



INTERPARFUMS

H1 2026 sales

July 23, 2026

H1 2026 highlights



Current situation

H1 2026

A number of persistent negative external factors

- Geopolitical, economic, monetary

Impact of the conflict in the Middle East

- The region accounted for 6% of 2025 sales
- Estimated sales revenue loss between €5m & €7m + dollar effect

A fragrance market that is slowing down but remains robust in the *Haute Parfumerie* segment

Despite this situation, Interparfums had a robust start to the year

- Sales at constant exchange rates: €430.6m (-3.7%)
- Sales at current exchange rates: €414.3m (-7.3%)



Other highlights

H1 2026

Annick Goutal

- Opening/Reopening of long-established shops (Bellechasse & Saint-Sulpice) and department stores (Bon Marché, Printemps)

2025 dividend

- €1.05 per share
- 70% of net income

27th bonus share grant

- 1 new share per 20 shares held
- 88 million existing shares



H1 sales by brand



Sales by brand

H1 2026

The fluctuation in the euro/dollar exchange rate* masks good (or very good) performance

- Coach fragrances (+3% at current exchange rates -> **+9.6%** at constant exchange rates)
- Jimmy Choo fragrances (+1% at current exchange rates -> **+6.5%** at constant exchange rates)
- Montblanc fragrances (-1% at current exchange rates -> **+3.4%** at constant exchange rates)

Lacoste fragrances down due to

- A high basis of comparison
- European consumers' wait-and-see attitude

Very strong performance of Van Cleef & Arpels fragrances in increasingly selective distribution

* 1.17 on average in H1 2026 / 1.09 on average in H1 2025





COACH

H1 2026 sales

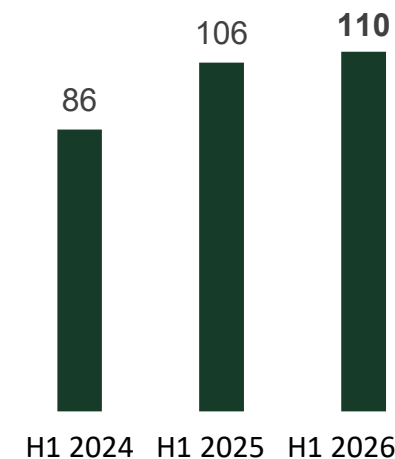
- €109.7m (+3%)
- Very high basis of comparison with H1 2025 up 24%

More than 10% growth in the United States

Launch of two new extensions in the *Coach Man* and *Coach Woman* franchises

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

Preparation of a new women's franchise by 2027





COACH

PURE PLATINUM

The New PARFUM



Coach Pure Platinum – Q1 2026



COACH

cherry

The New PARFUM



Coach Cherry - Q1 2026



JIMMY CHOO

H1 2026 sales

- €104.9m (+1%)

Continued success of the *I Want Choo* women's franchise launched in 2021

Continued growth in the United States (+9%) masked by the unfavorable euro/dollar exchange rate

One new product launched in H1

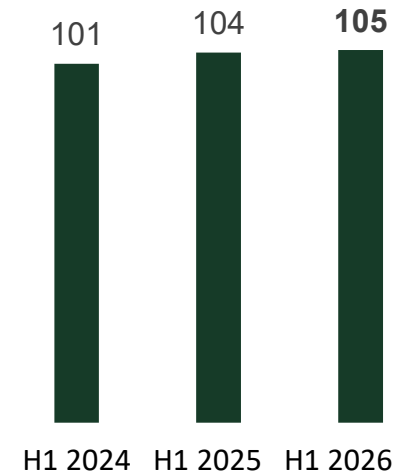
- *Jimmy Choo Man Parfum*

A second planned for H2

- *Jimmy Choo I Want Choo #5*

Preparation of a new women's franchise by 2028

JIMMY CHOO





Jimmy Choo Man Parfum – Q1 2026



MONTBLANC

H1 2026 sales

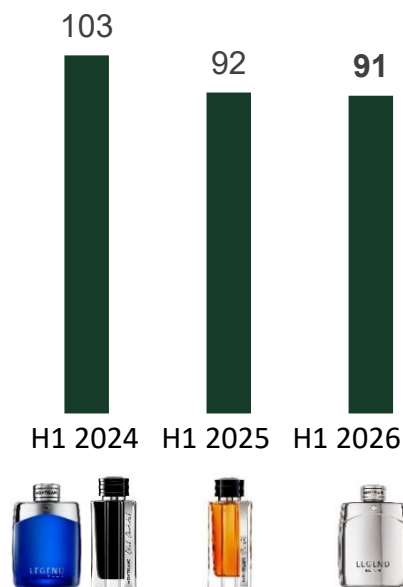
- €91.4m (-1%)

Stabilized market positions in H1 with the success of the latest extensions

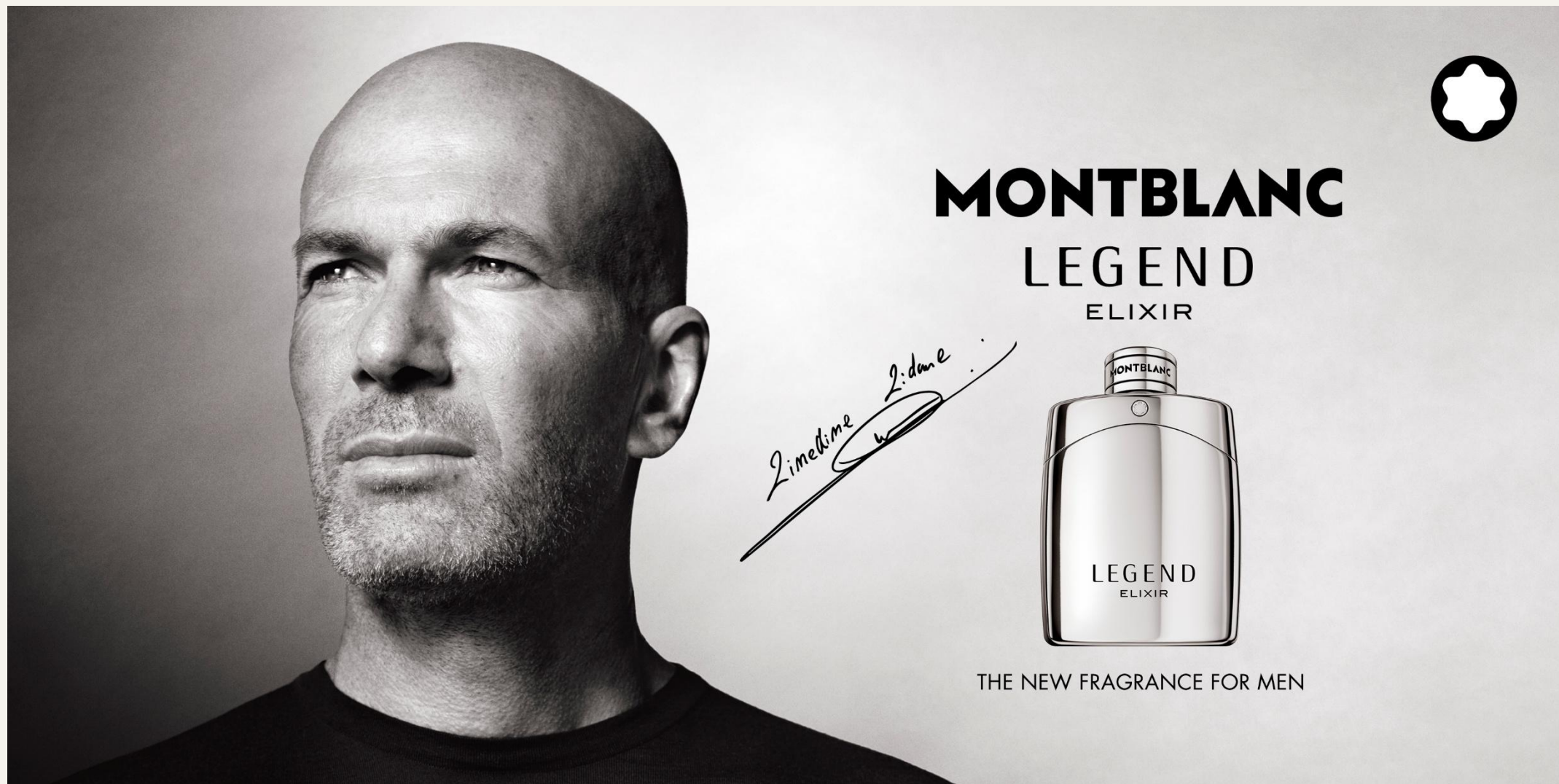
- *Montblanc Explorer Extreme* (H2 2025)
- *Montblanc Legend Elixir* (Q1 2026)

A 5th extension in the *Montblanc Explorer* franchise is scheduled for H2

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



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 a large, bold, sans-serif font, 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



LACOSTE

H1 2026 sales

- €41.2m (-21%)
- Very high basis of comparison with H1 2025 up 42%

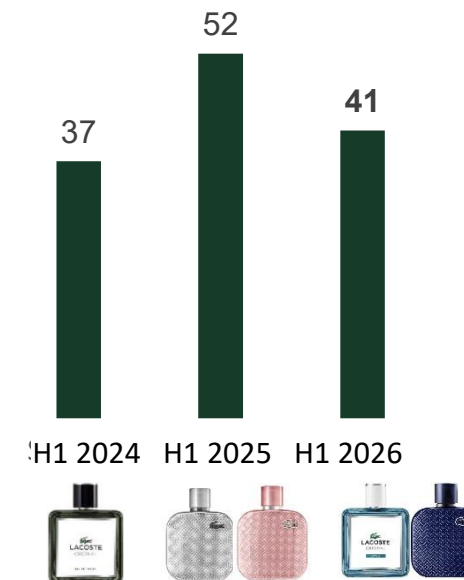
Two new launches in H1 2026

- *Lacoste Original Aqua* (Q1)
- *L.12.12 bleu* (Q2)

A final launch coming in H2

- A women's extension in the *Lacoste Original* franchise

Major launch plan scheduled for 2027 (women) and 2028 (men)





Lacoste Original Aqua – Q1 2026



Lacoste L.12.12 Bleu – Q2 2026

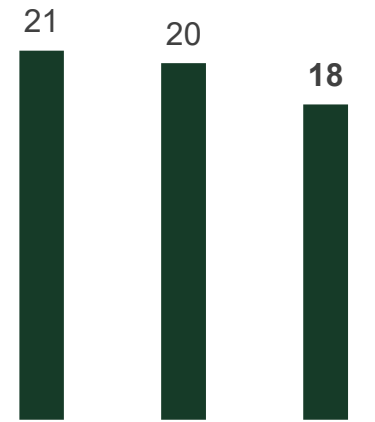
ROCHAS

H1 2026 sales

- €17.5m (-12%)
- High basis of comparison following the launch of the *Rochas Audace* franchise in H1 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)



H1 2024 H1 2025 H1 2026



ROCHAS
PARIS





Mademoiselle Rochas in Love – Q1 2026



Eau de Rochas Pomelo Passion - Q1 2026



Rochas Audace Le Parfum – Q2 2026

LANVIN

H1 2026 sales

- €14.4m (-26%)

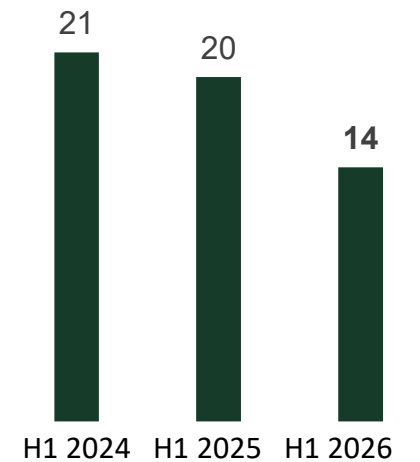
The brand has been impacted by

- Persistent difficulties in Eastern Europe markets and some Asian countries
- Sourcing problems for the *Eclat d'Arpège* line

Two initiatives are expected to kick-start activity

- End 2026 (new men's line)
- 2027 (new women's line)

LANVIN
PARIS





VAN CLEEF & ARPELS

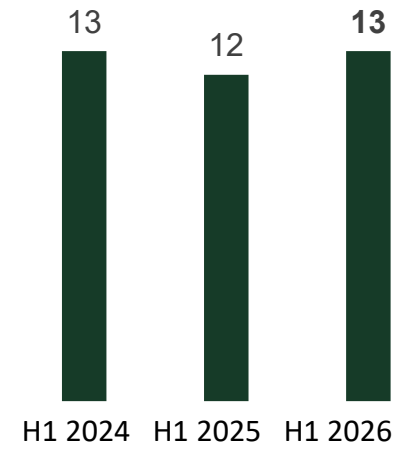
H1 2026 sales

- €13.2m (+7%)

Very favorable change related to the current strategy

- Increasingly selective distribution
- Increasingly Haute Parfumerie positioning
- Growing success particularly in Asia (+60%)

Van Cleef & Arpels





KARL LAGERFELD

H1 2026 sales

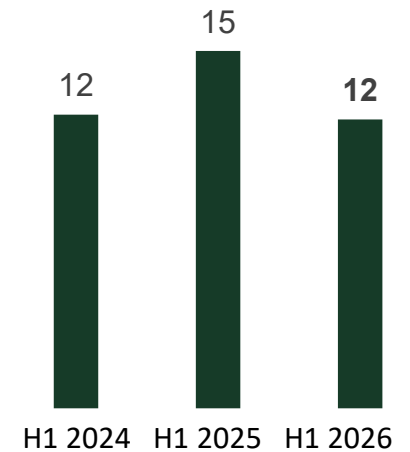
- €11.8m (-19%)

Lower sales activity linked to the sharp decline in Western and Eastern Europe markets

Strong sales performance in France (+11%)

A disruptive project in 2027

KARL LAGERFELD





SOLFÉRINO PARIS

H1 2026 sales

- €1.3m

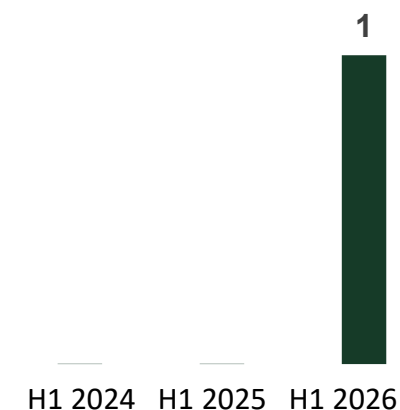
Continued geographic expansion in 2026

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

Extension of the range in 2027 with a bath product line



SOLFÉRINO
PARIS





ANNICK GOUTAL

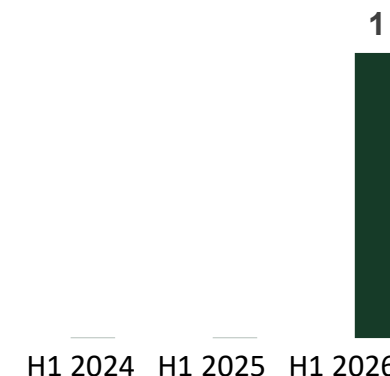
H1 2026 sales

- €0.9m

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

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

Development program (new fragrance juices + bath product line) in progress for 2027



ANNICK GOUTAL
PARIS

Rue de Bellechasse



Place St Sulpice



Bon Marché





Sales

H1 2026

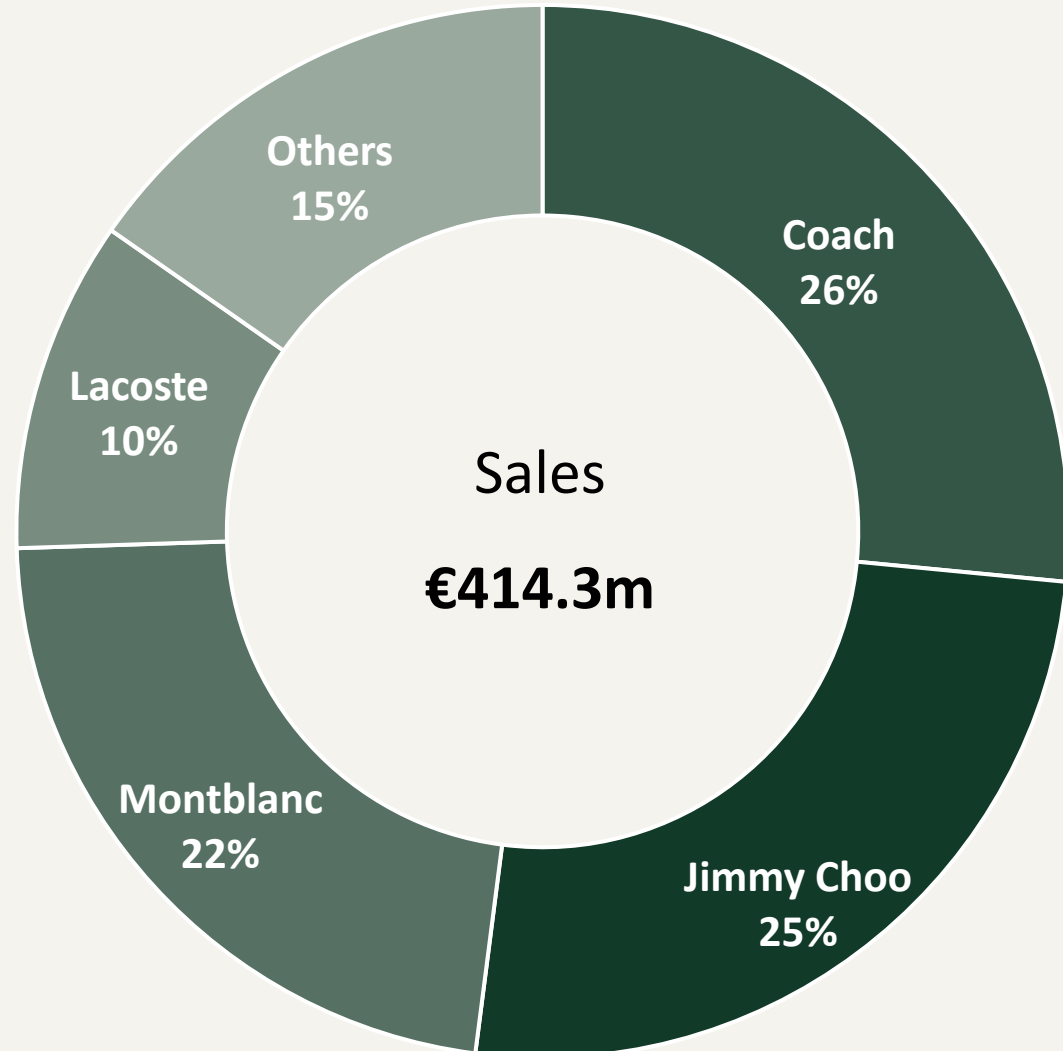
€m	2024	2025	2026	26/25
Coach	85.9	106.3	109.7	+3%
Jimmy Choo	101.0	104.2	104.9	+1%
Montblanc	103.0	92.3	91.4	-1%
Lacoste	36.8	52.2	41.2	-21%
Rochas	20.5	19.8	17.5	-12%
Lanvin	20.9	19.5	14.4	-26%
Van Cleef & Arpels	13.2	12.3	13.2	+7%
Karl Lagerfeld	12.0	14.6	11.8	-19%
Other brands	29.3	26.9	9.9	ns
Total sales	422.6	446.9	414.3	-7.3%

ns: not significant



Breakdown by brand

H1 2026



H1 sales by region



Sales by region

H1 2026

Significant regional variances

Some markets remain robust

- United States (Sales +5.8%* in H1 2026)
- South America (Mexico)
- China
- Australia

While others take a more wait-and-see approach or are impacted by conflicts

- Germany
- Russia
- Israel
- United Arab Emirates

* Source: Circana – Retail figures





North America

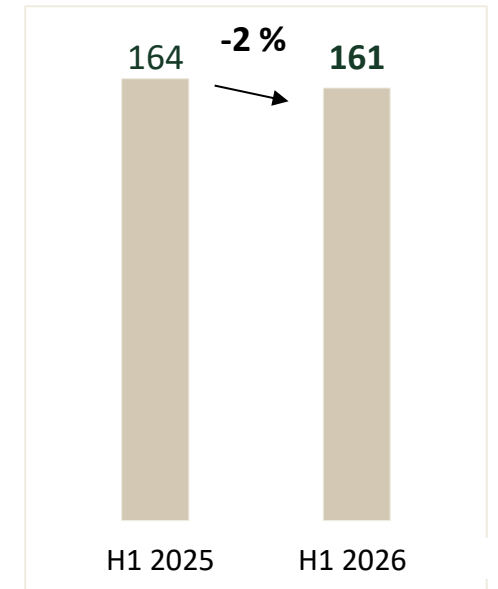
-2%

The unfavorable currency effect* masks good performance in the region

- Increase in sales of our US subsidiary
- Uptick in retail travel sales
- Sales stability in Canada

Early moves for the *Solférino* line

* 1.17 on average in H1 2026 / 1.09 on average in H1 2025





Focus on the United States

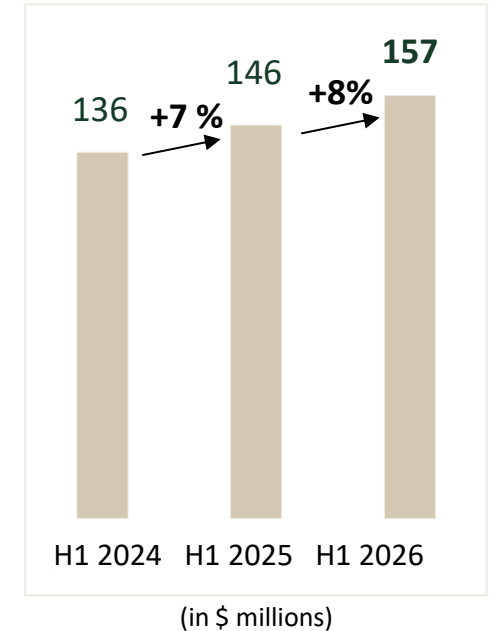
H1 2026

IPLB

- Sales: \$157m (+8%)
- 7th largest group in the US with 5.4% market share

Growth in activity is driven by

- **Coach** thanks to the first invoices issued for two new extensions *Coach Man & Coach Woman*
- **Jimmy Choo** and especially the *I Want Choo* franchise which is still highly successful
- **Montblanc** linked to the development of the *Montblanc Explorer Extreme* line





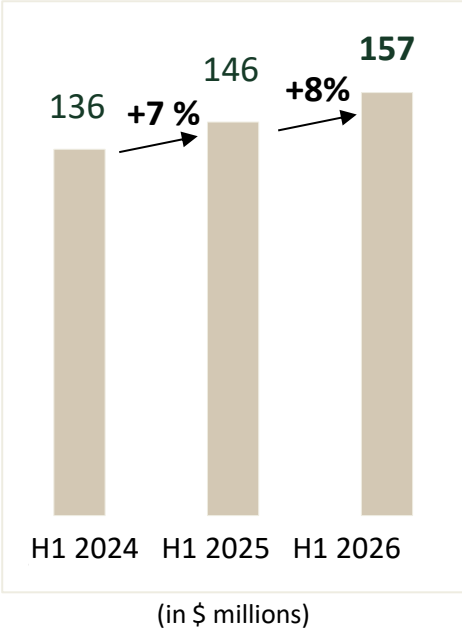
Focus on the United States

H1 2026

In a US market that is up 5.8%*, Interparfums is gaining market share with 9.1% growth*

Figures Retail	June 2026	H1 2026
Market	+6.2%	+5.8%
IPLB	+12.3%	+9.1%

* Source: Circana – Retail figures_– H1 2026



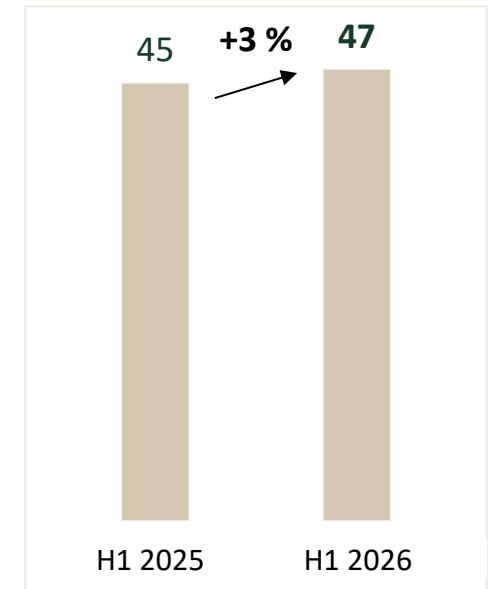


South America

+3%

Excellent momentum during the period, particularly in Mexico

- Significant growth in Jimmy Choo fragrances (+36%)
- Good performance of Coach and Montblanc fragrances





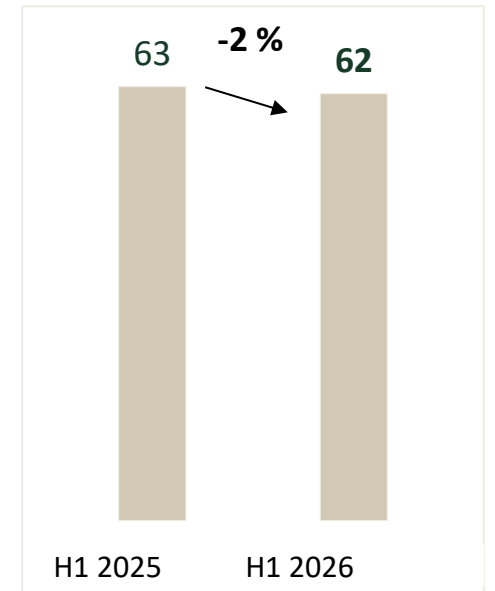
Asia-Pacific

-2%

Significant improvement in activity in Q2 (+24%) after a sharp decline in Q1

- Coach, Jimmy Choo and Van Cleef & Arpels
- Chinese (+35%) and Australian (+6%) markets
- More difficult markets in Japan and Singapore (-50%)

The changes in distribution in South Korea (opening of a subsidiary) and in India (new distributor) are starting to have an effect



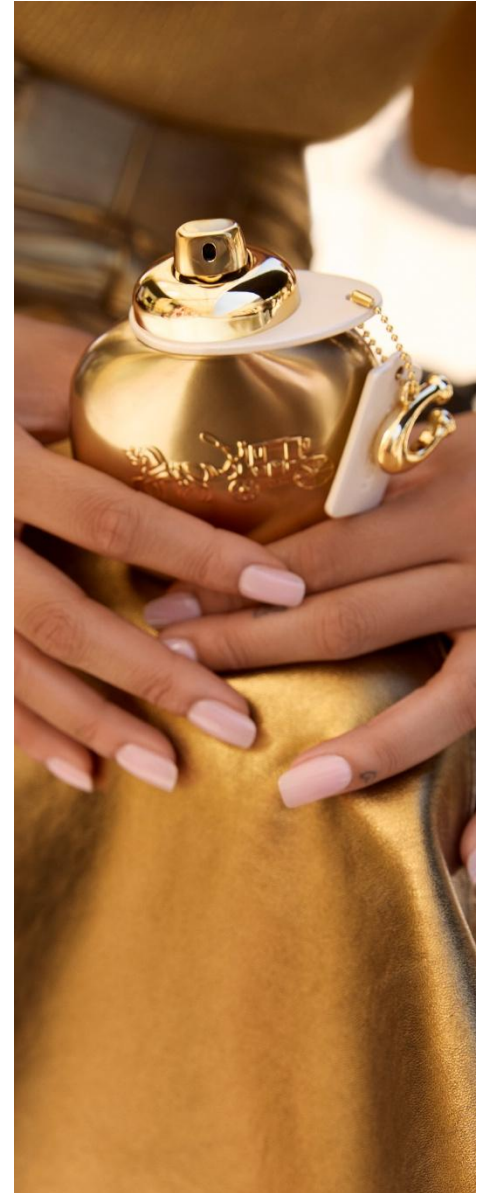
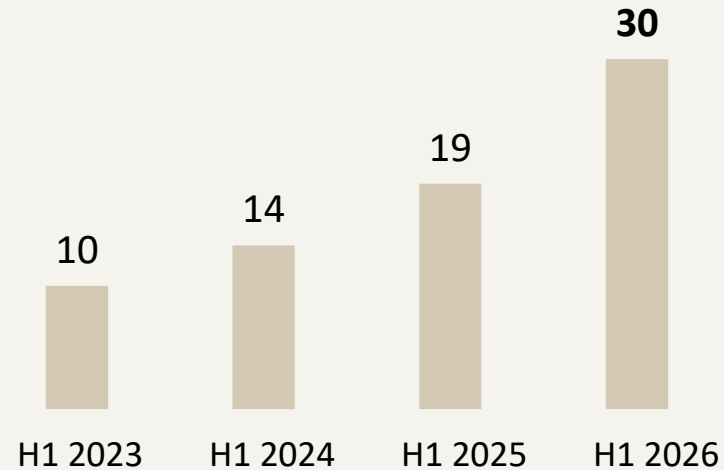


Focus on China

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

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

Coach, the Group's top brand





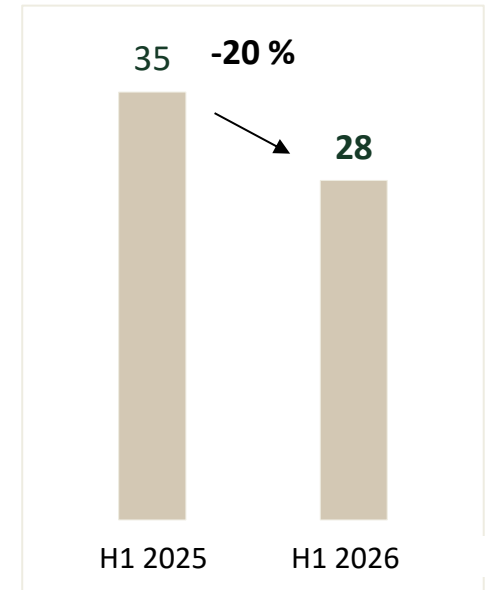
Eastern Europe

-20%

Persistent operational difficulties that impacted activity in some countries, particularly Russia

Major impacts on two brands

- Lacoste
- Lanvin





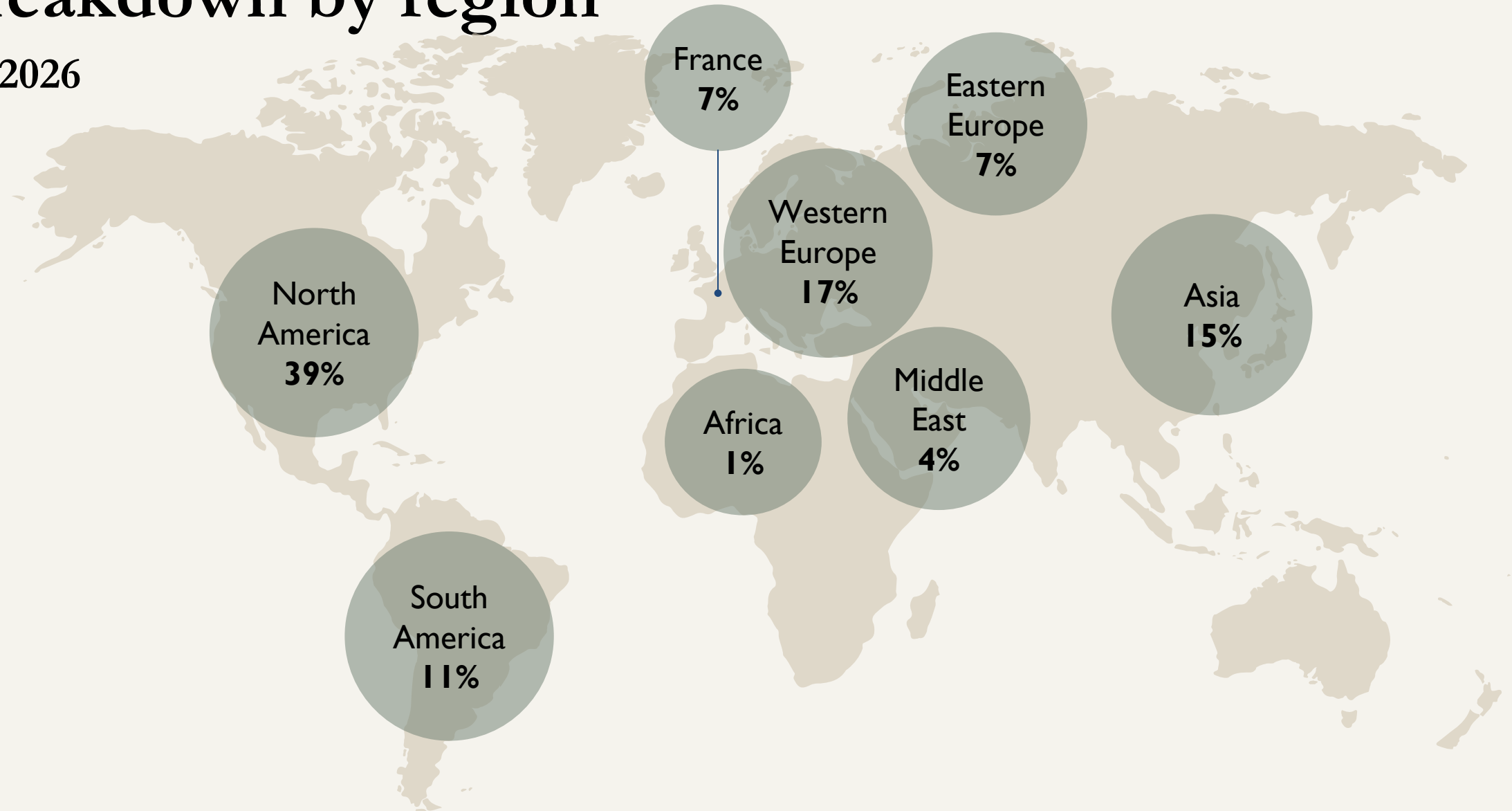
Sales

H1 2026

€m	H1 24	H1 25	H1 26	26/25
Africa	2.9	3.2	3.4	+5%
Asia	70.0	62.6	61.6	-2%
Eastern Europe	30.7	35.2	28.0	-20%
France	28.6	27.2	27.2	-
Middle East	28.6	24.9	16.8	-32%
North America	142.6	164.0	160.6	-2%
South America	42.5	45.1	46.5	+3%
Western Europe	76.7	84.7	70.1	-17%
Total sales	422.6	446.9	414.3	-7.3%

Breakdown by region

H1 2026

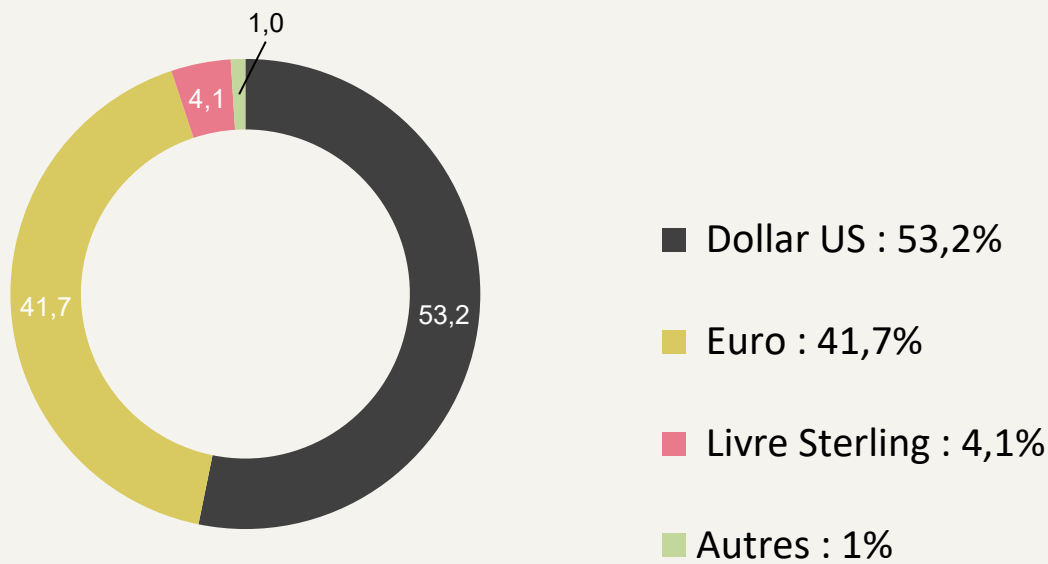


H1 2026



Sales - Currency effect

H1 2026



Currency	Average exch. rate H1 25	Average exch. rate H1 26	Impact on sales
€/\$	1.09	1.17	-€15.7m
€/£	0.840	0.87	-€0.5m
€/CD	1.54	1.60	-€0.1m
Total impact			-€16.4m

Sales

€430.6m

at constant exchange rates

Change

-3.7%

at constant exchange rates

Income

H1 2026

As a reminder, the company's business model is flexible since it is based

- Mostly on variable costs
- On a limited and controlled amount of fixed costs

Growth phases allow

- either reinvestment of earnings in order to strengthen future growth
- or improvement in profitability

Consolidation phases allow

- Preservation of the profitability of the past period or the future period
- And therefore a projected operating margin of 19 to 20% in H1 2026





2026 publications & events schedule

Publication of H1 2026 results

September 9, 2026 (before the stock exchange opens)

Publication of Q3 2026 sales

October 21, 2026 (before the stock exchange opens)

Publication of 2027 outlook

November 19, 2026 (before the stock exchange opens)

H2 2026 launches



H2 2026 launches

Jimmy Choo

- *I Want Choo Midnight*, new women's line in the eponymous franchise

Lacoste

- *Lacoste Original Femme Eau de parfum Intense*, new women's line in the eponymous franchise

Solférino Paris

- *Lumière d'automne*, new fragrance in the collection

Montblanc

- *Montblanc Explorer Infinite*, new men's fragrance in the eponymous franchise



Outlook



2026 outlook

The recent conflict in the Middle East and the ongoing one in Eastern Europe negatively impacted sales in the first half and will continue to do so in the second

Expected sales of €850m to €870m in 2026, but resulting in a moderate decline of around 3% at constant exchange rates compared with 2025

Excluding the impact of the conflict in the Middle East, estimated at around €15m in fiscal year 2026, the decline would be around 1% at constant exchange rates compared with 2025



2027 & 2028 outlook

A large-scale launch plan that includes some 20 major initiatives is in progress

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

Projects very well-received by all distributors during the presentations in recent months





INTERPARFUMS

H1 2026 sales

July 23, 2026