

2018



RÉMY COINTREAU

CORPORATE SOCIAL & ENVIRONMENTAL
RESPONSIBILITY
2017 / 2018



All around the world, there are clients seeking exceptional experiences; clients for whom a wide range of terroirs means a variety of flavors. Their exacting standards are proportional to our expertise – the finely-honed skills that we pass down from generation to generation. The time these clients devote to drinking our products is a tribute to all those who have worked to develop them.

It is for these men and women that Rémy Cointreau, a family-owned French Group, protects its terroirs, cultivates exceptional multi-centenary spirits and undertakes to preserve their eternal modernity. The Group's portfolio includes 12 unique brands, such as Rémy Martin and Louis XIII cognacs, and Cointreau liqueur.

Rémy Cointreau has a single ambition: becoming the world leader in exceptional spirits. To this end, it relies on the commitment and creativity of its 1,800 employees and on its distribution subsidiaries established in the Group's strategic markets.

Rémy Cointreau is listed on Euronext Paris.

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MARC HÉRIARD
DUBREUIL

A WORD FROM THE CHAIRMAN

In keeping with our predecessors, the men and women of Rémy Cointreau, whether they are in Cognac, Angers, Islay, Athens or Barbados, are more attentive than ever to the quality and uniqueness of our spirits. Today, each of our *Maisons* continues to win over passionate and discerning clients throughout the world.

Our brands are simultaneously rooted in their terroirs, highly contemporary and destined to achieve global recognition. The brands' success is fundamentally linked to the savoir-faire of those women and men who have succeeded each other, sometimes for more than 300 years, and who have crafted their singularity. This success derives from a scent, aroma or taste that

lay within the memory of connoisseurs who recognise that uniqueness and wish to share their experience with others. Around the world, people are experimenting with new ways of savouring our products and, in doing so, contribute to perpetuating the desire for exceptional spirits.

As Chairman of Rémy Cointreau since October 2017, this heritage has forged my commitment: in relation to our clients, to be attentive to product quality and producers' dedication; in relation to our stakeholders, to simultaneously meet targets for growth, profitability and economic sustainability. Nor am I forgetting our ambition in the area of Corporate Social Responsibility.

Across all our activities and for each of our businesses, our emphasis must be on sustainable, responsible, transparent and shared practices. Our 2020 CSR plan, initiated last year, builds on initiatives to decrease our carbon emissions (ecodesign of products, freight optimization, etc.) and reduce our environmental footprint (energy, water and liquid waste).

Thanks to our research and actions, this responsibility is now instilled in every part of our Group. Rémy Cointreau has therefore reaffirmed its commitment to the Global Compact initiative and to its 2020 strategy, based on the Sustainable Development Goals (SDGs) as defined by the United Nations. Every company involved in CSR reporting (according to the French "Grenelle II law") reports all of its corporate, environmental and social information. This reporting process also enhances our strategic reflection for the Group.

The legacy of our predecessors also leads us to be bold, standing among new generations who want to create original products for the global economy of today and tomorrow. Our major concerns are to preserve our savoir-faire, enhance skills and motivate talented people, since it is thanks to the commitment of all our employees that we will fulfil our ambition: being the leader in exceptional spirits.

The year 2017/2018 has confirmed the relevance of our strategic choices. This year, our growth has accelerated even further under the impetus of Asia, the United States and Global Travel Retail. At constant scope and exchange rates, our sales are up +7.2%. Cognacs were particularly instrumental in this performance, illustrating the relevance

of our strategy to move upmarket. Our upgrading efforts within the Liqueurs and Spirits division have further elevated Rémy Cointreau's ambitions and has given us confidence in the future.

All around the world, connoisseurs seeking exception have the mind of a collector. They seek rare terroirs, recognize the know-how behind exceptional aromas, and appreciate the value bestowed by time. The bond that we create between terroirs, people and time, is the bond that unites us, in a sustainable way, with the world of today and tomorrow.

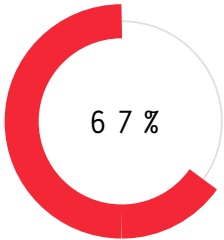
GROUP PROFILE

A PORTFOLIO
OF EXCEPTIONAL SPIRITS

	HOUSE OF RÉMY MARTIN		LIQUEURS & SPIRITS DIVISION				
	COGNAC	LIQUEUR	WHISKY	GIN	RUM	BROWN SPIRITS	
UPPER LUXURY							
LUXURY							
ULTRA PREMIUM							
PREMIUM							

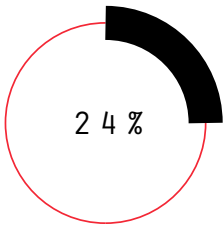
Net sales by division

The House of Rémy Martin:
Rémy Martin and Louis XIII



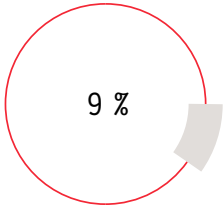
€760.0 million
in net sales

The Liqueurs
& Spirits division:
Cointreau, Metaxa,
Mount Gay, St-Rémy,
The Botanist and
single malt whiskies



€266.8 million
in net sales

The Partner Brands
division:
Third-party brands
distributed by the Group



€100.2 million
in net sales

The Rémy Cointreau Group has a portfolio of 12 exceptional world-renowned brands: Rémy Martin and Louis XIII cognacs, Cointreau liqueur, Greek Metaxa spirit, Mount Gay rum, St-Rémy brandy, The Botanist gin, and single malt whiskies Bruichladdich, Port Charlotte, Octomore, Westland and Domaine des Hautes Glaces. During the 2017/2018 financial year, the Group's net sales totalled €1,127 million, with organic growth of 7.2% (with the Group's brands up by +9.2%).

HIGH-END POSITIONING
IN A HIGH GROWTH SEGMENT

In 2017/2018, the Group's exceptional spirits (with a sales price higher than US\$50) represented 53% of the Group's net sales (compared with 51% in 2016/2017).

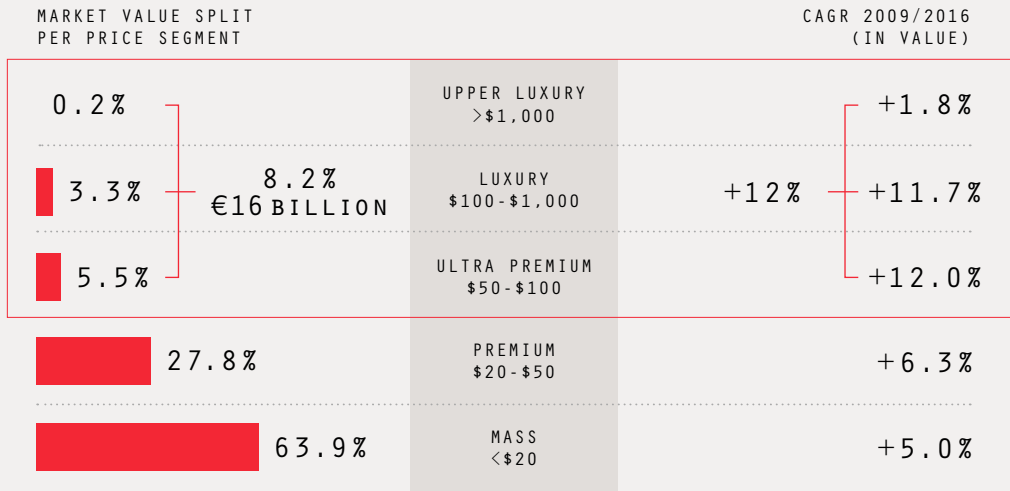
Rémy Cointreau therefore has a legitimate position in this segment, which represents around 8% of the global spirits market. Exceptional spirits have seen very high growth in recent years (+12% per year on average compared with +6% for the overall spirits market), driven by a move towards the high-end of the market and an ever more demanding clientele

in terms of the quality, production, know-how and history of the spirits that they consume.

The Group's ambition is that our exceptional spirits gradually increase to more than 60% of our net sales, over time.



Spirits > USD50: a fast-Growing Segment



Source: IWSR, Rémy Cointreau, International Spirits Market estimated at \$200 billion.

Worldwide spirits market trends

+6%

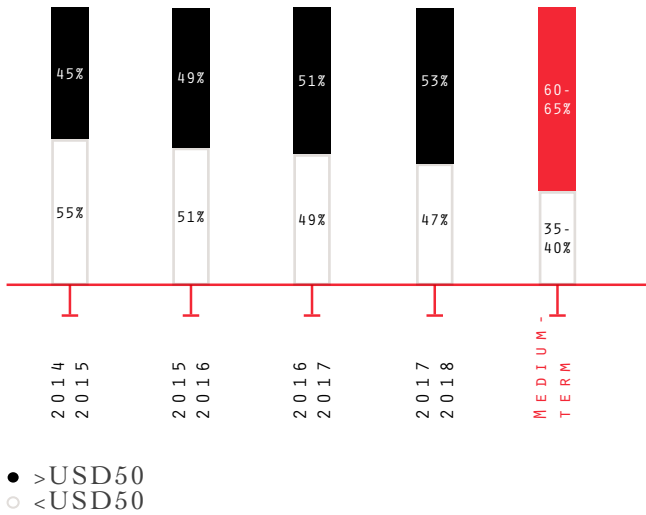
Worldwide average annual growth in spirits sales

Increase in the worldwide ultrawealthy population, 2017/2021

+20%

For our clients, this growth should be accompanied by a sharp increase in their wealth in value terms

Contribution of exceptional spirits (>US\$50) to the Group's net sales

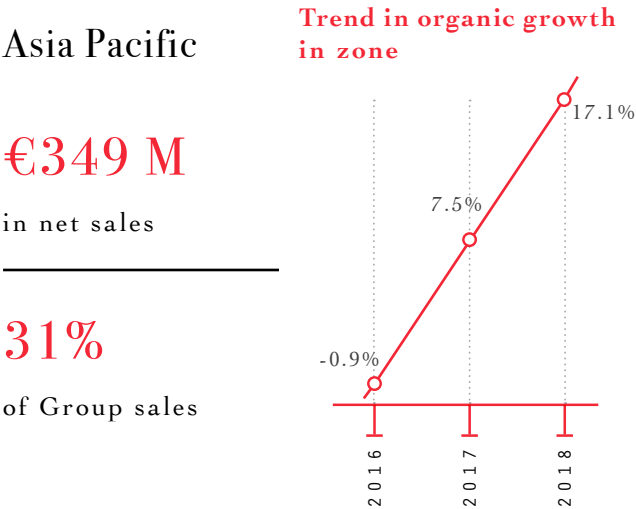
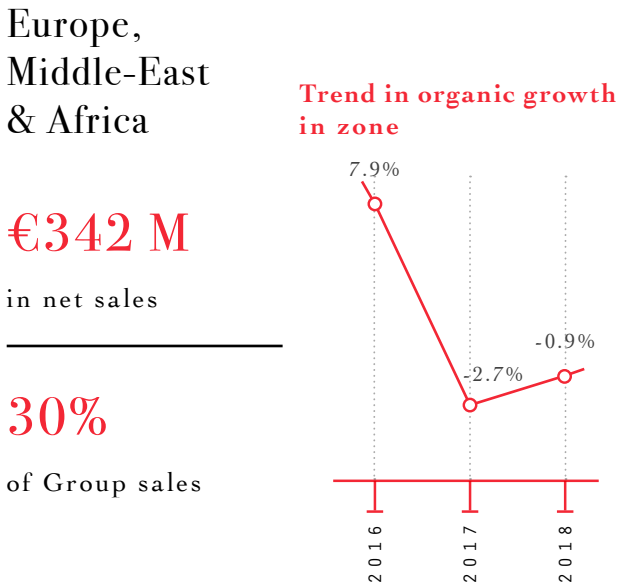
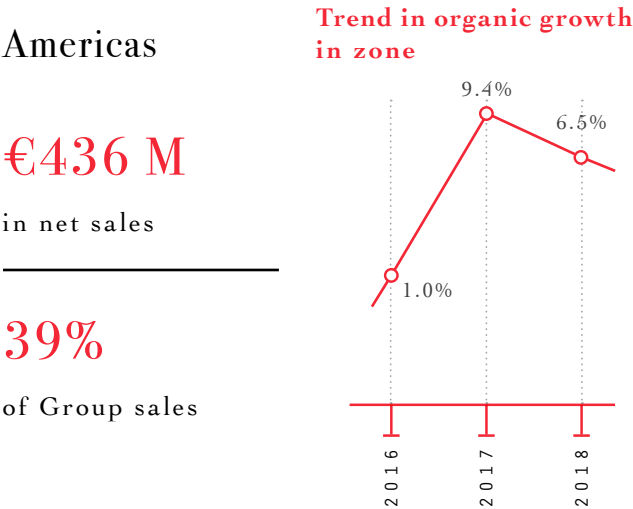
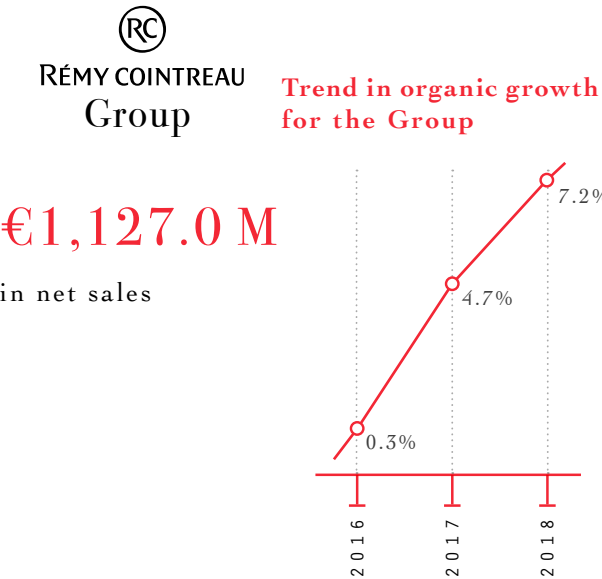


LOCAL KNOW-HOW, AN INTERNATIONAL PRESENCE

Rémy Cointreau began building its distribution network across all continents at the end of the 1950s.

Today, the Group has a dozen directly owned subsidiaries (from the United States to China, including the United Kingdom, Belgium, the Czech Republic and Japan). The Group established its latest subsidiary in Malaysia on 1 October 2017. This distribution network allows the Group to implement a price strategy and to be selective about its sales outlets in a manner consistent with its high-end positioning.

- Group administrative sites
- Group production sites
- ✈ Travel Retail representative offices



FIVE STRATEGIC LEVERS TO BECOME THE GLOBAL LEADER IN EXCEPTIONAL SPIRITS

_ASSERTING THE UNIQUE POSITIONING OF THE BRANDS

Each of the Group's spirits is linked to a particular terroir and know-how:

have unrivalled aromatic profiles and ageing potential.

Within the AOC Cognac region, the House of Rémy Martin's eaux-de-vie come exclusively from Grande Champagne and Petite Champagne, which

Our Islay single malt whiskeys are made uniquely from Scottish barley, then distilled and aged on the isle of Islay in accordance with traditional methods.

Our distinctive advantage

The specific characteristics of these terroirs and our know-how make our spirits exceptional

_MAXIMISING THE GEOGRAPHIC POTENTIAL OF THE BRANDS AND DIVERSIFYING THE DRIVERS OF GROWTH

Our brands offer major room for growth in the years to come: Louis XIII in the United States, Rémy Martin in Africa, as well as Cointreau and Metaxa in China.

The increasing strength of our pioneering brands: single malt whiskies, The Botanist gin or Mount Gay rum provide attractive growth potential.

Our distinctive advantage

Our brands have not yet reached their full potential in any of our markets

_STRENGTHENING THE EMOTIONAL RELATIONSHIP WITH OUR CLIENTS

Increasing the desirability of our spirits: establishing a direct and personalised relationship with our clients through media and digital investments with targeted creative content, but also unique and unforgettable events.

Retaining our clients: a better understanding of their expectations allows a genuine and long-lasting relationship with our brands.

Our distinctive advantage

Our clients are seeking expertise and discernment but above all, emotion and experience, elements consistent with our brand portfolio



_IMPROVING THE DISTRIBUTION NETWORK IN ACCORDANCE WITH THE GROUP'S STRATEGY

The Group's strategy of moving towards the high-end of the market must be based on a distribution network whose expertise is consistent with the positioning of our brands: selective retail (wine merchants), high-end bars, restaurants and hotels, and even "retail": for its Louis XIII cognac, the Group has a specific sales force

and has opened two stores dedicated to the brand.

The development of online sales will also play a role in developing a more direct approach to the distribution of our spirits.

Our distinctive advantage

Acknowledged expertise in high-end sales outlets

_ACCELERATING THE GROUP'S AMBITIONS IN THE AREA OF CORPORATE SOCIAL RESPONSIBILITY

Rémy Cointreau's 2020 CSR plan operationally focuses on 10 of the United Nation's 17 Sustainable Development Goals, selected based on relevancy to the Group.

In particular, by 2020, the Group's ambition is to achieve 100% responsible purchasing (percentage of suppliers having joined SEDEX), and have all of its winemaking partners committed to an environmental approach (AHVE 1).

Our distinctive advantage

Expertise and CSR initiatives for more than 15 years

GOVERNANCE THAT
ENSURES CONTINUITY
AND TRANSMISSION

The Rémy Cointreau Group has been administered by a Board of Directors since 7 September 2004. It separates the roles of Chairman of the Board of Directors and Chief Executive Officer. The profiles of the Board members reflect the values of family succession, a clear expertise in the world of luxury goods as well as a deep understanding of international markets.



	BOARD OF DIRECTORS	AUDIT - FINANCE	NOMINATION AND REMUNERATION	CSR
MEMBER'S NAME	12	3	5	3
NUMBER OF MEETINGS IN 2017/2018	7	6	5	2
ATTENDANCE RATE	86%	100%	85%	84%
MARC HÉRIARD DUBREUIL	○	—	—	—
DOMINIQUE HÉRIARD DUBREUIL	●	—	●	○
FRANÇOIS HÉRIARD DUBREUIL	●	●	—	—
LAURE HÉRIARD DUBREUIL	●	—	—	—
FLORENCE ROLLET*	●	—	—	●
YVES GUILLEMOT*	●	—	○	—
BRUNO PAVLOSKY*	●	—	●	—
OLIVIER JOLIVET*	●	—	—	●
JACQUES-ETIENNE DE T'SERCLAES*	●	○	—	—
GUYLAINE DYÈVRE*	●	—	●	—
EMMANUEL DE GEUSER*	●	●	—	—
GISELE DURAND	●	—	●	—

* Independent Board member ○ Chairman of Board/Committee

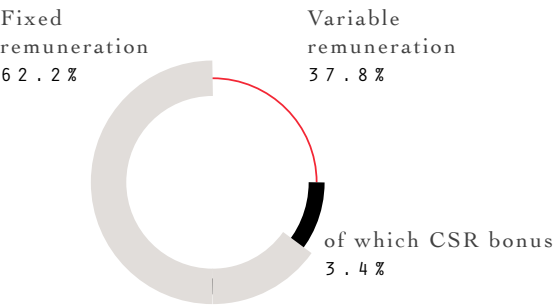
58%
Proportion
of independent
members

42%
Proportion
of women

EXECUTIVE COMMITTEE WITH
AN INTERNATIONAL DIMENSION

Valérie Chapoulaud-Floquet has surrounded herself with a team of directors from 8 different nationalities who come from various backgrounds: spirits, cosmetics, fashion and accessories, culinary arts...

Composition of remuneration of senior
management (excluding LTIP)



VALÉRIE CHAPOULAUD- FLOQUET
CHIEF EXECUTIVE OFFICER



MARC-HENRI
BERNARD
DIRECTOR OF
HUMAN RESOURCES



LUCA MAROTTA
CHIEF FINANCIAL
OFFICER



VALÉRIE
ALEXANDRE
DIRECTOR OF
STRATEGIC PLANNING



PATRICK
MARCHAND
OPERATIONS
DIRECTOR



PHILIPPE
FARNIER
CHIEF EXECUTIVE
OFFICER, HOUSE
OF RÉMY MARTIN



JEAN-DENIS
VOIN
CHIEF EXECUTIVE
OFFICER, LIQUEURS
& SPIRITS



SIMON COUGHLIN
CHIEF EXECUTIVE
OFFICER, WHISKY
BUSINESS UNIT



DAVID ENNES
CHIEF EXECUTIVE
OFFICER, ASIA ZONE
AND GLOBAL TRAVEL
RETAIL



SPYRIDON
GHIKAS
CHIEF EXECUTIVE
OFFICER, EMEA ZONE

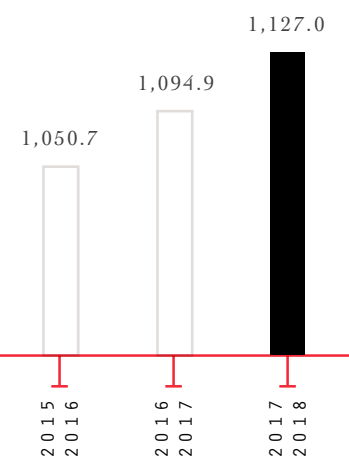


IAN MCLERNON
CHIEF EXECUTIVE
OFFICER, AMERICAS
ZONE

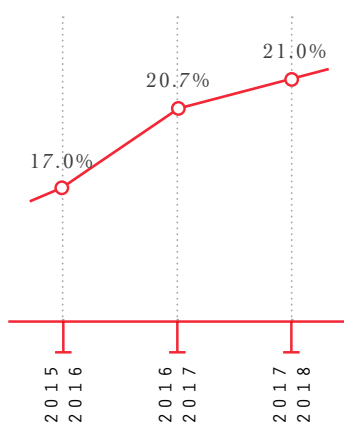
PERFORMANCES

_FINANCIAL INDICATORS

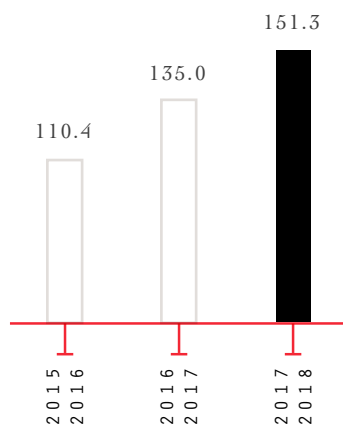
Change in sales
(in €m)



Change in current operating margin

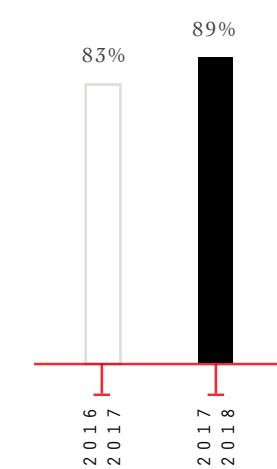


Net profit/(loss) (excluding non-recurring items)
(in €m)

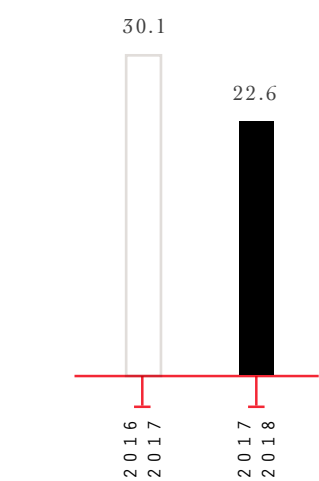


_NON - FINANCIAL INDICATORS

Responsible purchasing: percentage of suppliers having joined SEDEX

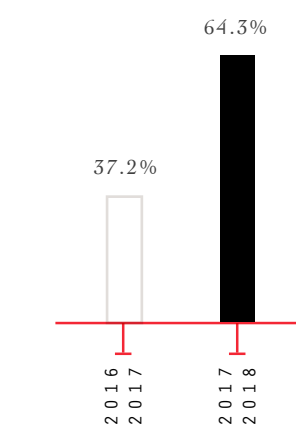


Reduction in CO₂ emissions per standard case (CO₂ emissions in kgeq CO₂ per standard case)



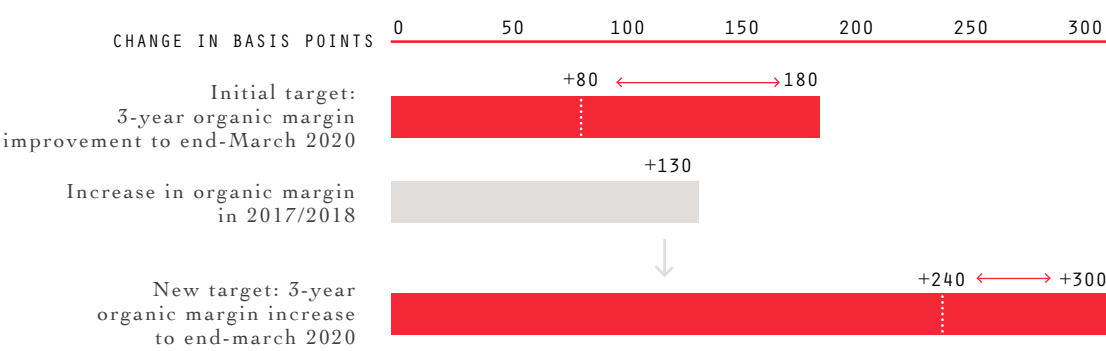
Scope 3: Cognac, Angers and Barbados sites, Domaines Rémy Martin and product transportation.

Sustainable winemaking: percentage of AFC cooperative members' land using an environmental approach



_FINANCIAL TARGETS FOR 2020

Following a significant increase in profitability in 2017/2018 (+1.3 points in organic terms), **Rémy Cointreau is raising its target for current operating margin growth** over the three-year period ending March 2020. For the 2017/2018, 2018/2019 and 2019/2020 financial years, it now expects **cumulative growth of 2.4 to 3.0 points** (compared with a target of +0.8 to 1.8 points previously) in organic terms (at constant exchange rates and scope).



_NON - FINANCIAL TARGETS FOR 2020

INDICATORS	SCOPE	VALUES	VALUES	OBJECTIVES
		2016/2017	2017/2018	2019/2020
 Decent work and economic growth/Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all Responsible purchasing: percentage of suppliers having joined SEDEX	WORLD	83%	89%	100%
 Take action to combat climate change and its impacts CO ₂ emissions reduction: potential to reduce direct and indirect energy consumption	FRANCE	0 MWh	423 MWh	900 MWh
 Sustainable land management/ Protect, restore and promote sustainable use of land ecosystems/ Sustainably manage forests/Preserve biodiversity Sustainable viticulture: AFC cooperative surface areas committed to an environmental approach (AHVE 1 or the Sustainable Viticulture standards)	FRANCE	37.2%	64.3%	100%

GROUP POLICY
AND COMMITMENTS

For Rémy Cointreau, 2016/2017 was characterized by our increased efforts in terms of CSR. In particular, ten priority Sustainable Development Goals (among the 17 identified by the United Nations) had been selected after analyzing their materiality – in order to check their relevance for all our stakeholders – and five CSR requirements were incorporated into the qualitative targets and variable compensation of our management teams. This past year 2017/2018 upholds and, in a way, materializes this movement. It has embedded (sustainably!) these CSR commitments in our Group's DNA.

Terroirs, People and Time. Our CSR strategy is now based on (and perfectly consistent with) each of the three fundamental pillars of our Signature: taking care of our terroirs by implementing sustainable agriculture, strengthening the key role of men and women through the corporate (in-house) and social (external) aspects of our activities in the world, and preserving the quality of air (carbon footprint) and water – two resources so essential to our *Maisons*.

Giving honor where honor is due... This year, the House of Rémy Martin worked in close collaboration with its winegrowing partners from the Alliance Fine Champagne (AFC) to support the powerful movement

aimed at the environmental certification of its **Terroirs**. At the end of March 2018, two-thirds of vineyard areas cultivated in Cognac had received level 1 AHVE (High Environmental Value Agriculture) certification, and nearly one-quarter had already reached level 3 (the top level). Our own Estates, members of the Ecophyto national network, have had their AHVE 3 certification renewed for three years. Now, all of our *Maisons* are involved in this extensive movement: we have produced a global map of the terroirs where we source our ingredients (vines, sugar cane, wheat, barley, oranges, etc.). This map will enable us to trace our products and pursue an ambitious environmental policy.

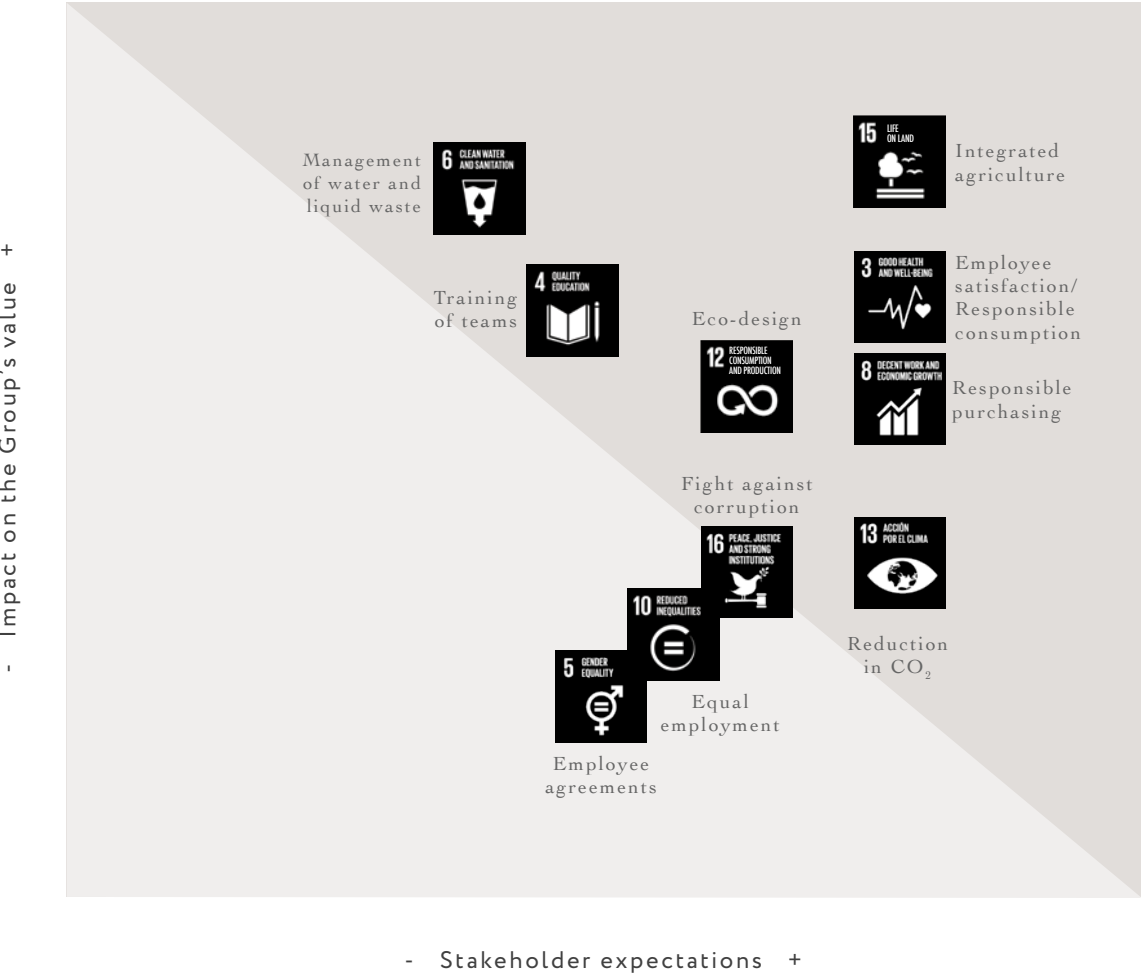
OUT OF THE 17 SDGS, RÉMY COINTREAU HAS SELECTED 10:

		RÉMY COINTREAU'S OBJECTIVE	SCOPE	SHARES
SDG 3	Ensure healthy lives and promote well-being for all at all ages/well-being at work	Employee satisfaction	WORLD	Employee satisfaction surveys
		Responsible consumption	WORLD	"Responsible consumption" awareness-raising actions
SDG 4	Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all	Training/Learning	WORLD	Training plans
SDG 5	Achieve gender equality	Equality between men and women	WORLD	Company agreements
SDG 6	Ensure availability and sustainable management of water	Preserve the water resource in areas of water stress	WORLD	Reduction in water consumption
SDG 8	Decent work and economic growth/ Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all	Responsible purchasing	WORLD	CSR assessment of suppliers (validation of scope: suppliers by sales, strategic suppliers, AFC winemakers, etc.)
SDG 10	Reduce inequality within and among countries	Non-discrimination	WORLD	Equality for employees internationally
SDG 12	Ensure sustainable consumption and production patterns	Sustainable production models/ circular economy	WORLD	Eco-design of products
SDG 13	Take action to combat climate change and its impacts	Be an actor in the fight against climate change	USA EUROPE	Reduction in CO ₂ emissions Transportation of finished products
SDG 15	Sustainable land use/Protect, restore and promote sustainable use of terrestrial ecosystems/Sustainably manage forests/ Preserve biodiversity	Deploy sustainable agriculture	WORLD	Environmental commitments by producers
SDG 16	Peace and justice: build effective and accountable institutions	Fight against corruption	WORLD	Respect for the code of ethics

The CSR 2020 plan implemented by Rémy Cointreau is based on 10 of the 17 United Nations Sustainable Development Goals, with the materiality analysis confirming their relevance for our Group:



_ MATERIALITY MATRIX



Men and women clearly embody corporate and social aspects for Rémy Cointreau. This year, our Group conducted a bi-annual survey among its 1 861 employees worldwide, which once again inspired genuine interest (88% response rate). It is an accurate and precious tool for monitoring working conditions and the expectations of our teams across all markets. For the first time this year, we also ordered a targeted analysis of the social impact of our activities (Mount Gay) in Barbados, which was conducted by an independent firm.

Ethics are fundamental to any CSR policy, strengthening credibility and consistency, while ensuring efficiency in achieving our goals. An ethical process intended for all Group employees is now mandatory and available to all via the Internet. Furthermore, over the last two years, Rémy Cointreau has been a member of SEDEX (Supplier Ethical Data Exchange), an international organization that encourages ethical and responsible corporate practices in global supply chains. Nearly 90% of our suppliers are members.

Lastly, since **Time** is central to the concept of sustainable development, it forces us to apply the strictest standards regarding climate challenges. Air and Water are the two major elements that have prompted us to perform a detailed analysis of our CO₂/GHG footprint (*Scope 3*) in order to better optimize our water consumption. The Group's CO₂ emissions are mainly due to packaging (glass & cardboard) and freight. The first Life Cycle Analyses were finalized

to pave the way for an ambitious eco-design project that should allow us, starting in 2019, to better manage our packaging designs based on their environmental performance. Our logistics teams have performed a detailed modelling of the CO₂ emissions generated by national and international freight, thereby producing an essential tool for their management and reduction.

Lastly, we must remain attentive to external initiatives; over and above our membership of the United Nations Global Compact since 2003 (with Rémy Cointreau currently chairing the GC Advanced France Club), the Group partnered with the French Business Climate Pledge last December, launched by 89 French groups under the leadership of MEDEF. Furthermore, we recently joined forces with the signatory companies of Act4Nature, a biodiversity initiative led by the AFEP (French Association of Large Companies).

KEY FIGURES
AND MESSAGES

This year, for the fifth year in a row, Rémy Cointreau renewed its "GC Advanced" qualification – the highest attainable level within the UN Global Compact for its annual CSR reporting. The Rémy Cointreau Management Committee has for the first time selected 5 CSR criteria to which a share of the variable compensation is pegged, thus proving the Group's commitment to corporate and social responsibility.

Looking back at the highlights of 2017/2018:

Encouraging good practices in terms of sustainable agriculture

The Group continues its efforts to ensure 100% of all winegrowers partners of the House of Rémy Martin (members of the Alliance Fine Champagne Cooperative) obtain level 1 AHVE (High Environmental Value) certification by 2020, with at least 50% obtaining the maximum level 3 AHVE certification by 2022.

This certification forms part of a comprehensive approach supervised by the French Ministry of Agriculture and Food.

Improving the ecological quality of products

Rémy Cointreau has set up a CSR/eco-design oversight committee responsible for defining targets and processes, and for raising the teams' awareness of the ecofriendly design approach. Ultimately, the Group hopes to assess the environmental impact of packaging for 100% of its products in order to provide exemplary responses and reduce the environmental impact of its activities.

Water and effluent management

Respect for the environment is fundamental to ensure the excellence of the Group's products. Water plays a vital role in the ecosystem of all the Group's Houses. Its collection, use and treatment are subject to attentive oversight. The Group is working towards its target of optimizing treatment systems and reducing its ecological footprint.

363

winegrowers within the AFC cooperative have level 1 AHVE certification and 85 are committed to level 3

100%

of the teams concerned have received eco-design training

100%

of production sites produce CSR reporting on their water consumption (volume and treatment of their effluents), including the Group's new brands (Westland and Domaine des Hautes Glaces)



Well-being at the workplace: making the greatest contribution to achieve the 2020 CSR plan's targets

The Group has established performance indicators for its senior executives, up to the highest level in the company. The Human Resources Department is assessed on its implementation of practical actions to improve well-being at the workplace for Group employees and has become (just like each member of the Management Committee) an ambassador of CSR policy with variable compensation pegged to specific CSR targets.

The human resources policy must constantly anticipate the Group's requirements, and that is particularly true for training.

Acting to reduce greenhouse gas emissions

Rémy Cointreau is a partner of the French Pledge, an initiative that targets a drastic reduction in greenhouse gas emissions. In order to show its determination, the Group will make progress on its carbon footprint over the next four years to follow an approach that targets carbon neutrality in the long term. All partners and suppliers will be committed to this approach.

24,243 H

of training across the Group's entire scope in 2017/2018

2

new world regions, US and Asia, have been integrated into reporting scope 3 for CO₂ emissions (product freight)



1 _ T E R R O I R S

W E R E S P E C T T H E S O I L T O R E V E A L T H E D I S T I N C T I V E C H A R A C T E R O F E X C E P T I O N A L T E R R O I R S

Across all the Group's countries of operation, the Rémy Cointreau Houses are involved in protecting the land they use. Maintaining and respecting the terroirs from which they draw the distinctive character of their products is crucial. Soil, climate, air, biodiversity and production methods: every region has its specific characteristics, and each characteristic contributes to the quality and taste of the Group's liqueurs and spirits.

1 _ 1 E N C O U R A G I N G R E S P O N S I B L E A N D E N V I R O N M E N T - F R I E N D L Y F A R M I N G M E T H O D S

Among the Group's Houses, Rémy Martin is iconic: founded by a winegrower nearly 300 years ago, it brings dynamic energy to the fight for increasingly responsible agriculture. In Cognac, Rémy Martin draws its resources exclusively from Petite and Grande Champagne land. This distinctive terroir is the fruit of three components: the land, the vine and the work of People. Inextricably linked, they guarantee production excellence and ensure one-of-a-kind character. That is why – with its feet in the vines and its

gaze covering the globe – Rémy Martin has never forgotten its winemaking roots. It nurtures a long-standing partnership with nearly 900 winemaking partners, members of the Alliance Fine Champagne (AFC) Cooperative in Grande and Petite Champagne, over and above the 240 ha of vineyards in its own Estates. This groundbreaking partnership, sealed with the name Alliance Fine Champagne, celebrated its 50th anniversary last year.

Grande Champagne is the « premier cru » growth area of the Cognac appellation. The clay and limestone soil guarantees continuous hydration to the vines during dry summer months. The eaux-de-vie made from perfectly ripe grapes easily withstand 40-50 years in the barrel.

The Soil, The Vine and The People of Petite and Grande Champagne

Since early 2017, Rémy Martin has organized meetings to encourage winegrowers within the Alliance Fine Champagne cooperative to commit to High Environmental Value Agriculture (AHVE) and to accelerate the establishment of a sustainable Cognac business division. Dubbed the "meetings with the House of Rémy Martin", these information meetings strengthen the close relationship with representatives from the cooperative, professional distillers and winegrowers in the region. It is an opportunity for winegrowers to review their environmental practices and assess the optimized quality of their eaux-de-vie (in particular within the context of global warming).

The House aims to disseminate best practices to the widest audience, while also implementing and assessing them, and to make the Fine Champagne Alliance a driver of this inter-professional impetus. The *remysphere.com* website, shared with all winegrowers, now features a specific section dedicated to the AHVE project. In this way, Rémy Martin strives to share its pioneering model to develop responsible cultural practices. Because environmental respect is inseparable from the sustainability of exceptional products, born from the gentle relationship between human activity and nature. In 2007, the Estates obtained Sustainable Agriculture certification. In 2012, they were the first in France to obtain AHVE certification (level 3). This certification forms part of an overall approach supervised by the French Ministry of Agriculture and Food: business practice, overall consideration for the vine's environment, weather conditions, the topography of the

land, humidity and even hydrography. We have reached a new milestone by offering certification training to winegrowers within the cooperative. In collaboration with the Chamber of Agriculture of Charente, the first stage of the training takes a collective approach. After that, winegrowers can follow up individually with AHVE certification, which is granted by an independent certifying body. Most farms with AFC membership are committed to this approach: 45% of the winegrowers have already obtained the first level of certification, and 85 received level 3 AHVE certification. In early 2018, Rémy Martin awarded the first "Centaur of the environment" to winegrowers with AHVE certification, in the presence of the Ministry of Agriculture and the *Bureau National Interprofessionnel du Cognac* (BNIC). These efforts are ongoing, with the target of committing 100% of cooperative members to the approach by 2020, and at least 50% of them having level 3 AHVE certification by 2022.



Revealing the full potential of the Isle of Islay terroir

Along the coast of Scotland, on the fertile and wild Isle of Islay, the Bruichladdich teams are helping to reveal the full potential of their own terroir. The replantation of different varieties of traditional barley and the preservation of Bere Barley are now credited to the House, which also uses barley produced along the coast of Moray Firth in north-east Scotland. A component of organic farming, crop rotation is respected for five harvests in order to protect the soil's fertility and encourage positive effects on the local biodiversity. Since 2016, the Bruichladdich Academy allows people to experience the intensity of the Isle of Islay's terroir. It invites clients to come and visit the production sites to better understand

not only the island, but also its culture and the philosophy of the distillery. As for the gin The Botanist, it has created its own foundation with the main goal of working with the island's inhabitants. Objective: improving the understanding and conservation of local botanical diversity. The preservation of species is vital to the future of The Botanist – the one and only gin from the Isle of Islay. A total of twenty-two plants will be harvested for distillation. By ensuring the sustainable and responsible harvesting of the island's plants, we can prolong the Group's efforts in Scotland and strengthen the consistency of its politics.

INDICATORS	SCOPE	2016/2017 VALUES	2017/2018 VALUES	2019/2020 TARGETS
Sustainable viticulture: AFC cooperative areas committed to an environmental approach (AHVE 1 of Sustainable Viticulture standards)	FRANCE	37.2 %	64.3 %	100 %

#1Orange1Tree for the orange trees of Senegal

In Angers, the cradle of Cointreau, the first orange trees planted by the King of Sicily are long gone, but the famous liqueur continues to apply the strictest standards to the sourcing of its oranges. In 2017, the #1Orange1Tree campaign conducted on social networks in partnership with Naziha Mestaoui, an artist and activist who began the 1 Heart 1 Tree app and with the Oceanium association of Dakar, enabled the financing of a replantation project in Senegal using orange trees. This action aims more generally to restore biodiversity in Casamance, a region in Senegal threatened by the depletion of resources.



Naziha Mestaoui <http://nazihamestaoui.com/>

1_2 MAINTAINING THE TERROIR TO COUNTER THE STANDARDIZATION OF TASTE

Terroirs are melting pots within which traditions are passed down and new expertise is developed. Small plots of land on an enormous planet – they are places where men and women repeat ancestral actions, enhanced at each stage by each person's sensory experiences and intuition. These resources and actions give rise to distinctive, instantly recognizable characteristics underlying typical products savored and coveted all around the world. The specificity of Rémy Cointreau spirits is derived from all facets making up the terroir: geography, humanity and culture. Environmental quality and a wealth of biodiversity make a direct contribution to the excellence of the products.

Striving for the exceptional, even in Samos grape seeds

In Samos, Rémy Cointreau recently acquired vineyards in Vourliotes, the most dynamic winegrowing area of the island. Firmly rooted in their terroir, the Metaxa teams thus return to the native land behind the quality of Metaxa. The vines of Samos, benefiting from a specific geography and climate, are spread across small terraces where the fruits can ripen in ideal conditions. Harvested by Metaxa, the grapes will continue to

be pressed by the Samos cooperative, thereby respecting the island's historical tradition. Rémy Cointreau undertook the transition to organic farming, meaning these plots are now harvested solely by hand.

Barbados, the rediscovery of an exceptional land

In Barbados, Rémy Cointreau incorporates the preservation of natural resources into all its activities. Heirs of a prestigious history and guardians of the future, the Mount Gay teams recreate the oldest rum on the island. Mount Gay is one of the few distilleries in the world that uses a traditional double pot distillation process: this authentic technique is laborious, but remains respectful of the aromas. It requires particularly drastic attention to supplies. Rémy Cointreau helps to restore the original expertise applied to sugar cane cultivation. While organizing better control of the raw material, the work started by the Group to rediscover the local specificities of sugar cane has prompted collective awareness. After buying back the Mount Gay distillery, the Group acquired 134 hectares of land for sugar cane production: there, it experiments with organic and permaculture farming methods, also benefiting local farmers

involved in this approach. Furthermore, Rémy Cointreau supports the commitment of the authorities and farmers to more environment-friendly practices. As such, Rémy Cointreau has contributed to discussions on new regulations regarding effluents, and has supported the modernization of networks in order to combat the pollution of the Barbados ecosystem. The youngest generations are also involved: at the end of 2017, for several months, agronomy students of the Barbados Community College were able to use agricultural areas acquired by Mount Gay to apply their expertise. This exemplary collaboration has given them an opportunity to directly apply what they have learned, with a special focus on organic farming and permaculture techniques.



Combining heritage and modernity to create an exceptional whisky

In 2017, Rémy Cointreau gained a foothold between the Ecrins mountain range and the cliff faces of the Vercors range to support the production of a "Frenchstyle" whisky. The fruit of the surrounding grains, Domaine des Hautes Glaces develops – still on a small scale for now – perhaps the last whisky able to overwhelm the most hardened connoisseurs. All the stages of the development process are combined: malting, brewing, fermentation and distillation... with the radical decision to develop and reveal to the world products born from a local development project, where the farmers are committed partners. The young brand is proud to showcase its relationship with the land, encouraging for example the rotation of crops for a better soil life and new balances based on the agricultural economy.

Started two years earlier, the project naturally resonates with the Group's values. It is history in the making, a still-new heritage that is being developed as of today with a quest for excellence that is bound to lead to success. A new world is opening up: one where curiosity is counterbalanced by strict standards, as witnessed in the "climate range" developed to reveal the tastes of the

hillsides. The Domaine des Hautes Glaces works with local farmers to develop new crops of barley, rye, spelt, oats and organic triticale. The creation of this new rural whisky division offers a new vision for the land and its development, and long-term prospects for converting farms to organic farming practices.

With Domaine des Hautes Glaces, Rémy Cointreau is cultivating its capacity for surprise. This is shown in its innovative products, such as Pastorale, a true creation by the Domaine that reinvents (in its own distinctive way) the dialogue between the land and contemporary spirits drinkers. The Group explores and revives multicentenary expertise, far from average standards and stereotypes. Even the still is created by a neighboring boilermaker and heated by a wood pellet burner: the energy produced by the burner helps control the temperature with great accuracy, using renewable resources that are widely available in the region. The Group unequivocally asserts the truth of the soil, climate, space, and the humility of mankind in the face of time and the work of nature.



Cognac, showcase of a demanding and innovative viticulture

As the Group's experimental laboratory, the Rémy Martin Estates also stepped up their R&D activity. The first results of the experimental platform launched in 2014 to combat grape pests (moths) in viticulture, in collaboration with the Chamber of Agriculture of Charente and the company Bioline, are promising. The use of trichogramma (insects from the same family as bees) is now a credible alternative: three years ago, this partnership was the only French platform on viticultural research. Today, the Estates are experimenting with other actions to help reduce the environmental impact of farming methods and address climate change. The first consequence of global warming is, of course, the accelerated ripening of grapes. Nothing can remain unexplored: automation and new technologies are just as essential as the expertise of the Conservatoire du Vignoble Charentais (Conservatory of the Charentes Vineyard). Supported by this organization, Rémy Martin this

year reintroduced grape varieties that are more resistant to common diseases affecting grapes. The tests will make it possible to check that they ripen less quickly. Likewise, in order to improve the soil fertility potential in the long term, the Rémy Martin Estates are testing different cover crops in the winter, such as green manure crops. These covers generate biomass during the vine's rest period. They recreate biodiversity by welcoming insects during a period when flora are scarce. Before the vine starts to grow, these covers are crushed and buried to add organic matter to the soil and foster natural fertilization. The first results of these experiments, conducted for four years, have shown a structural improvement in soils, particularly in regards to their nitrogen levels.

Preserving the forest to guarantee the distinctive character of the spirits

For several years now, the Group has committed to preserving the forest in France through a corporate sponsorship program in partnership with the National Forestry Office. Since forest cover helps to preserve natural habitats and biodiversity, Rémy Cointreau has been involved in the replantation of more than 115,000 oak seedlings since 2015. Over the next few years, a special focus will be given to developing the pedunculate oak, characteristic of Rémy Martin's production process.

In partnership with the French Bird Protection League (LPO), the Group's teams conduct the ecological monitoring of a plot of land within the Rémy Martin Estates: flora and fauna surveys have been conducted since this year to preserve biodiversity. Other essences (poplars, ash trees, etc.) play an important role in the filtration of drinking water and help to preserve biodiversity. Furthermore, after taking part in the creation of a "Biodiversity" forest path in the Braconné

forest near Angoulême, Rémy Martin this year participated in a sponsorship program to protect the future of the national forest of Moulières in the Vienne department: the project provides for forest renewal with the reforestation of some twelve hectares of oak trees, which are more drought resistant.

In the US, these initiatives resonate well with the actions undertaken by the Westland distillery in favor of the plantation of Gariana oak trees in the Pacific Northwest region. The House's single malt, distilled from five varieties of rich and tasty barley from Washington State, is then matured along the coast in barrels particularly suited to the temperate and humid climate, which is ideal for the product's maturation. That is why the distillery – which joined the Group in early 2017 – pays very special attention to the different varieties of oak trees in the local forests.



Gariana oak in the Pacific Northwest





CONCEIVED, DISTILLED, MATURED
AND BOTTLED ONLY ON ISLAY.
#WEAREISLAY*



JAY DOHERTY, RESPONSABLE
DES CHAIS BRUICHLADDICH
DEPUIS 2011.

* IMAGINÉ, DISTILLÉ, VIEILLI, ET EMBOUTEILLÉ
À LA DISTILLERIE BRUICHLADDICH, SUR L'ÎLE
D'ISLAY EN ECOSSE.
NOUS SOMMES ISLAY

L'ABUS D'ALCOOL EST DANGEREUX POUR LA SANTÉ, À CONSOMMER AVEC MODÉRATION.

2 _ PEOPLE

WE ARE BUILDING
OUR FUTURE WITH
MEN AND WOMEN WHO
CREATE SINGULARITY

An international Group, Rémy Cointreau is keenly aware of social problems and its local impact. By supporting the personal and collective development of its employees, encouraging responsible practices by its suppliers and making an active contribution to local associations in its countries of operation, the Group is supporting collective progress and sharing its commitments with all its stakeholders in a practical manner.

2 _ 1 TRUSTING INTELLIGENCE AND COLLECTIVE CREATIVITY

Meeting the challenge of transmission is also the challenge of all Rémy Cointreau employees. Whatever their profession and responsibilities, the employees are all aware of their role in passing on expertise and unique standards. In the attention paid to products, listening to and understanding clients, and boldly adopting more authentic and environment-friendly farming methods.

Rémy Cointreau's multicultural dimension is a major asset in its international development and helps to disseminate the Group's values and commitments to a community driven by a shared vision.

Involving and developing talent

During the 2017/2018 financial year, the Group continued its efforts to support the professional development of employees, diversity and a strong sense of belonging to the Group. It hopes to support the individual and collective choices of its employees and, for several years, has been encouraging its teams' contribution regarding issues of growth, development capacity and transformation projects. The employees' direct involvement in the company's life guarantees a high level of knowledge and respect for the company's values. By way of example, 88% of the Group's employees responded to the satisfaction survey conducted worldwide. This significant involvement made it possible to assess the employees' commitment and binds managers to establish action plans at all sites in an effort to enhance the teams' level of satisfaction. The survey will be conducted every two years to assess progress made. Another example is the management model used since 2017, following collaborative work initiated in 2015, to roll out (at a very operational level) the Group's values as assessable behavior in a transparent and shared manner. The situations identified in the model provide all Rémy Cointreau

managers with an assessment chart that has now been incorporated into each person's professional goals.

Their contribution to the 2020 CSR plan targets is now integrated into the managers' assessments, up to the highest level in the company. The CSR commission within the Board of Directors checks compliance with the Group's commitments, in line with the targets of the 2020 CSR plan. The Group's senior executives now receive variable compensation pegged to CSR targets and have established performance indicators in line with the main targets selected. Each Comex member becomes a real ambassador of the CSR policy and its improvement. Quarterly meetings ensure reporting on the main indicators, including those regarding safety and the environment. The employees' training on these issues is ongoing. In Cognac, in addition to the information shared via regular news flashes, Safety, Health and Environment experts serve as the employees' representatives or spokespersons in their business sector and help to validate the practical methods for reducing our environmental impact.

Governance and sustainable development goals

The sustainable development goals selected by Rémy Cointreau reflect the Group's CSR ambitions. They incorporate the Group's main challenges, with five key targets for the Comex: sustainable agriculture, the eco-design of packaging (measuring environmental impacts of packaging), water and effluent management, the transport of products (reduction of carbon emissions) and wellbeing at the workplace.

A real corporate governance tool, the management of these indicators is linked to the Group's activity: monitoring activities check progress on the set targets, in addition to the impact on growth, value creation and the Group's continued existence, while taking into account the expectations of all stakeholders.

Enhancing collective intelligence, revealing excellence

The "Rémy Cointreau Academy" confirms its status as an in-house university of excellence. In-depth training is dispensed by the Group's senior executives in virtually all key business areas (marketing, commercial strategy, financial culture, quality and management). Most of the training sessions are now available to all employees worldwide, and a new digital module supplemented the offer in 2017 to reflect changes in the Houses' activity and move closer to our clients. It is an opportunity for all employees to reinforce

their employability, thereby allowing the Group to guarantee the sharing of knowledge. In addition to individual training sessions, collective actions are implemented in various personnel categories. As such, employees at the Cognac site benefited from technical training to help them understand developments in the industrial facility, and CSR training for new hires.

Maintaining an ambitious social dialogue

Communicating on areas of progress is also one of the pillars of the successful implementation of a human resources policy fostering involvement. Team size, international expansion and the diversity of the Group's businesses enable the establishment of practical actions to improve well-being at the workplace. In 2017, an information platform (web and telephone) was opened in France to facilitate changes in family situation. By providing each person with the keys to better understand these transformations (childbirth, child care, educational guidance, care for the elderly, etc.), the Group lends kind support to its employees with practical tools to enhance their personal lives.

Another social innovation allows the children of Group employees to discover new cultures and acquire linguistic skills by staying abroad with their parents' colleagues. The Group has helped to establish a platform organizing this network of collective trust, at the same time supporting the launch of the start-up that gave rise to this project.

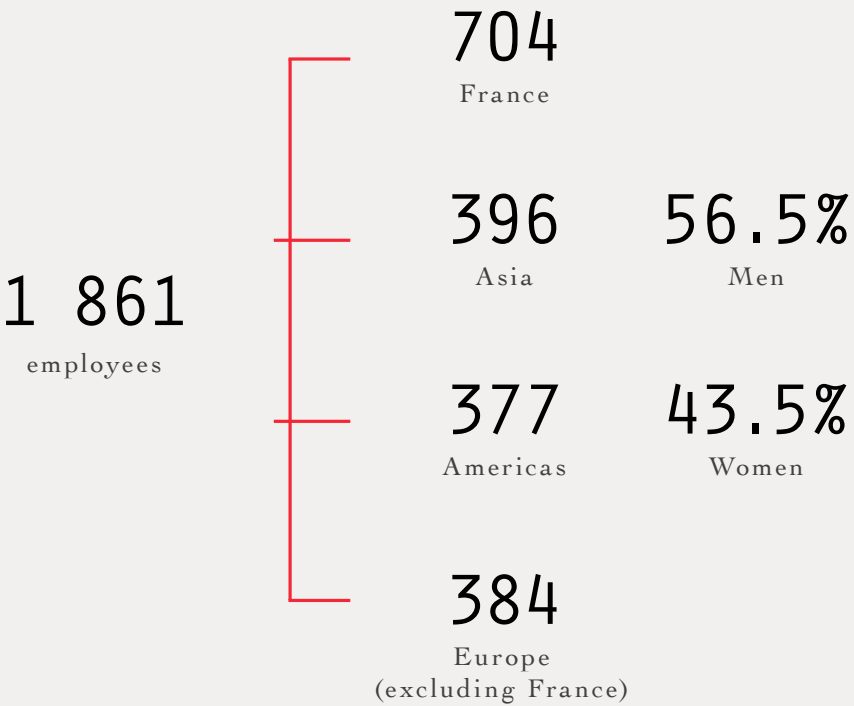
Lastly, in line with its historic choices, Rémy Cointreau maintains a proactive approach to social dialogue. In addition to the careful application of collective agreements in its countries of operation, Rémy Cointreau regularly joins forces with its social partners by committing

to social issues through specific company agreements. That is the case in France in particular, with various agreements regarding forward-planning of employment and skills, profit-sharing, the establishment of a collective retirement savings plan, gender equality, and more.



Key figures

At 31 March 2018, the Group's total workforce comprised 1,861 employees, including 704 in France, 384 in Europe (excluding France), 396 in Asia and 377 in the Americas. The gender breakdown was stable: men represented 56.5% of the workforce, and women 43.5%. Expired work-study contracts were renewed as necessary: these contracts represented 4.4% of the workforce in France. In order to welcome more workers with disabilities, recruitment methods and workstations continue to be adapted. In Angers, the Group decided to contribute its apprenticeship tax to organizations, schools and structures supporting the integration of workers with disabilities. In Cognac, Rémy Martin continued its efforts to integrate people with disabilities, whether on permanent or temporary contracts, or via vocational support centers.



2_2
MAKING A COMMITMENT AND ENCOURAGING
OUR SUPPLIERS' SUSTAINABLE PRACTICES

Sharing tools, fostering transparency

For Rémy Cointreau, CSR responsibility relies on the involvement of all its stakeholders, which includes its suppliers. To comply with the targets of the 2020 CSR plan, the Group is building on the effectiveness of its sustainable sourcing policy by simplifying it through shared tools. Since the Group joined the SEDEX (Supplier Ethical Data Exchange) platform in January 2016, Rémy Cointreau has enjoyed a broad and documented view of its suppliers' practices and standards in terms of labor, hygiene and safety, the environment and business ethics. As part of its drive to improve transparency

and ethics in its commercial practices, Rémy Cointreau now explicitly asks its suppliers to join SEDEX. Currently, 89% of our strategic suppliers are members of SEDEX, thanks to the work undertaken by the Group among suppliers (information kit and use of the platform) and its employees (in-house training). In addition to SEDEX, two additional audits have been carried out, focusing mainly on raw material suppliers.

INDICATORS	SCOPE	2016/2017 VALUES	2017/2018 VALUES	2019/2020 TARGETS
Responsible sourcing: rate of suppliers with SEDEX membership	WORLD	83 %	89 %	100 %



Guaranteeing quality standards

The Group renewed its certifications, with an emphasis on the teams' commitment and involvement. QSE follow-up audits have confirmed the Group's momentum of improvement: ISO 9001, ISO 14001 and ISO 2201 certifications were renewed in Angers and highlighted the Group's CSR commitment, compliance with the requirements of revised standards and the supplier assessments by the purchasing department. The follow-up audit in Cognac was especially exemplary in terms of process reviews, environmental efforts in the field, strengthening AHVE requirements among winegrowers, controlling suppliers of packaging items (integrating compliance with Global Compact principles), etc. The two sites are also preparing for changes in the 2015 ISO 9001 and ISO 14001 standards, for which major preparatory work has been done, particularly in regards to risk mapping and stakeholders. Rémy Cointreau's corporate, social and environmental information is examined and certified. An independent body conducted audits at the sites in France and those of Bruichladdich:

it confirmed the compliance of corporate, environmental and social information with French regulations. In June 2017, the Group once again received the "GC Advanced" qualification for its annual CSR reporting. It is the highest level of differentiation in compliance with the Global Compact charter, attesting to the strength of the Group's commitments. For 2017/18, this qualification was awarded by a jury comprising an external expert and Global Compact member companies. It recognizes substantial work and the virtuous dynamic of the policy implemented: CSR reporting will be extended to cover all the Group's brands, including Westland and the Domaine des Hautes Glaces, which recently joined Rémy Cointreau. An international CSR manager was recruited this year. Based in Barbados, she will be responsible for helping to provide a holistic view of the Group's CSR commitments.

Partner of the "French Pledge" to reduce greenhouse gas emissions

On 11 December 2017, Rémy Cointreau partnered with the French Pledge initiative. As part of ensuring a drastic reduction in greenhouse gas emissions, it seemed necessary to reiterate the vital importance of a change in direction. Alongside 89 French companies and in connection with the One Planet Summit launched by the French government, Rémy Cointreau reiterated to what extent climate action is crucial for global agriculture. And for the terroirs from which the Group's

brands draw their authenticity. Renewable energies, energy efficiency, low-carbon technologies, and more: over the next four years, Rémy Cointreau will continue to invest to show its determination. The Group's carbon footprint will evolve to form part of an approach ultimately targeting carbon neutrality. All partners and suppliers will be committed to this approach.

FRENCH BUSINESS CLIMATE PLEDGE
LES ENTREPRISES FRANÇAISES S'ENGAGENT POUR LE CLIMAT !
#OnePlanetSummit #ClimatePledge Paris - 11 décembre 2017

2_3

GETTING INVOLVED IN THE COMMUNITIES AND ACTING AS A RESPONSIBLE PLAYER

Worldwide, Rémy Cointreau employees are rallying together to serve the community and build a connection with local populations. Across its different regions of operation, the Group participates – through its activity, its direct and indirect effects, and thanks to the enthusiasm of its employees – in establishing environments of discussion and mutual assistance.

Contributing to collective progress worldwide

In keeping with Rémy Cointreau's values, various solidarity initiatives inspire employees and make an active contribution towards meeting the Group's social commitments. In the United States over the past several years, the teams have been organizing their national community service week. In 2017, this "Community Week" involved nearly 100 employees and made it possible to devote more than 980 hours of work to serve others. Six actions were supported in different areas of the United States. Some people devoted their talent, time and effort to deliver meals to people in the #hashtaglunchbag campaign, or to sort and repackage food for the Orange County food bank. In New York, Rémy Cointreau employees devoted their time to a Volunteer Day in the city's famous botanical garden. Weed control, cleaning and horticulture initiation enabled volunteers to discover the very popular Peggy Rockefeller Rose Garden from a different perspective. In Cognac, France, Rémy Martin employees also rallied together for the « Foulées de Rose », an obstacle course for the benefit of a disabled child suffering from a rare genetic orphan disease. This fundraising event should enable the child to benefit from intensive care in an institution equipped to treat her disease.



In Barbados, Rémy Cointreau is one of the leading economic players on the island, fully aware of its role and responsibilities. The Group encourages and supports its employees' involvement in collective plastic waste collection operations, in establishing selective waste collection and processing facilities, in training others on good practices and promoting responsible drinking during major festivals, and in organizing collective assistance to communities devastated by the Irma hurricane and to poor families to provide them with decent housing. The employees are also involved in preserving and safeguarding terroir. During the "Give forward to our community" day, they joined forces to improve quality of life at the Mount Gay village in Saint Lucia. Nearly 140 employees were involved in stabilizing buildings, repairing bus stops, repairing facilities at the town's entrance, and planting palm trees. Awareness-raising on environmental protection enabled the creation of a greenhouse and the restoration of an orchard belonging to the distillery. The employees themselves decided to prohibit the use of polystyrene – a polluting and uncommonly recycled material – across their entire site. As a way of measuring the impact of the commitment of Rémy Cointreau and its teams in each of its businesses, a first in-depth study

on the global social impact of the Group's activities in Barbados was conducted in October 2017. It aims to assess the social impact of Mount Gay on the region, with three major considerations: environmental, economic and social sustainability. This study will be a useful decision-making tool regarding the oversight of future actions to be implemented on the island and will help define a shared methodological framework to establish the Group's contribution to its terroirs.



Promoting responsible consumption

Aware of its responsibility in all countries where its brands are present, the Group strives to promote the responsible consumption of its products. To that end, Rémy Cointreau participates in various research works on alcohol and its consumption. In particular, it is involved in the Foundation for Alcohol Research, created in 2015 under the auspices of the Fondation de France. This recognized public-interest foundation aims to support alcohol research in order to help improve public health. A study is under way, for example, on the underlying drivers of irresponsible drinking, the consequences of its different forms of consumption, and overcoming alcoholism. Since last year, the foundation has established a young researcher prize and a *grand prix*.

A founding member of the foundation, Rémy Cointreau serves as its chairperson. Rémy Cointreau also participates in the collective communication campaigns organized in different countries (France, USA, China, etc.), and even implements campaigns when there are no collective actions (as in Barbados at the end of 2017). Depending on uses and regulations, the messages and media are adapted; they all reflect the same conviction that controlled and responsible drinking is the only consumption that honors the work of the men and women who developed the product.

2_4

THE CREATORS OF OUR HOUSES



BAPTISTE LOISEAU
AT RÉMY MARTIN



ALLEN SMITH
AT MOUNT GAY



FRÉDÉRIC RÉVOL
AT DOMAINE DES HAUTES
GLACES



CAROLE QUINTON
AT COINTREAU



CÉCILE ROUDAUT
AT ST-RÉMY



MATT HOFMANN
AT DISTILLERIE WESTLAND



CONSTANTINOS RAPTIS
AT METAXA



ADAM HANNETT
AT BRUICHLADDICH
AND BOTANIST



3 _ T I M E

W E M A K E T I M E O U R A L L Y I N C R E A T I N G E X C E P T I O N A L P R O D U C T S

The Rémy Cointreau brands travel through time and improve with the years. From the Mount Gay distillery – the oldest House of rum in the world, founded in 1703 – to the Domaine des Hautes Glaces distillery, whose first harvests were completed in the summer of 2009, each House strives to respectfully nourish the eternal youth of exceptional products. Transmission creates an invisible connection between the men and women who have worked and still today work in the cellars of Grollet in Cognac, Saint Lucia in Barbados, on the Isle of Islay, in Angers and in Kifissia. For several generations, they have together forged the destinies of exceptional Houses. To them, time creates a sense of wonder and brings a taste of pride.

3 _ 1

P R E S E R V I N G R E S O U R C E S T O P R O T E C T T H E F U T U R E

The House of Rémy Martin was founded in 1724, Cointreau in 1849, Bruichladdich in 1881, Metaxa in 1888... The age-old rhythm of Rémy Cointreau brands makes them the guardians of exception. Making a commitment to preserve the future is a duty and a necessity. To that end, preserving resources is a condition of longevity and guarantees the promise of quality.

Making each employee an ambassador of the Group's CSR policy

The Rémy Cointreau brands have a unique relationship to time. Time creates an identity; it shapes the terroir and people. A pillar of Rémy Cointreau's corporate culture, the CSR policy protects this heritage, encourages initiatives, and enlightens future transformations. It encourages Group employees to serve as ambassadors of the Houses' fundamental values: as soon as new employees are welcomed into the Group, the CSR policy and actions are explained to them, and initiatives encouraged. This policy is meant to be very practical for them: for example, the Group's employees have contributed to the use of energy performance diagnostics, to reducing the impact of raw materials used in packaging, and to reducing the carbon footprint generated by product transport.

Rémy Cointreau has thus decided to provide exemplary solutions to reduce the environmental impact of its activities. A CSR oversight committee focusing on ecodesign has been established: it is responsible for defining targets, raising awareness among teams and providing operational support to reduce the environmental impact of packaging as a whole. It takes into account the broadest possible life

cycle and integrates the use of materials and energy, waste production, together with the carbon footprint of products and their packaging. In 2017/2018, the committee developed and implemented eco-design training intended for employees within the Purchasing, Marketing and Product Development departments. It aims to ensure that all such employees adopt an eco-design approach to packaging and raises their awareness on the added value associated with this approach. It has been integrated into the Group's training catalogue.

The training has already delivered significant results by integrating environmental impact considerations into the product development process. Several simple indicators, relevant to all three sectors of activity, have been developed with defined objectives. For example, the use of recycled materials has been assessed. A first study conducted in 2016/2017 proved that the manufacturing of cases and crates included between 58% and 67% of recycled cardboard. The program continues with the decision to create, since March 2018, an environmental performance index for packaging.



3_2

SUPPORTING THE ENERGY TRANSITION AND LIMITING CARBON EMISSIONS

Since 2016, Rémy Cointreau has responded to the annual Climate Change survey coordinated by the Carbon Disclosure Project. Various actions are implemented to control greenhouse gas emissions. Since 2011, the increasingly systematic use of videoconferencing facilities and the use of electric vehicles at the Angers and Cognac sites have helped reduce carbon emissions.

Measuring the environmental impact of our activities with sincerity

Rémy Cointreau performs a detailed assessment of its carbon emissions using the Bilan Carbone® method. As such, in 2018 the Group continued to measure its *scope 3* CO₂ emissions (production activities at the Cognac and Angers sites, and the related upstream and downstream impacts), while broadening the scope to the Barbados sites. *Scope 2* CO₂ emissions measures were extended to the Westland distillery and to Domaine des Hautes Glaces in order to cover 100% of the

Group's production activities. As a listed company, the Group meets the requirements of Article 173-IV-A of the French Act on Energy Transition and Green Growth.

In line with the targets of the 2020 CSR plan regarding the reduction of environmental impacts, all energy used at French sites comes from renewable resources (hydroelectric power, mainly). At the Barbados site, special attention is paid to electricity and fuel consumption.

Leaving as few traces as possible:
a CSR policy in action

Regarding product transport, several actions are implemented to control greenhouse gas emissions. Internationally, a multi-annual program for freight forwarders has been undertaken with a "Product Freight CO₂" action plan, shared widely with the Group's main partners. Thorough specifications have been prepared, including the mandatory disclosure of precise information on CO₂ emissions related to transport operations carried out, and the implementation of a CO₂ emission reduction chart. Rémy Cointreau is developing its capacity to account for the entire journey of its products in the United States and Asia. At the same time, the teams are establishing diagnostics and developing action plans

that should soon make it possible to reduce the environmental impact of transport. For several years, the Group has also encouraged the use of electric vehicles at the Angers and Cognac sites. The aim is to achieve a rate of 80% clean vehicles by the end of 2020. The Angers site has established a car sharing platform for commuters. The Group is preparing its 2024 CSR plan, which will include reduced carbon emissions as a priority goal.

INDICATORS	SCOPE	2016/2017 VALUES	2017/2018 VALUES
Reduced CO ₂ emissions: CO ₂ emissions per standard case in kgeqCO ₂ (scope 3: Sites in Cognac, Angers, Barbados, and product transports)	WORLD	30.1	22.6



#ifwecare

A unique artistic and musical project, #ifwecare aims to raise awareness on the fight against global warming and its consequences. This saga questions the present and brings the future into play: it ties them inextricably to time, heritage and transmission.

3_3
RAISING AWARENESS ON THE
IMPORTANCE OF TRANSMISSION

The Rémy Cointreau brands, which take a long-term view, travel through the centuries and reveal the Group's unique expertise to the whole world. Awakening a desire and eagerness for the future, raising awareness to preserve the environment and encouraging creativity are all motivations that drive its corporate and social policy.

Questioning the present to bring
the future into play

Given that we need four generations of Cellar Masters before a *tierçon* of Louis XIII reveals its full potential, and given that "it is the privilege of great men to disrupt their century", the iconic Rémy Cointreau brand launched an artistic and musical project in November 2017. A one-of-a-kind initiative, #ifwecare aims to raise awareness on the fight against global warming and its consequences. This "100 Years" saga questions the present, brings the future into play, and connects them inextricably around heritage and transmission, values rooted in the

Group's DNA. The campaign's most recent opus is a song by Pharrell Williams: "The Song We'll Only Hear If We Care" was recorded on a record made of clay from the soil of the Grande Champagne region. This record is kept in Cognac, in a safe programmed to open only after 100 years has passed. If water levels rise, the record will be destroyed: here, climate change is directly perceivable and tangible. The project will thus only be revealed in 2117... and "only if we care".



The Rémy Cointreau Foundation: promoting and sharing the knowledge of excellence

Founded in early 2017, the Rémy Cointreau Foundation aims to "support, in France and abroad, philanthropic efforts to promote and share know-hows of excellence. It also acts to foster the cultural, environmental and human expression of terroirs."

With an initial budget of €1 million over a five-year period, it strives to finance philanthropic projects outside of the Group, while also undertaking joint initiatives by involving its employees. This Foundation must embody – through its creativity, authenticity and generosity –

our fundamental values, to which it will give further impetus. It is chaired by Dominique Hériard Dubreuil.

During the 2017/2018 financial year, the Foundation's Board of Directors selected and approved its first four support dossiers: *L'Association des Maîtres d'Art et de leurs Elèves*, as well as (via non-profit associations) three exceptional craftspersons: Sandrine Raffin, bow maker, Daniel Bernard, tortoiseshell artisan, and Wilfrid Joly, gold & coppersmith.

Making progress together

Since its creation, the Rémy Cointreau Group has been chaired by a member of the majority shareholder family. To date, the family holding retains the majority of the Group's shares, ensuring the consistency of its strategy, which guarantees "patient capitalism".

The Group's Houses naturally foster a uniquely long-term vision, intimately linked to the company's family dimension and the Group's ability to create value over time through its exceptional products.

The value of time is what creates the uniqueness of the meeting between terroirs and people. The women and men at the helm of Rémy Cointreau are its heirs. On that basis, they are urged to maintain responsible and sustainable management on behalf of all the company's stakeholders, in particular through its social, environmental and corporate practices.

Guardians of the future, they are passionate about sharing their expertise with the next generations. The Group is deeply committed to sustaining this family spirit, which guarantees stability and is necessary to make bold, long-lasting decisions with conviction. That is how Rémy Cointreau continues to build on its history.

	_2015 2016	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
Total energy consumption, in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)			
TOTAL	36,235	6.91	66.35
o/w Angers	8,274	3.68	—
o/w Cognac	7,284	3.89	—
o/w Domaines Rémy Martin	4,423	—	66.35
o/w Barbados	4,622	12.00	—
o/w Islay	11,632	119.68	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
o/w Paris	—	—	—
Direct energy consumption (gas, heating oil, diesel), in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)			
TOTAL	26,187	4.84	58.70
o/w Angers	6,036	2.68	—
o/w Cognac	1,711	0.91	—
o/w Domaines Rémy Martin	3,913	—	58.70
o/w Barbados	3,221	8.36	—
o/w Islay	11,305	116.32	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
Indirect energy consumption (electricity), in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)			
TOTAL	10,048	2.07	7.65
o/w Angers	2,238	0.99	—
o/w Cognac	5,572	2.98	—
o/w Domaines Rémy Martin	510	—	7.65
o/w Barbados	1,401	3.64	—
o/w Islay	326	3.36	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
o/w Paris	—	—	—
Water consumption, in m³ and in litres for values per standard case or hectolitre of wine (GRI indicator G4-EN8)			
TOTAL	123,729	25.12	120.60
o/w Angers	28,081	12.48	—
o/w Cognac	35,581	19.00	—
o/w Domaines Rémy Martin	8,039	—	120.60
o/w Barbados	19,693	51.12	—
o/w Islay	32,335	332.70	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—

	_2016 2017	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE	_2017 2018	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
Total energy consumption, in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)						
TOTAL	41,854	7.91	78.13	39,656	7.53	72.60
o/w Angers	8,375	3.69	—	8,549	3.64	—
o/w Cognac	7,380	3.57	—	7,206	3.33	—
o/w Domaines Rémy Martin	3,437	—	78.13	1,460	—	72.60
o/w Barbados	10,366	29.55	—	11,088	30.01	—
o/w Islay	12,130	82.12	—	9,583	59.30	—
o/w Westland	—	—	—	1,346	—	—
o/w Domaine des Hautes Glaces	—	—	—	275	—	—
o/w Paris	166	—	—	148	—	—
Direct energy consumption (gas, heating oil, diesel), in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)						
TOTAL	30,445	5.67	68.44	27,954	5.30	59.21
o/w Angers	6,081	2.68	—	6,224	2.65	—
o/w Cognac	1,327	0.64	—	963	0.44	—
o/w Domaines Rémy Martin	3,011	—	68.44	1,191	—	59.21
o/w Barbados	8,392	23.92	—	9,075	24.56	—
o/w Islay	11,634	78.76	—	9,062	56.07	—
o/w Westland	—	—	—	1,189	—	—
o/w Domaine des Hautes Glaces	—	—	—	250	—	—
Indirect energy consumption (electricity), in MWh, and in kWh for values per standard case or hectolitre of wine (GRI indicator G4-EN3)						
TOTAL	11,409	2.24	9.69	11,703	2.23	13.39
o/w Angers	2,293	1.01	—	2,326	0.99	—
o/w Cognac	6,053	2.93	—	6,243	2.88	—
o/w Domaines Rémy Martin	426	—	9.69	269	—	13.39
o/w Barbados	1,974	5.63	—	2,014	5.45	—
o/w Islay	497	3.36	—	521	3.22	—
o/w Westland	—	—	—	157	—	—
o/w Domaine des Hautes Glaces	—	—	—	25	—	—
o/w Paris	166	—	—	148	—	—
Water consumption, in m³ and in litres for values per standard case or hectolitre of wine (GRI indicator G4-EN8)						
TOTAL	133,418	26.23	147.66	174,945	32.42	555.66
o/w Angers	27,362	12.04	—	26,786	11.42	—
o/w Cognac	35,396	17.12	—	35,865	16.55	—
o/w Domaines Rémy Martin	6,469	—	147.66	11,172	—	555.66
o/w Barbados	31,891	90.90	—	49,386	133.64	—
o/w Islay	32,273	218.49	—	25,860	160.01	—
o/w Westland	—	—	—	25,076	—	—
o/w Domaine des Hautes Glaces	—	—	—	800	—	—

	_2015 2016	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
Quantity of waste, in tonnes, and in kg for values per standard case or hectolitre of wine (GRI indicator G4-EN23)			
TOTAL	2,935	0.63	0.42
o/w Angers	1,233	0.55	—
o/w Cognac	1,426	0.76	—
o/w Domaines Rémy Martin	28	—	0.42
o/w Barbados	136	0.35	—
o/w Islay	112	1.15	—
Volume of solid waste recycled in %			
TOTAL	90.6	—	—
o/w Angers	100.0	—	—
o/w Cognac	92.3	—	—
o/w Domaines Rémy Martin	100.0	—	—
o/w Barbados	0.0	—	—
o/w Islay	72.3	—	—
Volume of solid waste recycled in matter in %			
TOTAL	88.8	—	—
o/w Angers	96.2	—	—
o/w Cognac	91.9	—	—
o/w Domaines Rémy Martin	100.0	—	—
o/w Barbados	0.0	—	—
o/w Islay	72.3	—	—
Volume of solid waste recycled in energy in %			
TOTAL	1.8	—	—
o/w Angers	3.8	—	—
o/w Cognac	0.4	—	—
o/w Domaines Rémy Martin	0.0	—	—
o/w Barbados	0.0	—	—
o/w Islay	0.0	—	—

	_2016 2017	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE	_2017 2018	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
Quantity of waste, in tonnes, and in kg for values per standard case or hectolitre of wine (GRI indicator G4-EN23)						
TOTAL	2,265	0.45	1.55	2,443	0.47	2.69
o/w Angers	1,166	0.51	—	1,211	0.52	—
o/w Cognac	815	0.39	—	872	0.40	—
o/w Domaines Rémy Martin	68	—	1.55	54	—	2.69
o/w Barbados	169	0.48	—	150	0.41	—
o/w Islay	46	0.31	—	156	0.97	—
Volume of solid waste recycled in %						
TOTAL	89.0	—	—	91.6	—	—
o/w Angers	100.0	—	—	100.0	—	—
o/w Cognac	94.0	—	—	99.3	—	—
o/w Domaines Rémy Martin	91.2	—	—	96.3	—	—
o/w Barbados	0.0	—	—	0.0	—	—
o/w Islay	47.8	—	—	70.5	—	—
Volume of solid waste recycled in matter in %						
TOTAL	83.7	—	—	83.0	—	—
o/w Angers	95.8	—	—	96.7	—	—
o/w Cognac	85.3	—	—	79.6	—	—
o/w Domaines Rémy Martin	91.2	—	—	96.3	—	—
o/w Barbados	0.0	—	—	0.0	—	—
o/w Islay	47.8	—	—	70.5	—	—
Volume of solid waste recycled in energy in %						
TOTAL	5.3	—	—	8.7	—	—
o/w Angers	4.2	—	—	3.3	—	—
o/w Cognac	8.7	—	—	19.7	—	—
o/w Domaines Rémy Martin	0.0	—	—	0.0	—	—
o/w Barbados	0.0	—	—	0.0	—	—
o/w Islay	0.0	—	—	0.0	—	—

	_2015 2016	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
Volume of liquid waste, in m³, and in litres for values per standard case or hectolitre of wine (GRI indicator G4-EN22)			
TOTAL	69,410	12.99	143.99
o/w Angers	11,064	4.92	—
o/w Cognac	12,683	6.77	—
o/w Domaines Rémy Martin	9,598	—	143.99
o/w Barbados	19,590	50.85	—
o/w Islay	16,475	169.52	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
Liquid waste: BOD, after treatment, in tonnes, and in grams for values per standard case or hectolitre of wine			
TOTAL	1.52	0.19	10.94
o/w Angers	0.78	0.35	—
o/w Cognac	0.01	0.00	—
o/w Domaines Rémy Martin	0.73	—	10.94
Liquid waste: BOD, discharged from the site, in tonnes, and in grams for values per standard case or hectolitre of wine			
TOTAL	434.11	899.81	—
o/w Barbados	215.49	559.34	—
o/w Islay	218.62	2,249.46	—
o/w Domaine des Hautes Glaces	—	—	—
Liquid waste: BOD, after treatment, in tonnes, and in grams for values per standard case or hectolitre of wine			
TOTAL	5.42	0.59	44.64
o/w Angers	2.36	1.05	—
o/w Cognac	0.09	0.05	—
o/w Domaines Rémy Martin	2.98	—	44.64
Liquid waste: BOD, discharged from the site, in tonnes, and in grams for values per standard case or hectolitre of wine			
TOTAL	1,788.06	3,706.22	—
o/w Barbados	1,272.72	3,303.54	—
o/w Islay	515.34	5,302.43	—
o/w Domaine des Hautes Glaces	—	—	—

	_2016 2017	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE	_2017 2018	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
	63,214	11.88	130.15	84,047	16.00	160.50
	9,999	4.40	—	9,833	4.19	—
	9,591	4.64	—	6,639	3.06	—
	5,726	—	130.15	3,227	—	160.50
	21,223	60.49	—	25,622	69.34	—
	16,675	112.89	—	13,100	81.06	—
	—	—	—	25,026	—	—
	—	—	—	600	—	—
	1.03	0.14	9.24	0.74	0.11	11.94
	0.60	0.27	—	0.49	0.21	—
	0.02	0.01	—	0.01	0.005	—
	0.41	—	9.24	0.24	—	11.94
	857.25	1,719.55	—	771.90	1,451.71	—
	615.47	1,754.35	—	532.68	1,441.50	—
	241.79	1,636.91	—	228.07	1,411.23	—
	—	—	—	11.15	—	—
	3.78	0.43	43.34	2.91	0.40	54.71
	1.73	0.76	—	1.76	0.75	—
	0.14	0.07	—	0.05	0.02	—
	1.91	—	43.34	1.10	—	54.71
	2,191.11	4,395.11	—	2,340.37	4,401.52	—
	1,562.63	4,454.18	—	1,838.87	4,976.20	—
	628.48	4,254.83	—	481.16	2,977.27	—
	—	—	—	20.34	—	—

	_2015 2016	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
GHG emissions (<i>scope 1</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN15)			
TOTAL	6,609	1.20	16.43
o/w Angers	1,261	0.56	—
o/w Cognac	438	0.23	—
o/w Domaines Rémy Martin	1,095	—	16.43
o/w Barbados	845	2.19	—
o/w Islay	2,970	30.56	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
o/w Paris	—	—	—
GHG emissions (<i>scope 2</i>), in Teq CO ₂ , and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN16)			
TOTAL	1,598	0.34	0.30
o/w Angers	87	0.04	—
o/w Cognac	217	0.12	—
o/w Domaines Rémy Martin	20	—	0.30
o/w Barbados	1,096	2.84	—
o/w Islay	178	1.83	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
dont site de Paris	—	—	—
GHG emissions (<i>scopes 1 and 2</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine			
TOTAL	8,207	1.54	16.73
o/w Angers	1,348	0.60	—
o/w Cognac	655	0.35	—
o/w Domaines Rémy Martin	1,115	—	16.73
o/w Barbados	1,941	5.04	—
o/w Islay	3,148	32.39	—
o/w Westland	—	—	—
o/w Domaine des Hautes Glaces	—	—	—
o/w Paris	—	—	—
GHG emissions (Total <i>scopes 1, 2 and 3</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN17)			
TOTAL	—	—	—
o/w Angers	—	—	—
o/w Cognac	—	—	—
o/w Domaines Rémy Martin	—	—	—
o/w Barbados	—	—	—
o/w Product transport	—	—	—

	_2016 2017	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE	_2017 2018	_VALUE/ STD CASE	_VALUE/ HECTOLITRE OF WINE
GHG emissions (<i>scope 1</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN15)						
TOTAL	8,815	1.64	20.12	7,137	1.34	18.20
o/w Angers	1,241	0.55	—	1,461	0.62	—
o/w Cognac	346	0.17	—	245	0.11	—
o/w Domaines Rémy Martin	885	—	20.12	366	—	18.20
o/w Barbados	3,288	9.37	—	2,332	6.31	—
o/w Islay	3,055	20.68	—	2,433	15.05	—
o/w Westland	—	—	—	244	—	—
o/w Domaine des Hautes Glaces	—	—	—	0	—	—
o/w Paris	—	—	—	56	—	—
GHG emissions (<i>scope 2</i>), in Teq CO ₂ , and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN16)						
TOTAL	1,911	0.39	0.59	2,069	0.41	0.80
o/w Angers	76	0.03	—	81	0.03	—
o/w Cognac	200	0.10	—	218	0.10	—
o/w Domaines Rémy Martin	26	—	0.59	16	—	0.80
o/w Barbados	1,382	3.94	—	1,424	3.85	—
o/w Islay	227	1.54	—	238	1.47	—
o/w Westland	—	—	—	82	—	—
o/w Domaine des Hautes Glaces	—	—	—	1	—	—
dont site de Paris	—	—	—	9	—	—
GHG emissions (<i>scopes 1 and 2</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine						
TOTAL	10,726	2.03	20.71	9,206	1.75	19.00
o/w Angers	1,317	0.58	—	1,543	0.66	—
o/w Cognac	546	0.26	—	463	0.21	—
o/w Domaines Rémy Martin	911	—	20.71	382	—	19.00
o/w Barbados	4,670	13.31	—	3,755	10.16	—
o/w Islay	3,282	22.22	—	2,671	16.52	—
o/w Westland	—	—	—	326	—	—
o/w Domaine des Hautes Glaces	—	—	—	1	—	—
o/w Paris	—	—	—	65	—	—
GHG emissions (Total <i>scopes 1, 2 and 3</i>) in Teq CO ₂ and in Kgeq CO ₂ for values per standard case or hectolitre of wine (GRI indicator G4-EN17)						
TOTAL	145,789	30.13	65.65	135,528	22.65	34.94
o/w Angers	40,628	17.88	—	36,199	15.43	—
o/w Cognac	54,032	26.14	—	45,272	20.89	—
o/w Domaines Rémy Martin	2,888	—	65.65	702	—	34.94
o/w Barbados	—	—	—	29,145	78.87	—
o/w Product transport	48,241	9.97	—	24,209	4.96	—

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