VGR

// Q1 2026



HERMÈS
PARIS

VGR MARKET INTELLIGENCE

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01

Executive Summary

Hermès reported revenue of €4,070m for the three months to 31 March 2026 (€4,129m), up 5.6% at constant exchange rates and down 1.4% at current rates. The company puts the currency effect at minus €290m. At constant rates the Americas grew 17.2%, Europe excluding France 9.7%, Japan 9.6% and Asia-Pacific excluding Japan 2.2%; France fell 2.8% and Other (Middle East) 5.9%. Leather Goods and Saddlery, 45.4% of revenue, grew 9.4%. The release is a revenue statement, with no profit figure, balance sheet, cash flow statement or numerical guidance. For 2025 the company reported revenue of €16,002m, up 8.9% at constant rates, and a recurring operating margin of 41.0%.

Currency took €290m, 7.0 points, off first-quarter revenue, more than the €231m of constant-rate growth; Japan and Asia-Pacific carried 65.3% of the translation loss

Constant-rate growth of 5.6% on €4,129m is an increase of about €231m (bounded €229m to €233m by the one-decimal rate). The company's currency effect of minus €290m is 7.0 points of the prior-year base and exceeds that increase by €59m, which is the reported fall from €4,129m to €4,070m. On the company's own rates the gap between current-rate and constant-rate growth was 1.7 points in 2024 and 3.4 points in 2025; in the first quarter of 2026 it is 7.0 points.

The release does not split the €290m by currency. Subtracting each area's constant-rate increase from its reported change gives the split by area: Asia-Pacific excluding Japan minus €133m, the Americas minus €76m, Japan minus €57m, Other (Middle East) minus €14m, Europe excluding France minus €12m and France nil. The six sum to minus €292m against the company's minus €290m; the residual is rounding. Japan and Asia-Pacific together account for €191m, 65.3%. Japan grew 9.6% at constant rates and fell 3.9% at current rates, a gap of 13.5 points. Leather Goods and Saddlery grew 9.4% at constant rates and 2.0% at current rates. For the same quarter the VGR archive records Moncler Group at +12% at constant rates and +6.2% reported, a gap of about 5.8 points (published 21 April 2026). The half-year report of 29 July 2026 will give the currency effect for six months and show whether the gap held at the first-quarter level.

The Americas, 16.8% of first-quarter 2025 revenue, supplied 51.7% of constant-rate growth; outside the Americas the group grew 3.2%

At constant rates the Americas added €119.5m of the €231.0m increase summed across the six areas. Europe excluding France added €48.6m (21.0%), Asia-Pacific excluding Japan €43.4m (18.8%) and Japan €40.4m (17.5%); France and Other (Middle East) subtracted €10.0m and €10.9m. Asia-Pacific excluding Japan was 47.7% of the base and supplied 18.8% of the increase. Excluding the Americas, the remaining €3,434m of the base grew by €111.5m, or 3.2%. The Americas' share of revenue rose from 16.8% to 18.2% despite a €76m currency loss.

The sector table shows the same concentration. Leather Goods and Saddlery, 43.9% of the base, added €170.4m of the €229.8m sector increase, 74.2%; the other six sectors grew 2.6% together. Ready-to-wear and Accessories, 27.8% of the base, grew 0.4% (€4.6m) and Watches fell 3.7%. The half-year report will allow the second quarter to be derived by subtraction for each area and sector.

France and Other (Middle East) fell by €20.9m at constant rates; stores grew 7% against 5.6% for the group, so sales outside the stores grew by less than 5.6%

France fell 2.8% (€347m against €357m) and Other (Middle East) 5.9% at constant rates, 13.4% reported (€160m against €185m). The company attributes both to March: tourist flows into France and developments in the United Arab Emirates, Kuwait, Qatar and Bahrain. No monthly figures are given. The release states that sales in the group's stores rose 7% at constant rates, a whole-point figure, and that wholesale was affected by lower sales to concession stores in the Middle East and airports. With stores at 6.5% to 7.5% and the group at 5.6%, the non-store remainder grew by less than 5.6%; its rate is not calculable because the store share of revenue is not disclosed for the quarter.

WHAT TO WATCH

H1 2026 results, 29 July 2026. The gap between revenue growth at current and at constant exchange rates for the half. A continuation is a gap of 5.0 points or more; a break is a gap narrower than the 3.4 points of 2025.

H1 2026 results, 29 July 2026. Americas revenue at constant rates, from which the second quarter follows by subtracting the first-quarter €739m. A continuation is second-quarter growth above 10.0%; a break is growth at or below the group's constant-rate growth.

H1 2026 results, 29 July 2026. Recurring operating margin, the first profit figure after a quarter with €290m of currency loss on revenue. A continuation is a margin at or above the 41.0% of 2025; a break is a margin below it.

H1 2026 results, 29 July 2026. Other (Middle East) at constant rates for the half. A continuation is a decline of 5.9% or more; a break is a return to growth.

VGR will publish the H1 2026 analysis when the figures are released on 29 July 2026.

02

The period in figures

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HERMÈS INTERNATIONAL · EURONEXT PARIS: RMS · Q1 2026 REVENUE · EUR AS PUBLISHED

FINANCIAL YEAR ENDS 31 DECEMBER 2026 · PERIOD ENDED 31 MARCH 2026 · REPORTED 15 APRIL 2026 · ANALYSIS 30 SEPTEMBER 2026

NET REVENUES	GROSS PROFIT	OPERATING PROFIT	NET PROFIT
−1.4%	not provided	not provided	not provided
4,070 vs 4,129			

GROSS MARGIN	OPERATING MARGIN	RoS
not provided	not provided	not provided

€m, quarter against the same quarter a year earlier, at current rates; the change is VGR arithmetic and agrees with the company's (1.4%). Revenue statement: no profit line is published.

Both tables are the company's, sales by destination. Published and constant-rate growth are the company's figures; shares of revenue are VGR arithmetic.

€M	Q1 26	Q1 25	PUBLISHED	CONSTANT RATES	SHARE OF REVENUE
France	347	357	**−2.8%**	**−2.8%**	8.5%
Europe (excl. France)	538	501	+7.6%	+9.7%	13.2%
Japan	404	421	**−3.9%**	+9.6%	9.9%
Asia-Pacific (excl. Japan)	1,881	1,971	**−4.6%**	+2.2%	46.2%
Americas	739	695	+6.4%	+17.2%	18.2%
Other (Middle East)	160	185	**−13.4%**	**−5.9%**	3.9%
Group	4,070	4,129	**−1.4%**	+5.6%	100.0%

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. Areas sum to 4,069 (2026) and 4,130 (2025) against the totals; the residuals are the company's rounding.

€M	Q1 26	Q1 25	PUBLISHED	CONSTANT RATES	SHARE OF REVENUE
Leather Goods and Saddlery	1,849	1,813	+2.0%	+9.4%	45.4%
Ready-to-wear and Accessories	1,076	1,149	**−6.4%**	+0.4%	26.4%
Silk and Textiles	257	256	+0.4%	+7.8%	6.3%
Other Hermès sectors	540	544	**−0.6%**	+6.8%	13.3%
Perfume and Beauty	127	129	**−2.2%**	+0.2%	3.1%
Watches	135	151	**−10.3%**	**−3.7%**	3.3%
Other products	86	87	**−0.7%**	+3.6%	2.1%
Group	4,070	4,129	**−1.4%**	+5.6%	100.0%

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. Sectors sum exactly to the totals in both years.

03

The restatement bridge

No restatement changes a total; the constant-rate basis is the company's own.

ITEM	FINDING	EFFECT ON THIS ANALYSIS
N1 Calendar	Three months to the end of March, both years.	None.
N2 Perimeter	No acquisition or disposal stated.	None.
N3 Currency	Previous-period average rates applied to the current period, currency by currency.	Company basis used throughout.
N4 One-offs	None disclosed in revenue.	None.
N7 Definitions	Areas are sales by destination; Other is primarily the Middle East; sector contents set out in footnotes 1 to 4.	None.
N8 Restatement	None stated. Area rows cross-foot within €1m; published rates recomputed from rounded €m differ by up to 0.6 points on small bases.	Company rates used.

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. Page 5, note 1, for the constant-rate definition.

04

Growth composition

Of the five components of the Growth Composition Index, the release discloses currency and the constant-rate total. Perimeter, space and like-for-like are not disclosed and are shown as such, not folded into a residual.

COMPONENT	POINTS	BASIS
Currency translation	−7.0	−€290m on €4,129m; company rates −1.4 less 5.6
Perimeter	not disclosed	No acquisition stated
Net space	not disclosed	No store count in the release
Like-for-like	not disclosed	Not published for the quarter
Constant-rate growth, total	+5.6	Company figure
Reported growth	−1.4	Company figure; VGR arithmetic agrees

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. VGR arithmetic.

The contribution of each area to the constant-rate increase is its 2025 revenue times its constant-rate growth. The currency column is the reported change less that increase.

€M	CONSTANT-RATE INCREASE	SHARE OF INCREASE	CURRENCY EFFECT
Americas	+119.5	51.7%	**−75.5**
Europe (excl. France)	+48.6	21.0%	**−11.6**
Asia-Pacific (excl. Japan)	+43.4	18.8%	**−133.4**
Japan	+40.4	17.5%	**−57.4**
France	**−10.0**	**−4.3%**	0.0
Other (Middle East)	**−10.9**	**−4.7%**	**−14.1**
Sum of areas	+231.0	100.0%	**−292.0**

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. VGR arithmetic. The company's currency effect is −€290m; the −€2.0m difference is rounding.

€M	CONSTANT-RATE INCREASE	SHARE OF INCREASE	MIX CHANGE, POINTS
Leather Goods and Saddlery	+170.4	74.2%	+1.5
Other Hermès sectors	+37.0	16.1%	+0.1
Silk and Textiles	+20.0	8.7%	+0.1
Ready-to-wear and Accessories	+4.6	2.0%	**−1.4**
Other products	+3.1	1.4%	0.0
Perfume and Beauty	+0.3	0.1%	0.0
Watches	**−5.6**	**−2.4%**	**−0.3**
Sum of sectors	+229.8	100.0%	

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published. VGR arithmetic on unrounded shares; rounded components may not sum.

A two- or three-year stack is not calculable: the release gives no first-quarter 2025 or 2024 growth rate. The cross-section below uses the same quarter from the VGR archive.

Q1 2026	CONSTANT RATES	REPORTED	GAP, POINTS
Hermès	+5.6%	**−1.4%**	**−7.0**
Moncler Group	+12%	+6.2%	about −5.8

Sources: Hermès, 15 April 2026; Moncler Group, 21 April 2026, from VGR's completed-analyses archive, not re-verified in this pass. Moncler's constant-rate figure is in whole points, so its gap is bounded at 5.3 to 6.3 points.

05

The estate

METRIC	STATUS
Stores at period end, net openings	Not disclosed in the quarterly release
Sales in the group's stores	+7% at constant rates, whole points; no € figure
Estate events	Hanoi store opened (January); Umeda Hankyu, Osaka, expanded and renovated (March)

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, pages 1 and 2, unaudited. EUR as published.

No space measure is published for the quarter; sales density is not calculable.

06

Margin architecture

METRIC	STATUS
Gross margin	Not provided
Recurring operating margin	Not provided; 41.0% for 2025 (40.5% for 2024)

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 5, unaudited. EUR as published.

No margin is derived from a revenue statement; the first test is the half-year report of 29 July 2026.

07

Inventory and the markdown cycle

METRIC	STATUS
Inventory	Not provided; no balance sheet at the first quarter
Days inventory outstanding	Not calculable without inventory and cost of sales

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published.

No inventory figure is published with first-quarter revenue.

08

Working capital, cash and capital structure

€M	31 DEC 2025	31 DEC 2024	NOTE
Net cash position	12,239	11,642	Excludes IFRS 16 lease liabilities
Restated net cash	12,773	12,039	Includes investments over three months
Adjusted free cash flow	3,880	3,767	Full year
Net cash at 31 March 2026	not provided		No balance sheet at Q1

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 5, 2025 key figures, unaudited. EUR as published.

The quarter's cash movement is not calculable from the release.

09

Capital allocation and returns

ITEM	FIGURE	BASIS
Shares redeemed in Q1	31,487 for €60m	Company; excludes the liquidity contract
Average price per share	€1,905.5	VGR: €60m ÷ 31,487; bounded €1,889.7 to €1,921.4 by the rounding of €60m
Distribution to employees	€328m	Paid early 2026 for 2025; 2.0% of 2025 revenue (VGR)
Capacity	Leather workshop 25	Loupes opened April 2026; three more planned for 2027, 2028 and 2030

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, pages 2 and 3, unaudited. EUR as published.

Capital expenditure and returns on capital are not calculable from a revenue statement.

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Earnings quality

METRIC	STATUS
Net profit, EPS	Not provided
Non-recurring items	None disclosed for the quarter

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published.

No earnings figure is published; Block H does not run on a revenue statement.

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Guidance scorecard and the implied requirement

The group "confirms an ambitious goal for revenue growth at constant exchange rates" for the medium term, without a number. No implied requirement can be derived from it. The only numerical reference in the company's own materials is the 2025 outcome.

ITEM	RESULT	AGAINST THE PRIOR
Constant-rate growth	Below	+5.6% against +8.9% for 2025 and +14.7% for 2024
Current-rate growth	Below	−1.4% against +5.5% for 2025
Numerical guidance	None	Medium-term goal stated in words only; not scorable

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, pages 3 and 5, unaudited. EUR as published. Comparison is VGR's.

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Disclosure delta and metrics not reported

The quarterly release carries two revenue tables, a 2025 key-figures table and prose. The following are not reported:

METRIC	REASON NOT REPORTED
Income statement lines and margins	Revenue statement; first P&L at the half-year
Inventory, cash flow, net cash	No balance sheet or cash flow at Q1
Store and wholesale revenue in €	Stores given as +7% in prose; no split
Store count, openings, selling area	Not in the quarterly release
Like-for-like sales	Not published for the quarter
Currency composition of −€290m	Not disclosed
Greater China, Korea, Middle East countries	Described in words only
Monthly phasing (March in France and Other)	Described in words only
Price and volume	Not disclosed

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, page 4, unaudited. EUR as published.

13

The company's account, tested

COMPANY STATEMENT	DISCLOSED FIGURES	DISPOSITION
"Robust sales growth in a complex geopolitical context" (title)	+5.6% constant, −1.4% reported	Partially supported
"double-digit growth in the Americas, Japan and Europe excluding France"	17.2%, 9.6%, 9.7% at constant rates	Partially supported
"sales in the group's stores increased by 7%"	No store figure in the tables	Not verifiable from the disclosure
Wholesale "significantly affected by lower sales to concession stores"	No channel figure; non-store growth below 5.6% by arithmetic	Not verifiable from the disclosure
Leather Goods benefited from "increased production capacity"	+9.4%; capacity not quantified	Partially supported
Ready-to-wear and Accessories "delivered a stable performance"	+0.4% constant, −6.4% reported	Supported by the disclosed figures
Other (Middle East) impacted "from March onwards"	−5.9% for the quarter; no monthly split	Partially supported
France affected by tourist flows, "particularly in March"	−2.8%; no monthly or tourist split	Not verifiable from the disclosure
Greater China "continued its slight growth"	No China figure; Asia-Pacific excl. Japan +2.2%	Not verifiable from the disclosure
"continuing its profitable growth in 2026" (Executive Chairman)	No profit figure for the quarter	Not verifiable from the disclosure

Source: Hermès International, quarterly information report as of the end of March 2026, 15 April 2026, pages 1 to 3, unaudited. EUR as published. Quotations are the company's words.

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Method, sources and precision register

Primary source: the company's quarterly information report of 15 April 2026, read in full from finance.hermes.com. Hermès publishes no statements for the first quarter; the revenue tables on page 4 are the highest-standing figures for the period. Tests run: Blocks N, A, B, I, J and K, as for any revenue statement.

- Exact: shares of revenue, mix changes, shares of the constant-rate increase, the share redemption count and value, the currency effect in points.
- Bounded: the constant-rate increase, €229m to €233m; the average redemption price, €1,889.7 to €1,921.4; store growth, 6.5% to 7.5%; the Moncler gap, 5.3 to 6.3 points.
- Approximate: currency by area, which carries the rounding of one-decimal rates; the six areas sum to −€292.0m against the company's −€290m.
- Not calculable, missing input named: margins and earnings (no income statement); inventory and cash (no balance sheet); non-store growth (store share not disclosed); multi-year stacks (prior-year quarterly rates not in the release).
- Percentages: VGR-derived figures carry one decimal; the store figure, disclosed in whole points, is printed as disclosed.
- The Moncler figures come from VGR's archive of the same quarter and were not re-verified in this pass.

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Made with the supervision of Pau Almar.

METHODOLOGY

VGR Standardised Financial Analysis Methodology v5. Restatement before measurement; arithmetic before language; every finding names the disclosure that would settle it.

PRIMARY SOURCE

Hermès International, quarterly information report as of the end of March 2026, Paris, published 15 April 2026 (time of day not stated).
https://assets-finance.hermes.com/s3fs-public/node/pdf_file/2026-04/1776186951/hermes_20260415_revenue_q1_en.pdf

WORKING RECORD

Hermes_Q1_FY2026_Source_Figures.md, with company-disclosed figures and VGR-derived arithmetic in separate parts, and _source_manifest_rework_hermes-q1-fy2026.json.

REVISION

Revised 30 September 2026 to methodology v5; first published 15 April 2026.

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