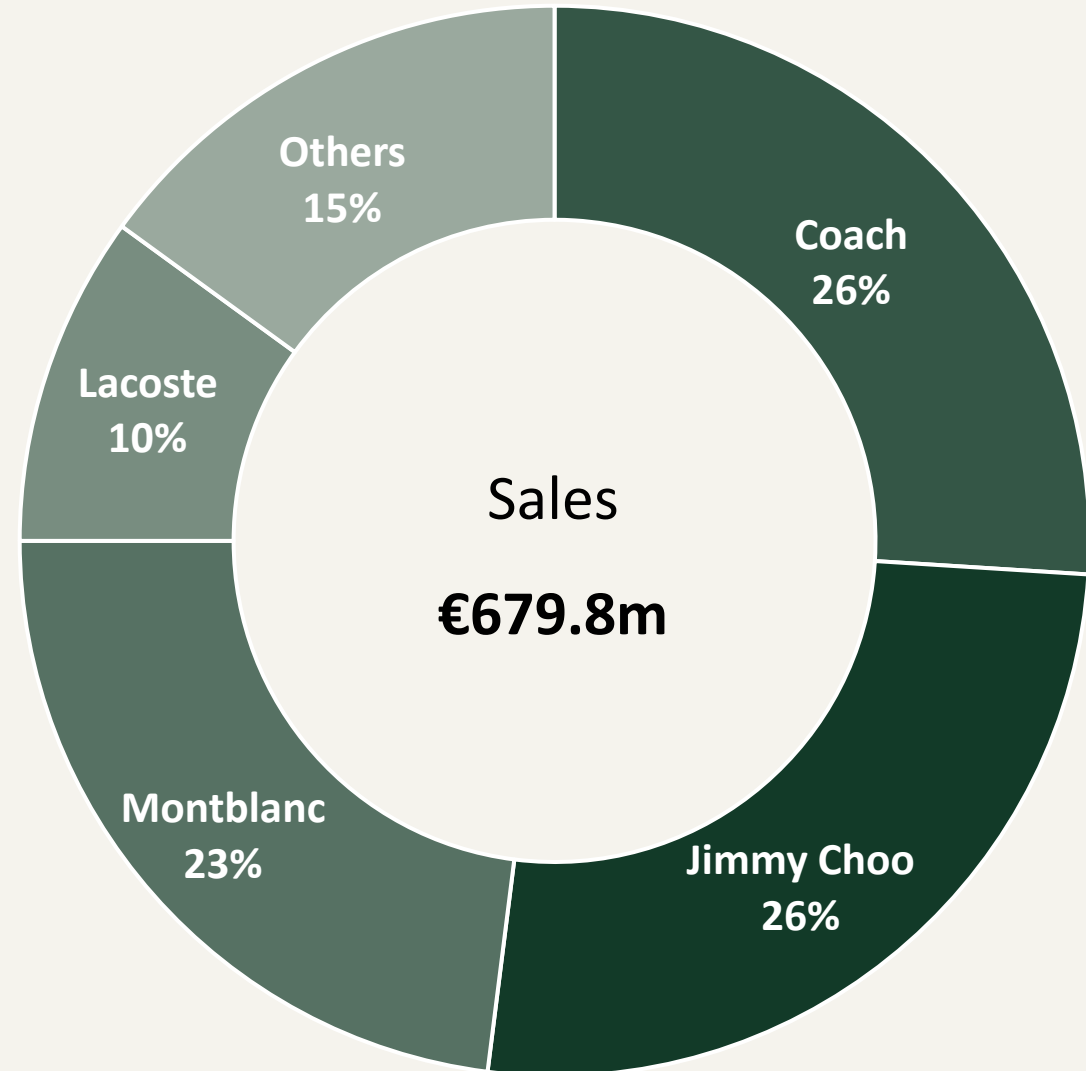
2026 nine-months

	Q3			9 months		
€m	2025	2026	26/25	2025	2026	26/25
Jimmy Choo	73.8	74.1	-	178.0	179.0	+1%
Coach	52.5	65.7	+25%	158.8	175.3	+10%
Montblanc	54.8	61.9	+13%	147.1	153.3	+4%
Lacoste	26.5	27.9	+5%	78.7	69.1	-12%
Rochas	9.5	9.5	-	29.3	27.0	-8%
Lanvin	10.5	8.5	-19%	30.1	22.9	-24%
Karl Lagerfeld	7.4	6.1	-17%	21.9	17.9	-18%
Van Cleef & Arpels	6.8	3.9	-42%	19.1	17.1	-10%
Other brands	11.7	7.9	-32%	37.4	18.2	-51%
Total sales	253.5	265.5	+5%	700.4	679.8	-3%



Breakdown by brand

2026 nine-months



Nine-month activity by region





North America

+2%

Continued growth in the United States (masked by the currency effect)

- Local sales in dollars: +9%
- Local sales in euros: +5%

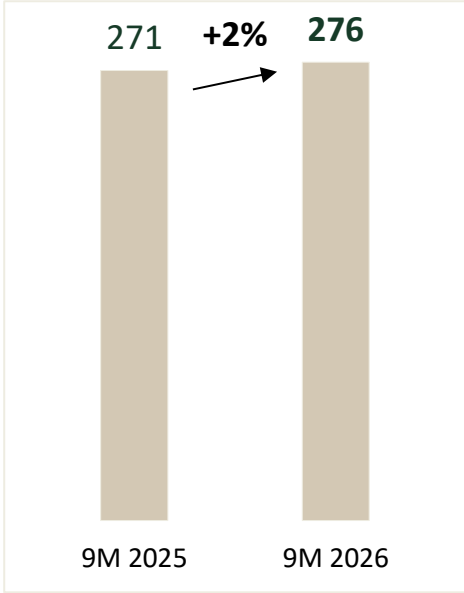
Significant growth for the Coach, Jimmy Choo and Montblanc brands

In a US market that’s still growing*

Chiffres Retail	Août 2026	8 mois 2026
Marché	+2,3 %	+5,2 %
IPLB	+6,6 %	+8,0 %

Start of distribution for Solférino and Annick Goutal fragrances

* Source: Circana US





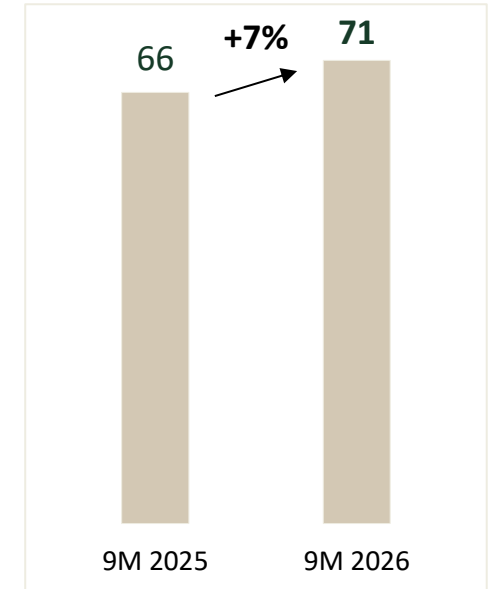
South America

+7%

Excellent momentum throughout the period

- Robust growth for Jimmy Choo fragrances (+30%)
- Outstanding performance of Coach and Montblanc fragrances with double-digit growth for each brand

Momentum driven mainly by Mexico and Brazil





Asia-Pacific

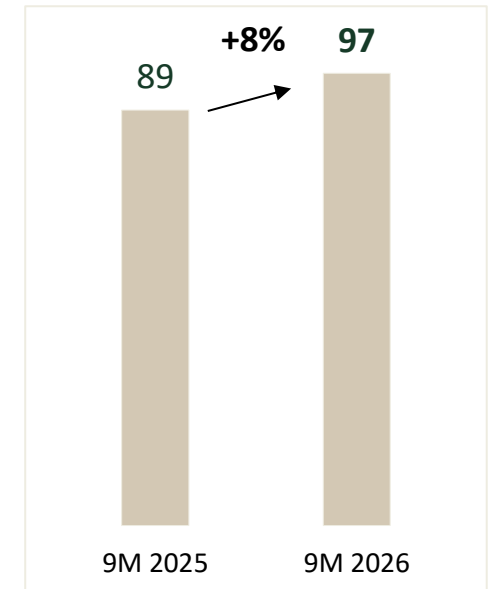
+8%

Following significant improvement in activity in Q2, the region continued its growth (more than 30%) in Q3, thanks in particular to

- Coach and Jimmy Choo fragrances and
- The Chinese market in general

Nine-month growth is now at 8%

Sales are down in Japan and Singapore but improved in Q3



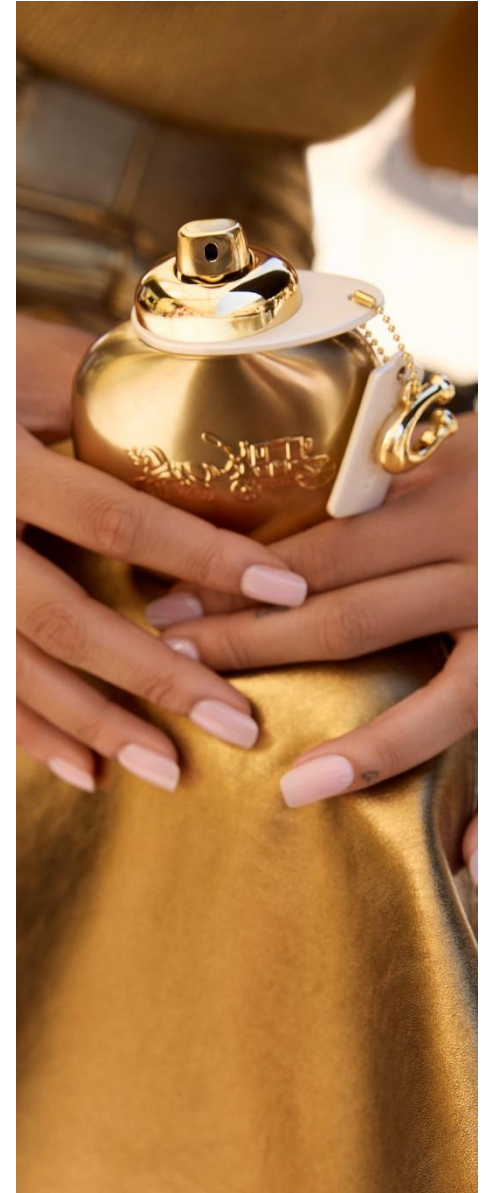
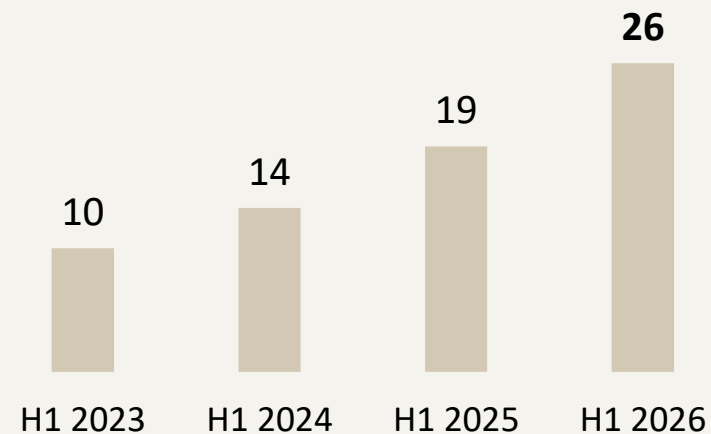
Focus on China

Reminder 30 June 2026 (China + HK)

Increase in sales (from Paris) year-on-year

**Annual sales > €150m (retail value) in 2025,
as a reminder**

Coach, the Group's top brand





Eastern Europe

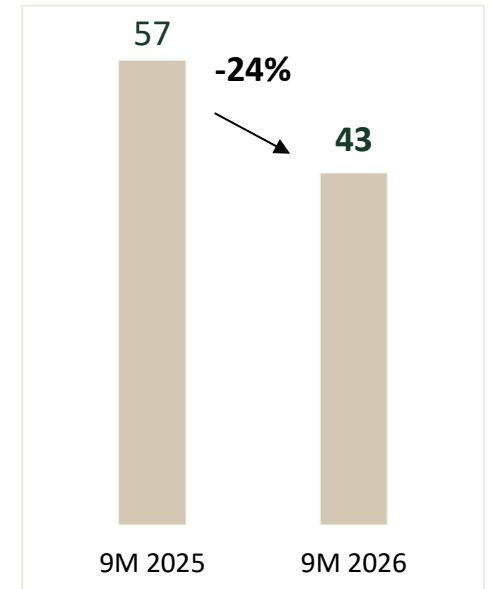
-24%

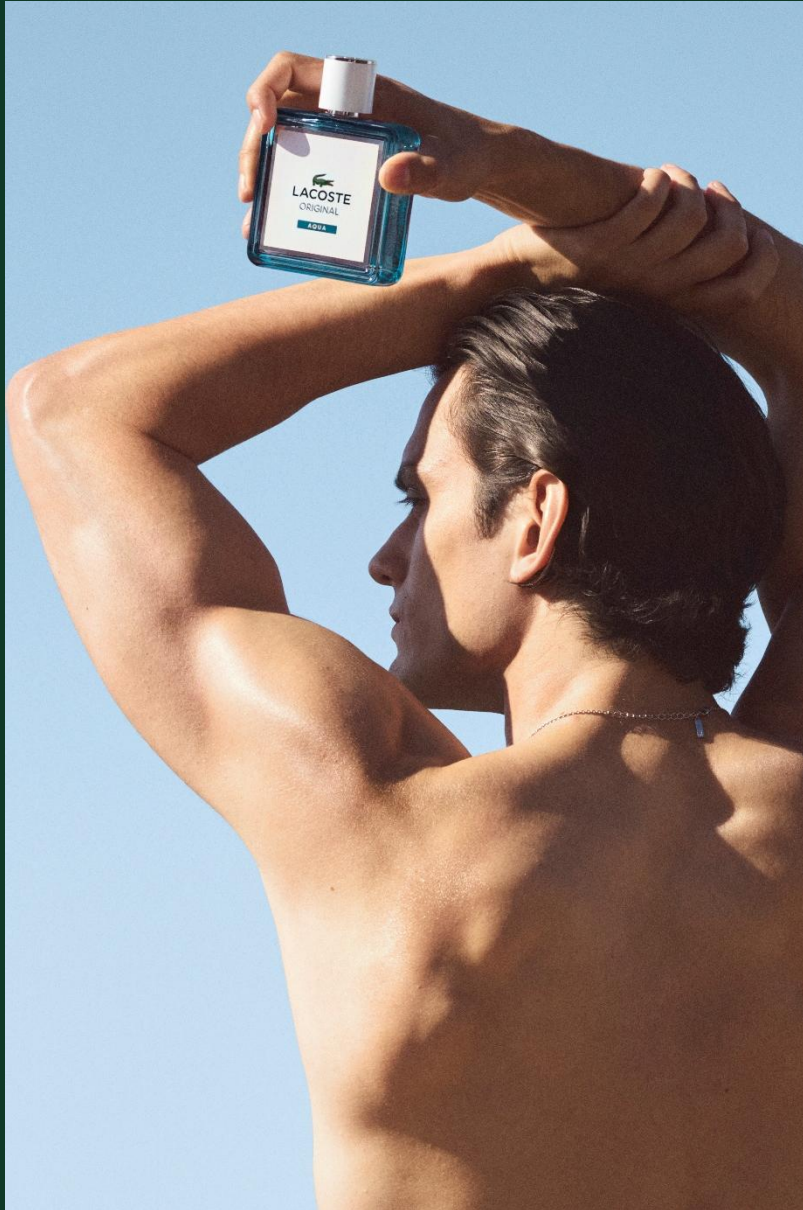
The difficulties encountered since the start of the year in some markets continue, especially in Russia

- Complex shipping and collection circuits
- Stock shortages for the *Lanvin Eclat d'Arpège* line

Two brands are particularly impacted

- Lacoste
- Lanvin





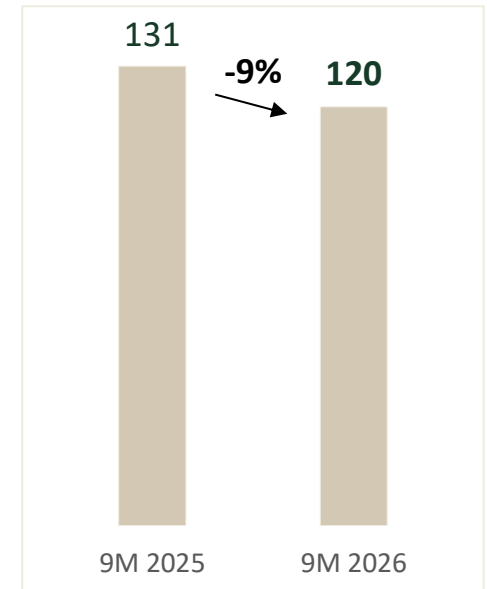
Western Europe

-9%

Following a lack of momentum during the first half of the year, the region posted 7% growth in Q3

The situation is improving in several countries

- Germany
- United Kingdom
- Spain





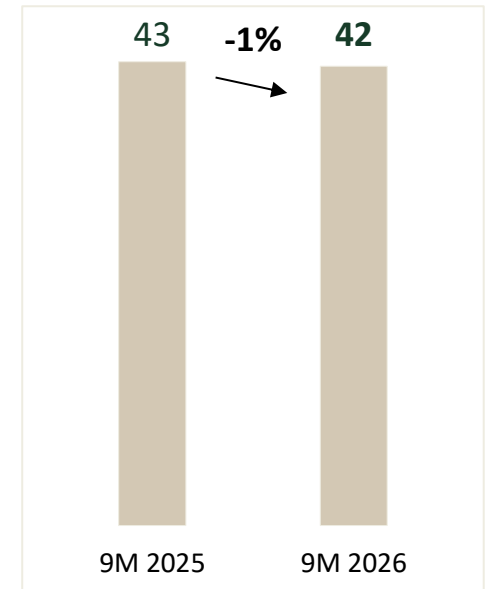
France

-1%

In a highly competitive environment with very prudent consumer trends, France's performance is close to equilibrium

While the market is bearish in terms of quantities (-2.1%), Interparfums posted growth in sales volumes (+2.5%):

- Lacoste fragrances (+9%) achieved good results thanks to strong brand awareness and new product launches this year for the *Lacoste Original* franchise
- Montblanc fragrances (+8%) are consolidating their positions thanks to the positive reception of the *Montblanc Legend Elixir* line

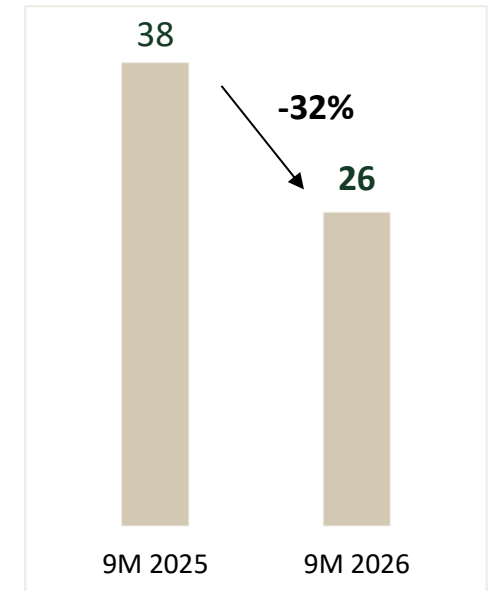




Middle East

-32%

**Persistent conflicts in the region
continue to have a strong impact on
activity across all brands**



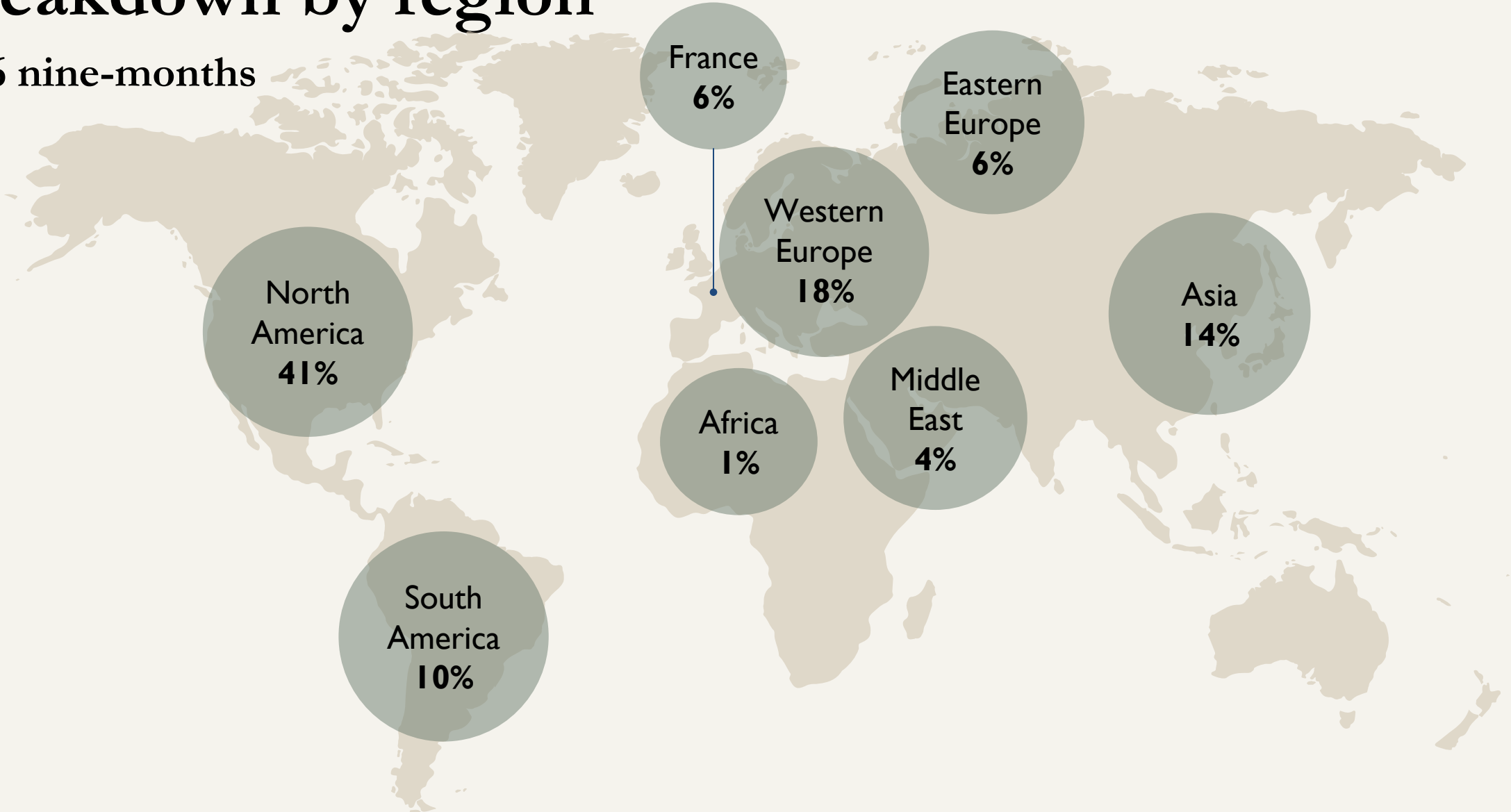
Sales

2026 nine-months

	Q3			9 months		
€m	2025	2026	26/25	2025	2026	26/25
Africa	1.7	1.9	+14%	4.9	5.3	+8%
Asia	26.8	35.3	+32%	89.4	96.9	+8%
Eastern Europe	21.7	15.1	-31%	57.0	43.1	-24%
France	15.3	15.1	-2%	42.6	42.3	-1%
Middle East	12.9	8.7	-32%	37.8	25.6	-32%
North America	107.2	115.5	+8%	271.1	276.1	+2%
South America	21.3	24.4	+14%	66.4	70.9	+7%
Western Europe	46.5	49.5	+7%	131.2	119.6	-9%
Total sales	253.5	265.5	+5%	700.4	679.8	-3%

Breakdown by region

2026 nine-months



2026 & 2027 outlook



2026 & 2027 outlook

More favorable momentum over the summer, allowing us to revise our 2026 sales target to around €870m

Prudence for the fourth quarter due to:

- **An international context that remains turbulent**
- **Strong seasonality in the United States focused towards the months of November and December**
- **A structurally short order book**

Renewed confidence following the very favorable reception from our partners for the 2027 launch plan





2026-2027 publications & events schedule

Publication of 2027 outlook

November 19, 2026 (before the stock exchange opens)

Publication of 2026 sales

January 27, 2027 (before the stock exchange opens)

Publication of 2026 results

February 24, 2027 (before the stock exchange opens)

2027 Shareholders' Meeting

Friday, April 23, 2027 - 2:00 p.m.



INTERPARFUMS

Q3 2026 sales

October 21, 2026