

2025 nine-month sales

€710m at constant exchange rates (+4.4%)

Despite a high basis of comparison related to record activity in the third quarter of 2024, 2025 Q3 sales reached €261.7m at constant exchange rates, up 1.6% vs. Q3 2024, driven by the solid performance of the Group's flagship brands, particularly Jimmy Choo fragrances. Considering the weak dollar, sales at current exchange rates fell by 1.6% over the period to €253.5m.

During the first nine months of 2025, sales therefore amounted to €710m at constant exchange rates and €700m at current exchange rates, an increase of 4.4% and 3.0% respectively, compared with the first nine months of 2024.

Nine-month activity by brand

€m	Q3		Change	9 months		Change
	2024	2025		2024	2025	
Jimmy Choo	66.9	73.8	+10%	167.9	178.0	+6%
Coach	53.0	52.5	-1%	138.9	158.8	+14%
Montblanc	59.6	54.8	-8%	162.6	147.1	-9%
Lacoste	26.8	26.5	-1%	63.5	78.7	+24%
Lanvin	13.3	10.5	-21%	34.3	30.1	-12%
Rochas	10.3	9.5	-8%	30.8	29.3	-5%
Other brands	27.7	25.9	ns	82.2	78.4	ns
Sales	257.6	253.5	-1.6%	680.2	700.4	+3%

ns: not significant

- The outstanding success of the *I Want Choo* women's franchise, which has continued from quarter to quarter since its launch in 2021, combined with the solid performance of the *Jimmy Choo Man* men's franchise, kept Jimmy Choo fragrances on a strong trajectory with more than 6% growth since the beginning of the year;
- Sales of Coach fragrances, which increased by 14%, continued to grow thanks to the strength of virtually all the *Coach* women's and men's historical lines, boosted by two new launches in the first half of 2025;
- Declining sales on both *Montblanc Legend Red* and *Montblanc Legend Blue* lines, released in 2022 and 2024, negatively impacted Montblanc fragrances, which fell by 9.5% despite the recent launch of the new *Montblanc Explorer Extreme* line;
- In their second year of operation, Lacoste fragrances confirmed the positive trend begun last year, with nine-month sales up 24% to nearly €79m. This performance is fully in line with the brand's redeployment plan and the annual target of €100m for 2025 as a whole;
- Although the *Éclat d'Arpège* line continued to perform well, Lanvin fragrances were down due to the lack of a launch this year. The launch of a major new initiative is expected in late 2026 or early 2027;

- Sales of Rochas fragrances remained robust, driven by the launch of the *Rochas Audace* and *Eau de Rochas Néroli Azur* lines.

Nine-month activity by region

€m	Q3		Change	9 months		Change
	2024	2025		2024	2025	
Africa	1.7	1.7	-	4.6	4.9	+6%
Asia	29.9	26.8	-10%	99.9	89.4	-10%
Eastern Europe	23.9	21.7	-9%	54.6	57.0	+4%
France	12.5	15.3	+23%	41.0	42.6	+4%
Middle East	15.4	12.9	-17%	44.0	37.8	-14%
North America	105.2	107.2	+2%	247.8	271.1	+9%
South America	18.1	21.3	+18%	60.7	66.4	+9%
Western Europe	50.9	46.5	-9%	127.6	131.2	+3%
Sales	257.6	253.5	-1.6%	680.2	700.4	+3%

- With sales up more than 16% at constant exchange rates (and 9% at current exchange rates), the North America region had the most robust nine-month growth, buoyed by a still dynamic US market where Interparfums is gaining market share. Thanks to Coach fragrances (+18%) and especially Jimmy Choo fragrances (+20%), sales growth in the United States was 14% at constant exchange rates;
- South America recorded a strong third quarter that confirmed past trends, with growth of 18% fueled by the resumption of the distribution of Lacoste fragrances and the rise in Coach fragrance sales. Nine-month growth was 9%;
- While some markets remained dynamic, including China, up by a hefty 49% and Japan (+18%), distribution disruptions in two major markets – Korea and India – had sporadic impacts on Asia, where sales dipped 10%;
- Although some markets still have momentum, the geopolitical situation continues to limit activity in Eastern Europe, which nevertheless posted nine-month growth of 4%;
- After the sharp uptick in sales (+22%) during the first nine months of 2024, Western Europe remained on a positive track (+3%), particularly in the United Kingdom, Spain and Germany;
- In France, the excellent performance in stores since the beginning of the year resulted in high restocking levels in the third quarter (+23%), which contributed to the turnaround in growth in the first nine months of the year. Sales of Lacoste fragrances increased by more than 20% during this period;
- As to be expected, the Middle East continued to suffer from the effects of the conflicts in the region and a reduction in the number of doors in many markets.

Paris, October 21, 2025

Upcoming event

Publication of 2026 outlook
November 19, 2025
(before the opening of
the Paris stock market)

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Philippe Benacin, Chairman and Chief Executive Officer, said: “In the current geopolitical and economic climate, we had a good quarter, which was partly masked by the unfavorable euro/dollar exchange rate but reaffirms our excellent start to the year. It enables us to maintain our sales target of around €900m for 2025 as a whole”.