

COMMERCE

Herms continues sales growth streak in Q3

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Sustained demand and desirability are helping the maison skirt adverse macroeconomic factors. Image credit: Herms

By ZACH JAMES FOR LUXURY DAILY NEWS SERVICE

French fashion and leather goods brand Herms is seeing success among all major regions of operation.

During the third quarter, ended Sept. 30, the company raised 3.88 billion euros in revenue, or \$4.5 billion at current exchange, a 9.6 percent increase year-over-year at constant rates. Its leather goods and saddlery led the way in total sales and overall growth, while nearly all segments surged in cash generation.

"In the third quarter, Herms is maintaining its course, thanks to solid growth that reflects the strength of our model," said Axel Dumas, executive chairman of **Herms**, in a statement.

"We remain focused on navigating uncertainties, thanks to the loyalty of our customers and the commitment of our employees."

Up and up

While Asia-Pacific produced the most sales of all regions, totalling nearly \$2.3 billion, its growth was the most constrained, up 7.6 percent y-o-y.

All other markets, including those in Europe and the Middle East, as well as Japan, saw double-digit percentage increases compared to Q3 2024. The Americas came out on top of all of the others with a 14.1 percent jump.



Global growth is attributed to increased retail momentum in established and growing luxury locales. Image credit: Herms

This strong global demand is driven by ready-to-wear, leather goods and other Herms houses, which include jewelry and home

goods. In the fashion space, the company will soon see major change, as longtime menswear creative director Vronique Nichanian stepped down in recent days, with English fashion designer Grace Wales Bonner named as her successor ([see story](#)).

Each house saw increased sales in the third quarter, except for the perfume and beauty segment. Hermès' cosmetics business generated \$137 million, a 7.2 percent drop; this decreasing performance hardly impacts the business's bottom line, as it represents less than 5 percent of the overall quarterly intake.

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