

Half-year information report as at the end of June 2022

Very strong growth and exceptional results in the first half

Revenue increased 29% at current exchange rates and 23% at constant exchange rates Recurring operating margin reached 42% of sales Net profit reached €1,641 million, up 40%

Paris, 29 July 2022

The group's consolidated revenue amounted to \notin 5,475 million in the first half of 2022, up 29% at current exchange rates and 23% at constant exchange rates compared to the same period in 2021. Recurring operating income amounted to \notin 2,304 million (42% of sales). Net profit (group share) reached \notin 1,641 million (30% of sales).

Sales in the second quarter reached $\notin 2,710$ million (+26% at current exchanges rates, and +20% at constant exchange rates), with a high level of activity in all the business lines.

Axel Dumas, Executive Chairman of Hermès, said: "The very dynamic results over the first six months of the year testify to the growth across our 16 métiers and the strong desirability of our objects, designed by craftsmen with a sustainable approach, without compromising on quality. In a still unstable context, we are moving forward with confidence, faithful to our role as a responsible and committed company to our employees and our partners."

Sales by geographical area at the end of June

(at comparable exchange rates, unless otherwise indicated)

Over the first half of 2022, all the geographical areas posted strong growth, with strong resilience from Asia despite the sanitary context in China. Sales in the group's stores (+23%) benefitted from the strengthening of the exclusive omnichannel network and online sales. Wholesale activities growth (+25%), resulted notably from the resumption of travel retail.

• Asia excluding Japan (+15%) was driven by a high level of activity across the region and by sustained sales in Singapore, Australia and Korea. Greater China strongly bounced back in June after being penalised by sanitary restrictions and store closures in April and May, especially in Shanghai and Beijing. After the reopening of the renovated Pacific Place store in Hong Kong and One Central store in Macao at the beginning of the year, a new store was successfully launched in Zhengzhou at the end of March, in the Henan province in China.

• Japan (+20%) posted a remarkable performance, thanks to the loyalty of local clients. In June, the first edition of the exhibition *La Fabrique de la légèreté*, based on the year's theme, was held in Tokyo.

• America (+34%) continued its strong momentum at the end of June. In the United States, a new store opened in Austin in April, the third store of the house in Texas. The *Hermès in the Making* exhibition, presenting the house's artisanal know-how, was held in Detroit in June.

• Europe excluding France (+34%) and France (+41%) recorded sustained growth, thanks to the loyalty of local clients and the return of tourists, particularly in France, the United Kingdom and Italy.

Sales by business line at the end of June

(at comparable exchange rates, unless otherwise indicated)

At the end of June 2022, all the business lines confirmed their high levels of sales, with a remarkable increase in Silk, Ready-to-wear and Accessories, Watches and Other Hermès Business Lines (Jewellery and Homeware) underlying the huge desirability of the house Hermès.

The growth of the Leather Goods and Saddlery division (+12%) is driven by sustained demand and the increase in production capacities, in line with the annual objective. The *Rolling Mobility Suitcase* (*R.M.S*), customisable and the result of exceptional know-how and multiple innovations, received a warm welcome. Five new workshops are in project for the next five years, with the Louviers (Eure) and Sormonne (Ardennes) sites in 2023 and the Riom (Puy-de-Dôme) site in 2024. The sites in L'Isle-d'Espagnac (Charente) and Loupes (Gironde) have been announced for 2025 and 2026. Hermès thus continues to strengthen its local presence in France and to create jobs.

The Ready-to-Wear and Accessories division (+36%) pursued its dynamic growth, thanks to the success of the ready-to-wear, fashion accessories and footwear collections. The women's autumn-winter 2022 fashion show held in March at the *Garde républicaine* in Paris met with great success, as did the men's spring-summer 2023 collection revealed at the *manufacture des Gobelins* in June. New creations such as the *Rivale micro* bracelet, the single earing *Olympe* or the *Enid* sandal were very successful, alongside the house's iconic creations with the *Hapi, clic H* bracelets and the *Kelly belt*.

The Silk and Textiles business line (+29%) achieved excellent growth, with collections combining diversity of materials, formats and new uses, and supported by the development of production capacities at the Pierre-Bénite site near Lyon.

Perfume and Beauty (+23%) gained from the successful launches of the new chapter of Beauty, *Hermès Plein Air*, dedicated to complexion, as well as of infused care oil for lips, *Hermèsistibles*. Perfume launched a fresh and powerful creation, *Terre d'Hermès Eau Givrée* and a new light and airy fragrance joined the colognes collection in June, *Eau de Basilic Pourpre*.

The Watches business line (+55%) achieved an outstanding performance thanks to the development of timepieces with exceptional know-how such as the watch *Arceau Le temps voyageur*, and the success of iconic models such as *Heure H* and *Cape Cod*.

The Other Hermès business lines (+33%) kept up their momentum, thanks to Homeware and Jewellery. Homeware was presented in June at the Milan Design Week, with textile new creations and the *Soleil* d'Hermès tableware collection. The seventh haute bijouterie collection called Les jeux de l'ombre, featuring innovative shapes and know-how pushed to the highest standard, was presented at the Faubourg Saint-Honoré store in Paris.

Outstanding results in the first half of 2022

Recurring operating income was up 34% and amounted to $\notin 2,304$ million compared to $\notin 1,722$ million in the first half of 2021. Thanks to the leverage effect generated by the strong sales increase and the collections exceptional sell-through rates, the recurring operating margin reached an historical high of 42% compared to 41% at the end of June 2021.

Consolidated net profit (group share) amounts to $\notin 1,641$ million (30% of sales) compared to $\notin 1,174$ million in the first half of 2021.

Operational investments represented €190 million and adjusted free cash flow reached €1,421 million.

After distribution of the ordinary dividend (\notin 837 million) and inclusion of share buybacks (\notin 115 million for 103,368 shares excluding the liquidity contract), the restated net cash position increased by \notin 615 million to \notin 7,685 million compared to \notin 7,070 million as at 31 December 2021.

A responsible, sustainable model

The Hermès group continued to recruit and added more than 800 people to its workforce over the first six months. At the end of June 2022, the group employed 18,400 people, including 11,500 in France. True to its commitment as a responsible employer, Hermès paid an exceptional \in 3,000 bonus in February 2022, in respect of 2021, to all employees of the group to reward them for their engagement, as well as a rise of \notin 100 gross per month in January in France, on top of the usual rises. In June, a second rise of \notin 100 gross per month was announced for all European employees, starting in July.

Hermès is stepping up its commitments in the areas of education and knowledge transfer with the launch of the *École des Artisans de la Vente* in April. The group continues to roll out the *École Hermès des savoir-faire* with the opening of a new Apprentice Training Centre in Charleville-Mézières, in the Ardennes division.

The employment of people with disabilities reached 6.4%, which reflects the house's commitment to inclusion.

On 4 July, Hermès International received the *Grand Prix de la Transparence 2022* for all categories, now renamed Transparency Awards, which recognise the quality of regulated information of SBF 120 companies.

Outlook

For 2022, the impacts of the health context are still difficult to assess. Our highly integrated craftsmanship model and balanced distribution network, as well as the creativity of the collections and clients' loyalty allow us to look to the future with confidence.

In the medium-term, despite the economic, geopolitical and monetary uncertainties around the world, the group confirms an ambitious goal for revenue growth at constant exchange rates.

Thanks to its unique business model, Hermès is pursuing its long-term development strategy based on creativity, maintaining control over know-how and singular communication.

Limited review procedures have been carried out on the condensed interim consolidated financial statements by the Statutory Auditors in accordance with applicable regulations.

The half-year financial report, the press release and the presentation of the 2022 half-year results are available on the group's website: <u>https://finance.hermes.com</u>

Upcoming events:

- 20 October 2022: Q3 2022 revenue publication
- 17 February 2023: 2022 full-year results publication
- 14 April 2023: Q1 2023 revenue publication
- 20 April 2023: General Meeting of Shareholders

FIRST HALF 20.	22 KEY	FIGURES
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In millions of euros	H1 2022	FY 2021	H1 2021
		0.000	
Revenue	5,475	8,982	4,235
Growth at current exchange rates vs. n-1	29.3%	40.6%	70.2%
<i>Growth at constant exchange rates vs. n-1</i> ⁽¹⁾	23.2%	41.8%	76.7%
Recurring operating income ⁽²⁾	2,304	3,530	1,722
As a % of revenue	42.1%	39.3%	40.7%
Operating income	2,304	3,530	1,722
As a % of revenue	42.1%	39.3%	40.7%
Net profit – Group share	1,641	2,445	1,174
As a % of revenue	30.0%	27.2%	27.7%
Operating cash flows	2,001	3,060	1,487
Investments (excluding financial investments)	190	532	214
Adjusted free cash flow ⁽³⁾	1,421	2,661	1,236
Equity – Group share	10,259	9,400	8,024
Net cash position ⁽⁴⁾	7,293	6,695	5,326
Restated net cash position ⁽⁵⁾	7,685	7,070	5,521
Workforce (number of employees)	18,428	17,595	16,966

⁽¹⁾ Growth at constant exchange rates is calculated by applying the average exchange rates of the previous period to the current period's revenue, for each currency.

⁽²⁾ Recurring operating income is one of the main performance indicators monitored by the group's General Management. It corresponds to the operating income excluding non-recurring items having a significant impact likely to affect the understanding of the group's economic performance.

⁽³⁾ Adjusted free cash flow corresponds to the sum of operating cash flows and change in working capital requirement, less operating investments and repayment of lease liabilities, as per IFRS cash flow statement.
 ⁽⁴⁾ The net cash position includes cash and cash equivalents on the asset side of the balance sheet, less bank overdrafts presented within the short-term borrowings and financial liabilities on the liability side of the balance sheet. It does not include lease liabilities recognised in accordance with IFRS 16.

⁽⁵⁾ The restated net cash position corresponds to the net cash position, plus cash investments that do not meet IFRS criteria for cash equivalents as a result of their original maturity of more than three months, minus borrowings and financial liabilities.

	First half		Evolution /2021		
In millions of Euros	2022	2021	Published	At constant exchange rates	
France	480	341	40.7%	40.7%	
Europe (excl. France)	696	522	33.4%	33.8%	
Total Europe	1,176	863	36.3%	36.5%	
Japan	546	469	16.4%	20.4%	
Asia-Pacific (excl. Japan)	2,665	2,153	23.8%	14.9%	
Total Asia	3,211	2,622	22.5%	15.9%	
Americas	982	668	47.0%	34.1%	
Other	106	82	28.7%	28.0%	
TOTAL	5,475	4,235	29.3%	23.2%	

	2 nd quarter		Evolution /2021	
In millions of Euros	2022	2021	Published	At constant exchange rates
France	266	188	41.5%	41.5%
Europe (excl. France)	369	294	25.7%	26.1%
Total Europe	636	482	31.9%	32.1%
Japan	269	228	17.9%	23.4%
Asia-Pacific (excl. Japan)	1,218	1,023	19.1%	9.6%
Total Asia	1,487	1,251	18.9%	12.2%
Americas	533	377	41.4%	26.3%
Other	55	42	32.0%	31.1%
TOTAL	2,710	2,151	26.0%	19.5%

^(a) Sales by destination.

REVENUE BY SECTOR

	First half		Evolution /2021	
In millions of Euros	2022	2021	Published	At constant exchange rates
Leather Goods and Saddlery ⁽¹⁾	2,358	1,999	18.0%	12.1%
Ready-to-wear and Accessories (2)	1,458	1,025	42.3%	35.9%
Silk and Textiles	372	274	35.6%	29.0%
Other Hermès sectors ⁽³⁾	648	462	40.2%	32.5%
Perfume and Beauty	230	184	24.9%	23.3%
Watches	262	159	65.2%	55.3%
Other products ⁽⁴⁾	146	132	11.1%	9.1%
TOTAL	5,475	4,235	29.3%	23.2%

	2 nd quarter		Evolutio	on /2021
In millions of Euros	2022	2021	Published	At constant exchange rates
Leather Goods and Saddlery ⁽¹⁾	1,162	1,011	14.9%	8.5%
Ready-to-wear and Accessories (2)	748	552	35.6%	29.0%
Silk and Textiles	174	126	38.4%	31.1%
Other Hermès sectors ⁽³⁾	318	234	36.1%	27.8%
Perfume and Beauty	111	85	30.7%	28.9%
Watches	128	81	59.0%	48.9%
Other products ⁽⁴⁾	69	63	9.3%	7.1%
TOTAL	2,710	2,151	26.0%	19.5%

⁽¹⁾ The "Leather Goods and Saddlery" business line includes bags, riding, memory holders and small leather goods.

⁽²⁾ The "Ready-to-wear and Accessories" business line includes Hermès Ready-to-wear for men and women, belts, costume jewellery, gloves, hats and shoes.

⁽³⁾ The "Other Hermès business lines" include Jewellery and Hermès home products (Art of Living and Hermès Tableware).

⁽⁴⁾ The "Other products" include the production activities carried out on behalf of non-group brands (textile printing, tanning...), as well as John Lobb, Saint-Louis and Puiforcat.

REMINDER – 1ST QUARTER 2022

REVENUE BY GEOGRAPHICAL ZONE ^(a)

	1 st quarte	1 st quarter		Evolution /2021	
In millions of euros	2022	2021	Published	At constant exchange rates	
France	214	153	39.7%	39.7%	
Europe (excl. France)	327	228	43.4%	43.9%	
Total Europe	541	381	41.9%	42.2%	
Japan	277	241	15.0%	17.4%	
Asia-Pacific (excl. Japan)	1,447	1,130	28.0%	19.8%	
Total Asia	1,724	1,371	25.7%	19.3%	
Americas	449	291	54.3%	44.2%	
Other	51	41	25.2%	24.7%	
TOTAL	2,765	2,084	32.7%	27.1%	

^(a) Sales by destination.

REVENUE BY SECTOR

	1 st quarter		Evolution /2021	
In millions of euros	2022	2021	Published	At constant exchange rates
Leather Goods and Saddlery ⁽¹⁾	1,197	988	21.1%	15.8%
Ready-to-wear and Accessories (2)	710	473	50.1%	44.1%
Silk and Textiles	198	148	33.3%	27.3%
Other Hermès sectors ⁽³⁾	330	228	44.4%	37.4%
Perfume and Beauty	119	99	20.0%	18.4%
Watches	134	78	71.5%	62.0%
Other products ⁽⁴⁾	77	69	12.8%	10.9%
TOTAL	2,765	2,084	32.7%	27.1%

⁽¹⁾ The "Leather Goods and Saddlery" business line includes bags, riding, memory holders and small leather goods.

⁽²⁾ The "Ready-to-wear and Accessories" business line includes Hermès Ready-to-wear for men and women, belts, costume jewellery, gloves, hats and shoes.

⁽³⁾ The "Other Hermès business lines" include Jewellery and Hermès home products (Art of Living and Hermès Tableware).

⁽⁴⁾ The "Other products" include the production activities carried out on behalf of non-group brands (textile printing, tanning...), as well as John Lobb, Saint-Louis and Puiforcat.

APPENDIX – EXTRACT FROM FIRST HALF CONSOLIDATED ACCOUNTS

CONSOLIDATED INCOME STATEMENT

to millions of more	111 2022	2021 Financial	111 2021
In millions of euros	H1 2022	year	H1 2021
Revenue	5,475	8,982	4,235
Cost of sales	(1,586)	(2,580)	(1,207)
Gross margin	3,889	6,402	3,028
Sales and administrative expenses	(1,178)	(2,137)	(935)
Other income and expenses	(406)	(734)	(371)
Recurring operating income	2,304	3,530	1,722
Other non-recurring income and expenses	-	-	-
Operating income	2,304	3,530	1,722
Net financial income	(35)	(96)	(47)
Net income before tax	2,270	3,435	1,675
Income tax	(647)	(1,015)	(511)
Net income from associates	25	34	13
CONSOLIDATED NET INCOME	1,647	2,454	1,177
Non-controlling interests	(6)	(8)	(3)
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	1,641	2,445	1,174
Basic earnings per share (in euros)	15.69	23.37	11.22
Diluted earnings per share (in euros)	15.64	23.30	11.19

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

In millions of euros	H1 2022	2021 Financial year	H1 2021
Consolidated net income	1,647	2,454	1,177
Changes in foreign currency adjustments ¹	182	141	35
Hedges of future cash flows in foreign currencies ¹²	10	(110)	(44)
change in fair value	(97)	(87)	(19)
 recycling through profit or loss 	107	(23)	(25)
Assets at fair value ²	-	87	87
Employee benefit obligations: change in value linked to actuarial gains and losses ²	1	9	_
Net comprehensive income	1,840	2,582	1,255
• attributable to owners of the parent	1,833	2,573	1,252
attributable to non-controlling interests	7	9	3

(1) Transferable through profit or loss.

(2) Net of tax.

CONSOLIDATED BALANCE SHEET

ASSETS

In millions of euros	30/06/2022	31/12/2021	30/06/2021
Goodwill	14	42	42
Intangible assets	204	258	236
Right-of-use assets	1,665	1,517	1,405
Property, plant and equipment	1,916	1,881	1,665
Investment property	8	9	75
Financial assets	648	617	431
Investments in associates	52	51	49
Loans and deposits	63	59	57
Deferred tax assets	636	546	539
Other non-current assets	25	22	23
Non-current assets	5,232	5,002	4,522
Inventories and work-in-progress	1,617	1,449	1,394
Trade and other receivables	464	333	298
Current tax receivables	8	58	11
Other current assets	288	257	228
Financial derivatives	179	53	80
Cash and cash equivalents	7,293	6,696	5,352
Current assets	9,850	8,845	7,362
TOTALASSETS	15,082	13,847	11,885

LIABILITIES

In millions of euros	30/06/2022	31/12/2021	30/06/2021
Share capital	54	54	54
Share premium	50	50	50
Treasury shares	(672)	(551)	(552)
Reserves	8,735	7,142	7,077
Foreign currency adjustments	359	178	72
Revaluation adjustments	93	83	149
Net income attributable to owners of the parent	1,641	2,445	1,174
Equity attributable to owners of the parent	10,259	9,400	8,024
Non-controlling interests	14	12	10
Equity	10,273	9,412	8,034
Borrowings and financial liabilities due in more than one year	24	24	18
Lease liabilities due in more than one year	1,705	1,529	1,405
Non-current provisions	29	26	21
Post-employment and other employee benefit obligations due in more than one year	224	220	284
Deferred tax liabilities	46	15	17
Other non-current liabilities	48	45	36
Non-current liabilities	2,076	1,860	1,781
Borrowings and financial liabilities due in less than one year	14	1	25
Lease liabilities due in less than one year	272	248	227
Current provisions	129	115	108
Post-employment and other employee benefit obligations due in less than one year	40	40	28
Trade and other payables	536	535	383
Financial derivatives	213	122	67
Current tax liabilities	468	347	311
Other current liabilities	1,063	1,168	920
Current liabilities	2,733	2,575	2,070
TOTAL EQUITY AND LIABILITIES	15,082	13,847	11,885

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

					Consolidated		Revaluation adjustments					
In millions of euros	Number of shares	Share capital	Share premium	Treasury shares	reserves and net income attributable to owners of the parent	Actuarial gains and losses	Foreign currency adjustments	Financial investments	Hedges of future cash flows in foreign currencies	Equity attributable to owners of the parent	Non- controlling interests	Equity
As at 1 January 2021	105,569,412	54	50	(464)	7,732	(135)	38	100	5	7,380	11	7,391
Net income for the first half of 2021	-	-	-	-	1,174	-	-	-		1,174	3	1,177
Other comprehensive income for the first half of 2021	_	-	-	-		-	35	87	(44)	78	0	78
Comprehensive income for the first half of 2021	_	_	_		1,174	_	35	87	(44)	1.252	3	1,255
Change in share capital and share premiums						-		-	(++)		-	
Purchase or sale of treasury shares	-	-	-	(88)	(69)	-	-	-	-	(158)	-	(158)
Share-based payments	_	-	-	-	32	-	-	-	-	32	-	32
Dividends paid	-	-	-	-	(485)	-	-	-	-	(485)	(4)	(489)
Other	-	-	-	-	3	-	-	-	-	3	-	3
AS AT 30 JUNE 2021	105,569,412	54	50	(552)	8,386	(135)	72	188	(39)	8,024	10	8,034
Net income for the second half of 2021	-	-	-	-	1,272	-	-	-	-	1,272	5	1,277
Other comprehensive income for the second half of 2021	-	-	-	-		9	106	-	(66)	49	0	50
Comprehensive income for the second half of 2021	-	_	-	-	1,272	9	106	-	(66)	1,321	5	1,327
Change in share capital and share premiums	-	-	-	-	-	-	-	-	-	-	-	-
Purchase or sale of treasury shares	-	-	-	1	_	-	_	-	-	1	-	1
Share-based payments	_	-	-	-	27	-	-	-	-	27	-	27
Dividends paid	-	-	-	-	-	-	-	-	-	-	(2)	(2)
Other	-	-	-	-	27	-	-		-	27	(2)	25
As at 31 December 2021 Net income for the first half of	105,569,412	54	50	(551)	9,712	(125)	178	188	(105)	9,400	12	9,412
2022	-	-	-	-	1,641	-	-	-		1,641	6	1,647
Other comprehensive income for the first half of 2022	_	-	-	-	_	1	181	_	10	191	1	193
Comprehensive income for the first half of 2022	_	_	-	_	1,641	1	181	-	10	1,833	7	1,840
Change in share capital and share premiums	-	-	-	-	-	-	-	-	-	-	-	-
Purchase or sale of treasury shares	-	-	-	(120)	(0)	-	-	-	-	(120)	-	(120)
Share-based payments	-	-	-	-	27	-	-	-	-	27	-	27
Dividends paid	-	-	-	-	(845)	-	-	-	-	(845)	(6)	(850)
Other		-	-		(36)	-	-			(36)	-	(36)
AS AT 30 JUNE 2022	105,569,412	54	50	(672)	10,500	(124)	359	188	(95)	10,259	14	10,273

CONSOLIDATED STATEMENT OF CASH FLOWS

CASH FLOWS RELATED TO OPERATING ACTIVITIES Net income attributable to owners of the parent Depreciation and amortisation of fixed assets	1,641 160 127 71	2,445 312	1,174
	160 127	312	· · · ·
Depreciation and amortisation of fixed assets	127		1.40
		251	148
Depreciation of right-of-use assets	71	251	120
Impairment losses		65	41
Mark-to-Market financial instruments	-	(1)	(1)
Foreign exchange gains/(losses) on fair value adjustments	(24)	(46)	(12)
Change in provisions	22	28	17
Net income from associates	(25)	(34)	(13)
Net income attributable to non-controlling interests	6	8	3
Capital gains or losses on disposals and impact of changes in scope of consolidation	7	(4)	1
Deferred tax expense	(1)	(15)	(14)
Accrued expenses and income related to share-based payments	27	59	32
Dividend income	(11)	(10)	(10)
Other	(0)	(0)	(0)
Operating cash flows	2,001	3,060	1,487
Change in working capital requirements	(261)	346	65
Change in net cash position related to operating activities (A)	1,740	3,405	1,552
CASH FLOWS RELATED TO INVESTING ACTIVITIES			
Operating investments	(190)	(532)	(214)
Acquisitions of consolidated shares	-	(0)	(0)
Acquisitions of other financial assets	(40)	(198)	(4)
Disposals of operating assets	0	3	2
Disposals of consolidated shares and impact of losses of control	-	-	
Disposals of other financial assets	5	6	3
Change in payables and receivables related to investing activities	(18)	6	(30)
Dividends received	36	47	26
Change in net cash position related to investing activities (B)	(207)	(669)	(217)
CASH FLOWS RELATED TO FINANCING ACTIVITIES			
Dividends paid	(850)	(490)	(489)
Repayment of lease liabilities	(128)	(212)	(102)
Treasury share buybacks net of disposals	(120)	(158)	(159)
Borrowing subscriptions	-	-	<u>-</u>
Repayment of borrowings	(0)	(8)	(8)
Change in net cash position related to financing activities (C)	(1,099)	(869)	(757)
Foreign currency translation adjustment (D)	151	110	32
CHANGE IN NET CASH POSITION (A) + (B) + (C) + (D)	585	1,978	609
Net cash position at the beginning of the period	6,695	4,717	4,717
Net cash position at the end of the period	7,280	6,695	5,326
CHANGE IN NET CASH POSITION	585	1,978	609