

# INTERPARFUMS

Q1 2026 sales

April 22, 2026



# Q1 2026 highlights



# Current situation

## Q1 2026

### Fragrance market

- In line with the previous year, growth is slowing down in the global market
- A still dynamic market in the United States, growing by more than 7%<sup>(\*)</sup>

### Accumulation of external factors that have a negative impact on the activity

- Geopolitical uncertainties, intensified by the recent outbreak of the armed conflict in the Middle East
- Economic uncertainty
- Wait-and-see attitude from consumers
- Tariffs still in force in the United States

### A highly unfavorable change in the euro/dollar exchange rate

- 1.17 on average in Q1 2026
- 1.05 on average in Q1 2025

<sup>(\*)</sup> Source: Circana – Retail figures



# Activity

## Q1 2026

### The start of the year was nevertheless acceptable

- Sales at constant exchange rates €229.5m (-2.6%)
- Sales at current exchange rates €215.5m (-8.5% - 7% excl. Middle East)

### Trend maintained for the Coach fragrances

- With growth of 17% in Q1
- Increased by the first invoices for two new extensions

### Sluggishness of numerous markets sometimes combined with an unfavorable euro/dollar exchange rate penalizing the activity of some brands

- Jimmy Choo -14%
- Lacoste -20%
- Lanvin -37%



# Highlights

## Q1 2026

### **Annick Goutal**

- First invoices issued in the quarter
- Reopening of two historical doors and one of point of sales
  - Bellechasse (March 3)
  - Saint-Sulpice (March 26)
  - Le Bon Marché (April 10)

### **Solférino**

- Continued geographic expansion
- First “Visual Week” at Bloomingdale’s in the United States

### **Off-White & Longchamp**

- Continued development of the first projects which should be launched in H1 and H2 2027 respectively



# Q1 2026 activity by brand





# COACH

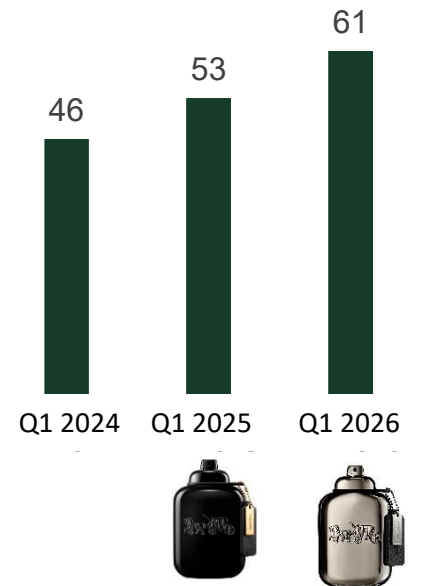
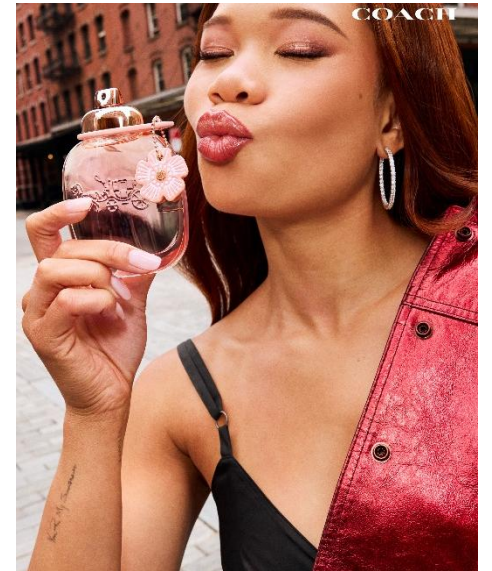
## Q1 2026 sales

- €61.5m (+17%)
- After significant growth (+15%) in Q1 2025

## Invoicing started for two major new extensions

- *Coach Pure Platinum* (men's - February)
- *Coach Cherry* (women's - March)

## Preparation of a new women's franchise for 2027





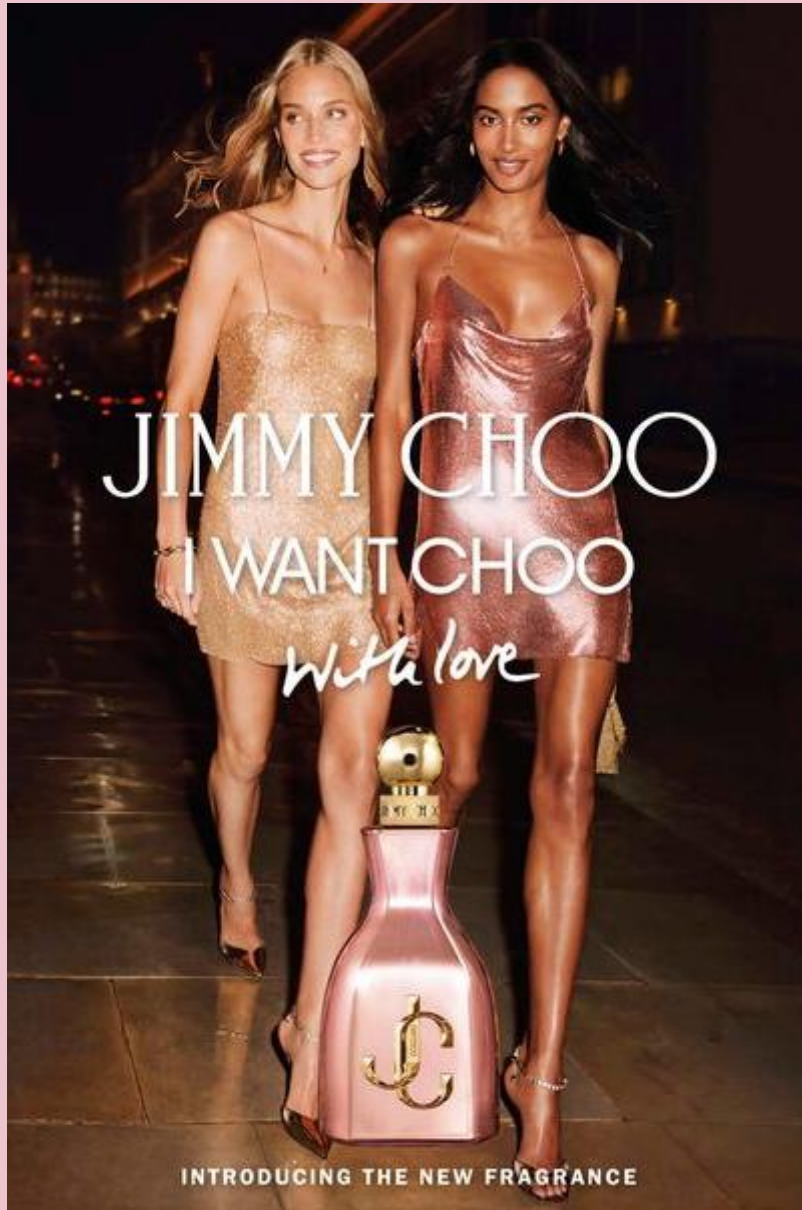
COACH *Coach Pure Platinum* – Q1 2026

The New PARFUM

**COACH**

PURE PLATINUM





# JIMMY CHOO

## Q1 2026 sales

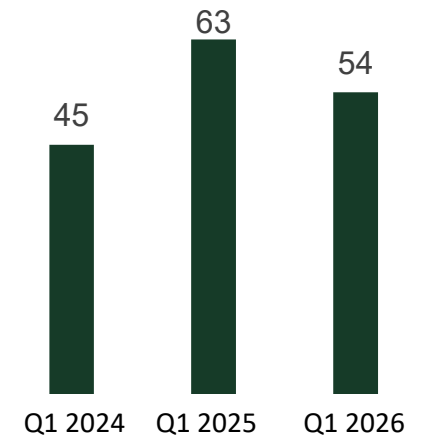
- €54.0m (-14%)
- After substantial growth (+40%) in Q1 2025

**Continued growth in the United States (+3%) concealed by the change in the euro/dollar exchange rate**

## Two new products planned in 2026

- *Jimmy Choo Man Parfum* (March)
- *I Want Choo* (women's - H2)

**Preparation of a new women's franchise for 2027 or 2028**





JIMMY CHOO *Jimmy Choo Man Parfum – Q1 2026*



# MONTBLANC

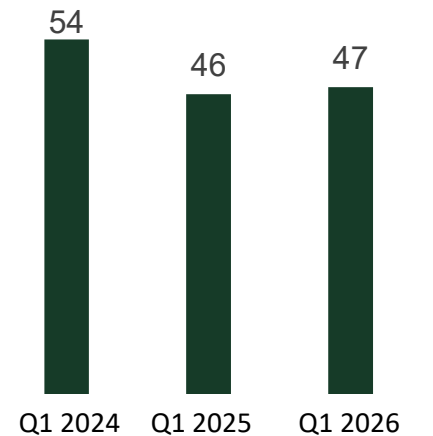
## Q1 2026 sales

- €46.9m (+2%)

## Market positions consolidated in 2026

- Launch of the *Montblanc Legend Elixir* line after two years without new products for the franchise
- 5<sup>th</sup> extension of the *Montblanc Explorer* franchise in the second half of the year

**A new stage expected in 2027 with the launch of a new men's franchise**



**MONTBLANC**



MONTBLANC Montblanc Legend Elixir – Q1 2026



# LACOSTE

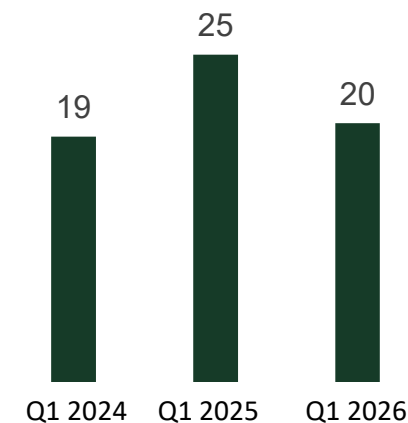
## Q1 2026 sales

- €20.0m (-20%)
- After significant growth (+34%) in Q1 2025

## Three launches scheduled in 2026

- *Lacoste Original Aqua* (February)
- A men's extension in the *L.12.12* franchise (Q2)
- A women's extension in the *Lacoste Original* franchise (H2)

**Preparation of a new women's franchise for 2027, followed by a new men's franchise in 2028**





LACOSTE *Lacoste Original Aqua* – Q1 2026



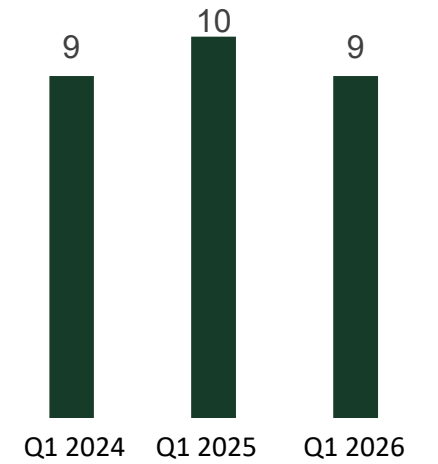
# ROCHAS

## Q1 2026 sales

- €8.8m (-14%)
- High basis of comparison following the launch in February 2025 of the *Rochas Audace* franchise

## Three new initiatives in 2026

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





ROCHAS Mademoiselle Rochas in Love – Q1 2026



ROCHAS Eau de Rochas Pomelo Passion - Q1 2026

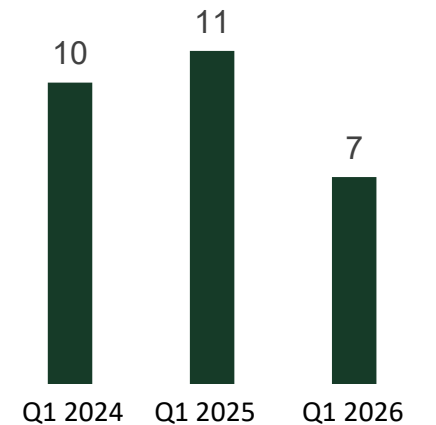


# LANVIN

## Q1 2026 sales

- €7.2m (-37%)

**In 2026, a new men's product is planned for the end of the year which should be followed by a new women's product at the end of 2027**



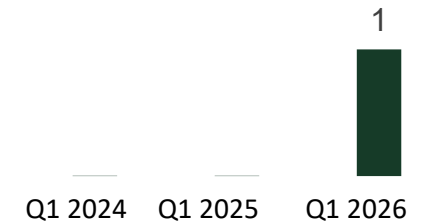
# SOLFÉRINO PARIS

## Q1 2026 sales

- €0.7m

## Continued geographic expansion in 2026

- About 100 doors by the end of H1 2026
- Launch of a new fragrance (H2)



SOLFÉRINO  
PARIS





ANNICK GOUTAL  
PARIS

# ANNICK GOUTAL

**Resumption of distribution of the existing lines and first invoices issued in Q1**

**Reopening of 2 doors in Paris and a point of sales**

- Rue de Bellechasse (March 3)
- Place Saint-Sulpice (March 26)
- Le Bon Marché (April 10)

**One door to open soon in Paris (department stores)**

**Development program under preparation**

ANNICK GOUTAL  
PARIS



ANNICK GOUTAL  
PARIS



ANNICK GOUTAL  
PARIS



# Sales

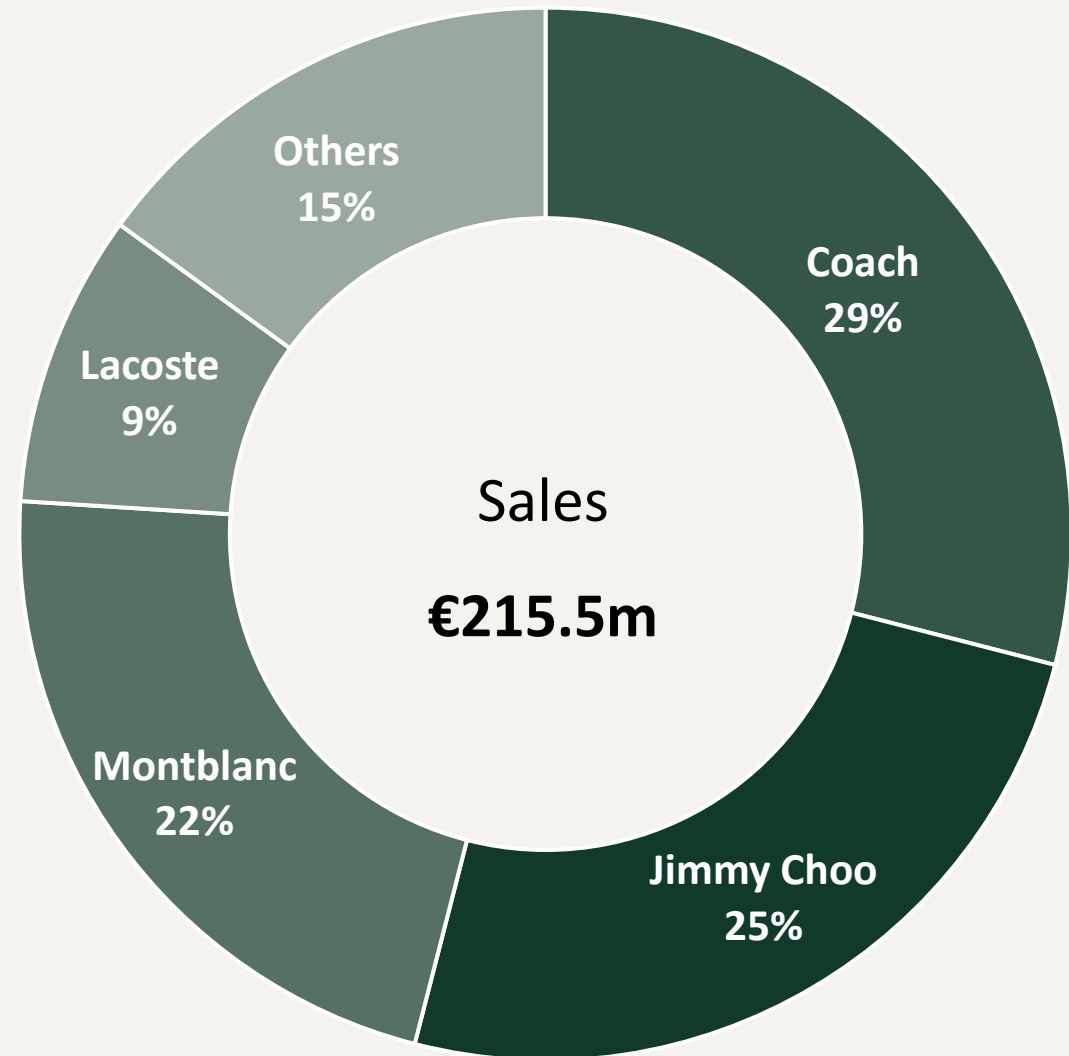
## Q1 2026

€m	Q1 2024	Q1 2025	Q1 2026	26/25
Coach	45.8	52.7	<b>61.5</b>	<b>+17%</b>
Jimmy Choo	44.8	62.6	<b>54.0</b>	<b>-14%</b>
Montblanc	53.8	46.2	<b>46.9</b>	<b>+2%</b>
Lacoste	18.7	25.0	<b>20.0</b>	<b>-20%</b>
Rochas	9.1	10.3	<b>8.8</b>	<b>-14%</b>
Lanvin	10.0	11.5	<b>7.2</b>	<b>-37%</b>
Other brands	30.5	27.2	<b>17.1</b>	<b>ns</b>
<b>Total sales</b>	<b>212.7</b>	<b>235.5</b>	<b>215.5</b>	<b>-8.5%</b>

ns: not significant

# Breakdown by brand

Q1 2026



# Q1 2026 activity by region



# North America

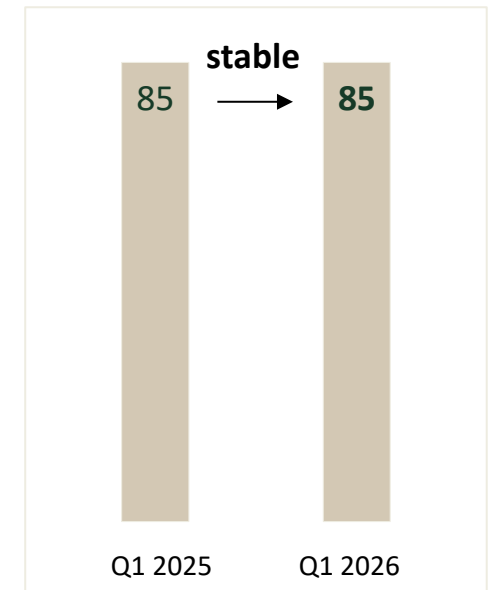
Stable (at current exchange rates)

## Continued growth in activity in the United States

- **Double-digit** growth in sales by the US subsidiary driven by:
  - **Coach** thanks to the first invoices issued for two new extensions *Coach Man & Coach Woman*
  - **Jimmy Choo** and in particular the *I Want Choo* franchise which is still highly successful
  - **Montblanc** linked to the development of *Montblanc Explorer Extreme*

In a US market that increased by +7% in the first quarter<sup>(\*)</sup>

<sup>(\*)</sup> Source: Circana – Retail figures



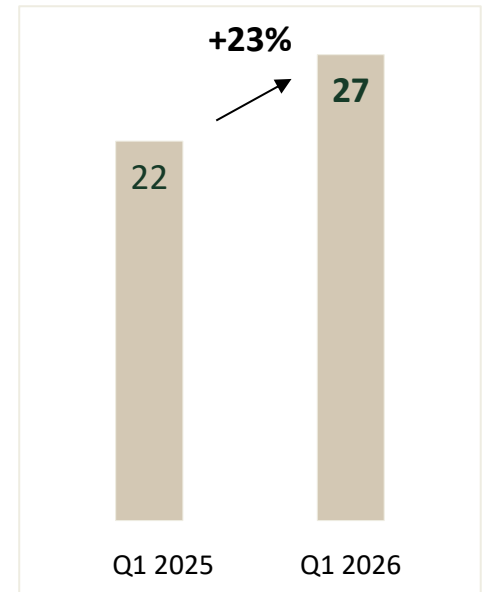


# South America

+23%

## Excellent trend in Q1

- Good performance by Coach fragrances
- Strength of the Montblanc brand reaffirmed





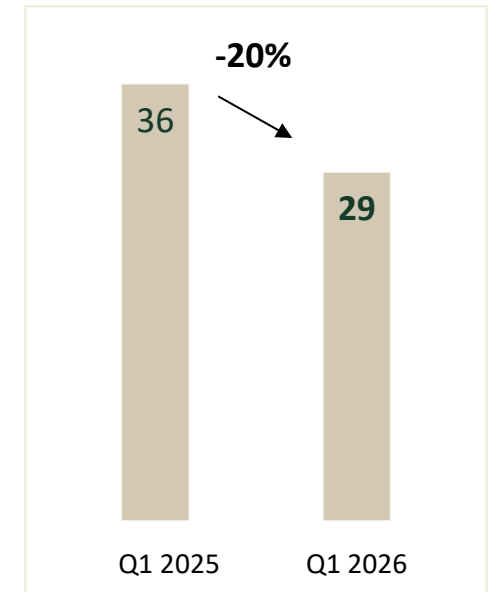
# Asia-Pacific

-20%

## Activity impacted by several factors

- Wait-and-see attitude from consumers
  - Japan
  - Australia/New Zealand
- And change of distribution structures in 2025
  - India
  - South Korea

**It should be noted however that growth continued in China, the leading market in the Asia-Pacific zone**



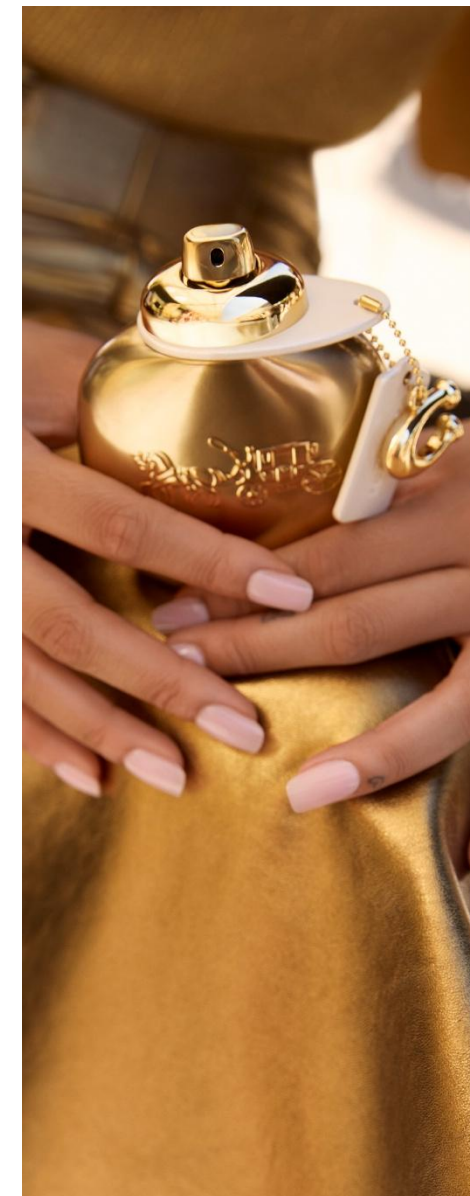
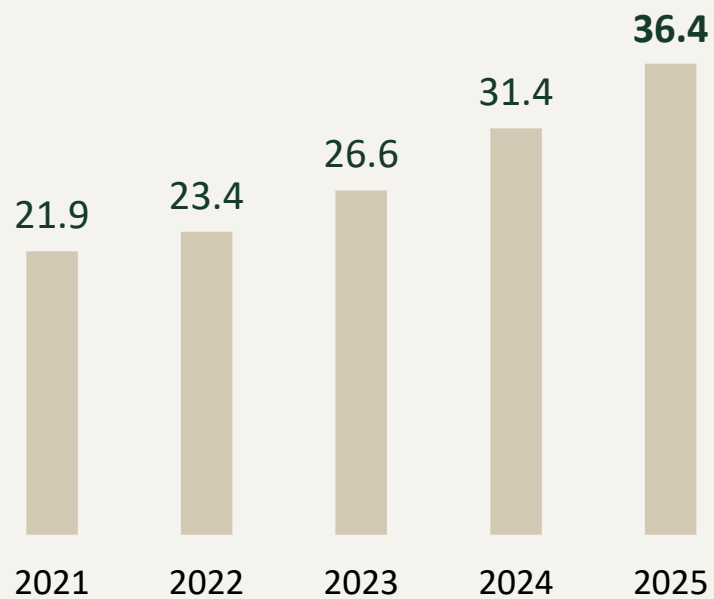


# Focus on China (Reminder)

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

Over €150m in retail sales

Coach, the Group's top brand



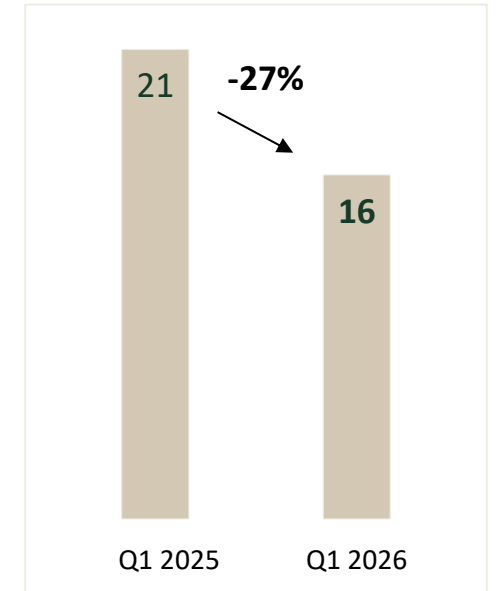


# Eastern Europe

-27%

**Operational difficulties that penalized the activity in some countries, with more significant impacts on**

- Lacoste
- Lanvin



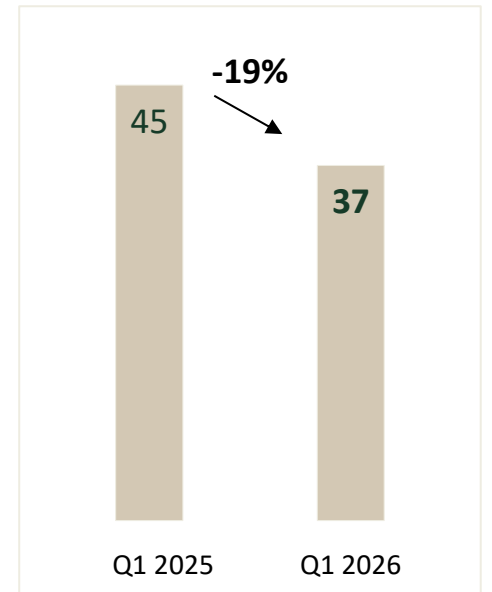


# Western Europe

-19%

Decline in the activity, after growth of +14% in Q1 2025

Marked wait-and-see attitude from consumers



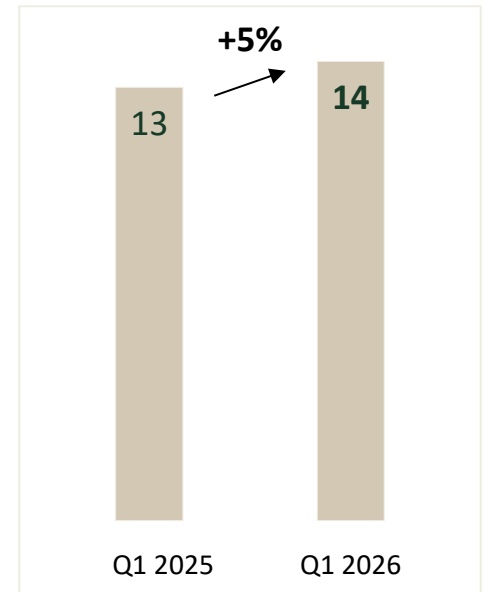


# France

+5%

**A good 1<sup>st</sup> quarter in a market that declined both in value and volume**

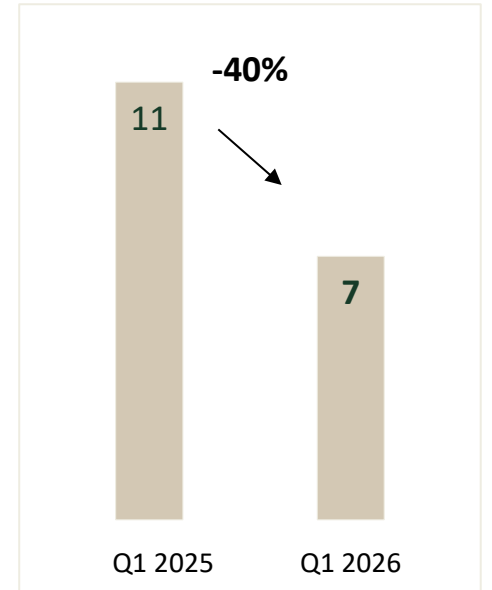
- Lacoste continued its development, benefiting in particular from the launch of the *Lacoste Original Aqua* line



# Middle East

-40%

Activity heavily impacted by the outbreak of a new conflict



# Sales

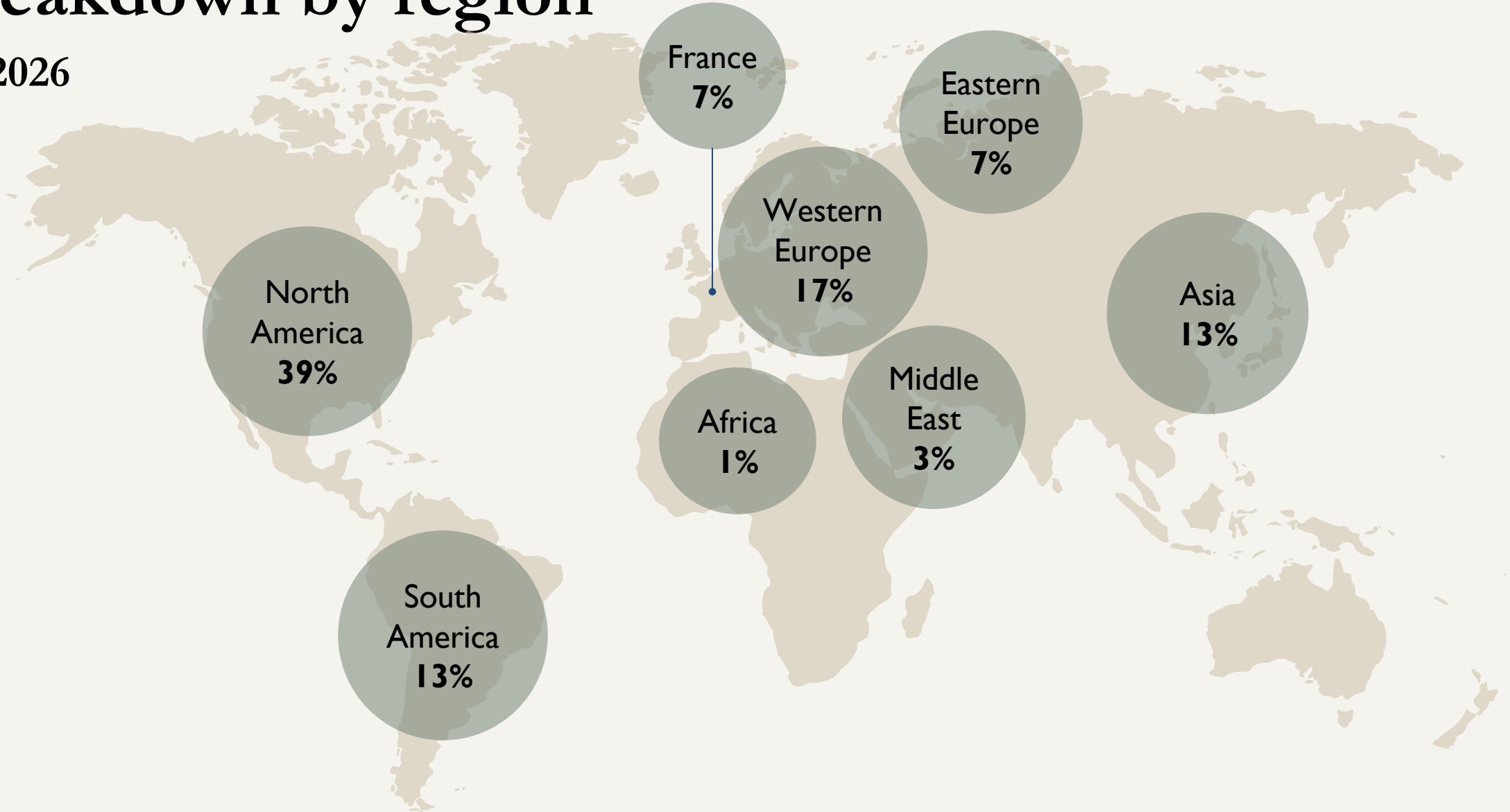
## Q1 2026

€m	Q1 2024	Q1 2025	Q1 2026	26/25
Africa	1.3	1.6	<b>1.9</b>	<b>+20%</b>
Asia	37.0	36.0	<b>28.7</b>	<b>-20%</b>
Eastern Europe	13.6	21.4	<b>15.6</b>	<b>-27%</b>
France	13.6	13.5	<b>14.2</b>	<b>+5%</b>
Middle East	14.6	10.8	<b>6.5</b>	<b>-40%</b>
North America	66.9	85.3	<b>84.9</b>	<b>-%</b>
South America	26.3	22.0	<b>27.0</b>	<b>+23%</b>
Western Europe	39.4	44.9	<b>36.6</b>	<b>-19%</b>
<b>Total sales</b>	<b>212.7</b>	<b>235.5</b>	<b>215.5</b>	<b>-8.5%</b>



# Breakdown by region

Q1 2026



# Outlook



# Outlook

## **A very rich plan under preparation for launches in 2027 and 2028**

- New extensions for current franchises
- New franchises for current brands
- First lines for the brands recently included
  - Annick Goutal
  - Off-White
  - Longchamp

***“More than ever, we are convinced of the strength of our portfolio of brands and are approaching the next few semesters with optimism and a clear, ambitious roadmap that includes many projects involving almost every brand.”***





# 2026 publications & events schedule

## **2026 Shareholders' Meeting**

Friday, April 24, 2026 (Pavillon d'Armenonville – 2:00 p.m.)

## **27th bonus share issue**

In June 2026

## **Publication of H1 2026 sales**

July 23, 2026 (before the stock exchange opens)

## **Publication of H1 2026 results**

September 9, 2026 (before the stock exchange opens)



# INTERPARFUMS

Q1 2026 sales

April 22, 2026