

Q1 2026 sales

€229.5m at constant exchange rates - €215.5m at current exchange rates

Since the beginning of 2026, numerous external factors have had a negative impact on the activity, in particular the increased geopolitical disruption in the world, and more recently the outbreak of an armed conflict in the Middle East. Despite this particularly unfavorable context, Interparfums made a satisfactory start to 2026, in line with budget forecasts. Sales at constant exchange rates amounted to €229.5m, down slightly by 2.6% compared with Q1 2025. In view of the negative variation in the euro/dollar exchange rate*, sales at current exchange rates amounted to €215.5m, down by 8.5%.

Q1 2026 activity by brand

€m	Q1 2025	Q1 2026	26/25
Coach	52.7	61.5	+17%
Jimmy Choo	62.6	54.0	-14%
Montblanc	46.2	46.9	+2%
Lacoste	25.0	20.0	-20%
Rochas	10.3	8.8	-14%
Lanvin	11.5	7.2	-37%
Other brands	27.2	17.1	-38%
Total sales	235.5	215.5	-8.5%

- After a 15% increase in sales in Q1 2025, Coach fragrances achieved further growth of 17% in Q1 2026, driven by the launch of new products in the *Coach Women* and *Coach Men* franchises, and demand that remains high for most of the existing lines;
- While the brand continues to grow in the United States (+3%) driven by the continued success of the *I Want Choo* franchise, the Jimmy Choo fragrances showed a decline at current exchange rates due to a slight fall in certain European and Asian markets, as well as the significant depreciation of the US dollar*;
- After two years without new products in the *Montblanc Legend* franchise, the launch of the *Montblanc Legend Elixir* line and the success of the *Montblanc Explorer Extreme* line released last year enabled Montblanc fragrances to strengthen the existing market positions. The *Montblanc Explorer* franchise will be complemented by a new extension in the second half of the year;
- Due to a high basis of comparison and sluggish European markets, sales of Lacoste fragrances were down during the period, primarily in Eastern Europe. The major launches planned for 2027 and 2028 will boost sales of the brand significantly;
- The basis of comparison linked to the launch of the new *Rochas Audace* franchise in Q1 2025 explains the decline in Rochas fragrances in the period;
- Finally, without a major launch for several quarters, the Lanvin fragrances declined at the start of the year,

pending a new men's fragrance that should be launched by the end of 2026 followed by a new women's fragrance at the end of 2027.

Q1 2026 activity by geographic zone

€m	Q1 2025	Q1 2026	26/25
Africa	1.6	1.9	+20%
Asia	36.0	28.7	-20%
Eastern Europe	21.4	15.6	-27%
France	13.5	14.2	+5%
Middle East	10.8	6.5	-40%
North America	85.3	84.9	stable
South America	22.0	27.0	+23%
Western Europe	44.9	36.6	-19%
Total sales	235.5	215.5	-8.5%

More than ever, the trends are particularly mixed by region:

- As a continuation of 2025, the US subsidiary Interparfums Luxury Brands achieved double-digit growth in local sales in the United States, thanks to the launch of several extensions, in particular for Coach, combined with well targeted marketing and advertising investments. However, this performance was greatly weakened by a highly unfavorable euro/dollar exchange rate*;
- South America showed an excellent trend in Q1 2026, achieving growth of 23% due to the success of the women's and men's *Coach* franchises and the strength of the *Montblanc Legend* franchise;
- In spite of double-digit growth in China, the wait-and-see attitude from consumers in many markets in the Asia-Pacific region and the change in the distribution structure in South Korea and India affected the activity in the period;
- The company was penalized by operational difficulties encountered in certain countries in Eastern Europe, affecting particularly Lanvin and Lacoste brands, which are historically strong in that zone;
- After achieving growth of 14% in Q1 2025, Western Europe showed a decline in Q1 2026, due to the sluggishness of its main markets;
- The positive trend continued in France, which increased by 5% thanks to demand that remains sustained for Lacoste fragrances, favored by the launch of the *Lacoste Original Aqua* line in February;
- The recent intensification of conflicts in the Middle East continued to negatively impact the activity in Q1.

* 1.17 on average in Q1 2026 compared with 1.05 in Q1 2025

Upcoming events

Publication of H1 2026 sales
July 23, 2026
(before the opening of the Paris stock market)

Publication of H1 2026 results
September 9, 2026
(before the opening of the Paris stock market)

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Philippe Benacin, Chairman and Chief Executive Officer, said: "Thanks to a particularly strong start to the year in North and South America, we achieved an acceptable performance in Q1 2026, considering the greatly deteriorated geopolitical and macroeconomic environment. 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."

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