INTERPARFUMS SA

2027 outlook

A year of robust growth

2026: Stronger activity in the second half of the year

After several years of steady growth in sales, 2026 was, as expected and announced, a year of consolidation, marked by a geopolitical and economic environment that remains uncertain and by a launch plan focusing on extending existing lines.

Nonetheless, the main brands in the portfolio continue to achieve solid performances: Coach recorded solid growth, while Jimmy Choo continued to perform well and Montblanc resumed its growth trajectory thanks to *Montblanc Legend* and *Montblanc Explorer*, its two flagship franchises.

After a mixed performance during the first half of the year, activity has gained more favorable momentum since the summer, especially in recent weeks, enabling us to raise our 2026 sales target to around €880m, compared with the €870m expected previously.

2027: A year of robust growth

2027 will benefit from an intense launch plan, with numerous initiatives for the portfolio's historic brands and the contribution of the new Off-White, Annick Goutal and Longchamp brands:

- The first half of the year will be marked by the launch of three new franchises for Lacoste, Coach and Montblanc fragrances, which will reinforce the potential of these brands over the years to come;
- The second half of the year will benefit in particular from the launch of Longchamp fragrances, the first initiative since the licensing agreement was signed with Maison Longchamp in July 2025.

In addition to these major initiatives, a number of extensions to existing lines will boost activity throughout the year.

Driven by this momentum, 2027 sales are projected to be around €960m at constant exchange rates.

Upcoming events

Publication of 2026 sales
January 27, 2027
(before the opening of the Paris stock market)

Publication of 2026 results
February 24, 2027
(before the opening of the Paris stock market)

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Philippe Benacin, Chairman and Chief Executive Officer, said: *"Thanks to a more favorable second half of the year, 2026 will end on a positive note. 2027 will see a strong increase in sales, in particular thanks to the launch of new franchises for three of our major brands and to the start of business for Longchamp and Off-White fragrances, which will enable us to return to steady growth over the years to come. We therefore look forward to the coming year with great confidence."*

Philippe Santi, Executive Vice President, added: "*As expected, our operating margin for 2026 will reach around 18%, incorporating the reimbursement of US tariffs in the middle of the year to the value of €10m. The robust growth expected in 2027 will allow us to accelerate our marketing and advertising investments significantly. These will represent 24 to 25% of our sales and will support our new launches and strengthen our market positions over the long term. In this context, our operating margin is projected to be around 17%."*

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This press release is available in French and English on the company's website interparfums-finance.fr

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