



RÉMY COINTREAU

Paris, 23 April 2021

Full-year sales 2020/21
(April 2020 – March 2021)

Good performance in a challenging environment
Sharp sales acceleration in the second half
Increased confidence in COP's annual organic growth

Rémy Cointreau posted sales of **€1,010.2 million** in full year 2020/21, up **+1.8%** on an **organic basis** (assuming constant exchange rates and consolidation scope). Reported sales were down -1.4%, including unfavorable currency impacts (-3.5%) and a positive scope effect linked to the acquisition of J.R. Brillet and J. de Telmont (+0.3%).

This performance demonstrates **the Group's resilience** amid the COVID-19 pandemic. After declining in the first half of the year, business bounced back strongly in the second half, including **+15.1% organic growth** in the fourth quarter.

Sales of **Cognac** were up **+3.7%*** in the full year, thanks to continued excellent momentum in consumption in the United States and mainland China in the fourth quarter (**+18.2%***). The good performance in the **Liqueurs & Spirits** division in the fourth quarter (**+7.1%***) confirmed the recovery that began the previous quarter, though the division posted a **-3.2%*** decline over the full year.

The **Americas** region posted full-year growth of **+18.6%***, buoyed by excellent performance in the United States. The trend in the **Asia-Pacific** region (**-4.5%***) masked strong double-digit growth in mainland China and Australia. The **Europe, Middle East & Africa** region posted a **-21.7%*** decline, hampered by public health restrictions, in particular the closure of the on-trade channel. The United Kingdom, Benelux, Switzerland and Eastern Europe nevertheless showed strong momentum, helped by buoyant at-home consumption.

Breakdown of sales by division:

(€m)	12 months To 31/03/21	12 months To 31/03/20	Change	
			Reported	Organic ^(*)
Cognac	735.0	735.5	(0.1%)	3.7%
Liqueurs & Spirits	248.3	261.9	(5.2%)	(3.2%)
Subtotal: Group Brands	983.3	997.3	(1.4%)	1.9%
Partner Brands	26.9	27.5	(2.1%)	(1.5%)
Total	1,010.2	1,024.8	(1.4%)	1.8%

() Organic growth is calculated assuming constant exchange rates and consolidation scope.*

Cognac

Sales in the **Cognac** division grew +3.7%* in full year 2020/21, quickening significantly in the second half (+27.0%*), buoyed by the United States and mainland China. Sales were up +18.2%* in the fourth quarter thanks to excellent performance during the Chinese New Year in the Asia-Pacific region and continued strong momentum in the United States, albeit moderated by the Group's decision to manage its strategic inventory. Although their decline slowed in the second half of the year, the duty-free market and the on-trade channel continued to penalize Southeast Asia, Africa and Latin America.

Against the backdrop of the pandemic, the **House of Rémy Martin** continued with creative initiatives to stay in touch with its clients: in the United States, the **Rémy Martin** brand used its "Stay at home with Rémy Martin" digital campaign and its "Rémy Martin x Chef Kwame" recipe videos to support buoyant at-home consumption. Thanks to its long-time ties with the music world, the brand also enjoyed a high level of media exposure when its "Ground's Melody" video featuring rapper 6LACK was shown at the Grammy Awards. In mainland China, the opening of a temporary "House of Rémy Martin" in Guangzhou proved a big hit during the Chinese New Year festivities. In accordance with its direct-to-consumer strategy, **LOUIS XIII** opened two new stores in mainland China – in Shenzhen and Hangzhou – and launched two e-boutiques, one in the United Kingdom in April 2020 and the other in the United States in February 2021.

Liqueurs & Spirits

Despite a sharp upturn in the second half of the year (+7.2%*), sales of **Liqueurs & Spirits** declined slightly over the full year (-3.2%*).

The **House of Cointreau** delivered strong sales growth over the full year, buoyed by double-digit growth in the United States, the United Kingdom, Benelux and Australia, where the closure of the on-trade channel led to rapid growth in at-home mixology. The brand also reaped the benefits of its communications strategy centred around the Margarita. Lastly, it demonstrated its support for the hospitality industry in a number of markets, particularly in the United States with its "Love Letter" initiative, that featured a 30-second commercial during the Super Bowl, encouraging US consumers to support their favourite bars and restaurants.

The **Whisky** business also posted strong full-year growth thanks to solid momentum in most of its key markets, particularly in Asia during the Chinese New Year.

The rest of the portfolio was hampered by weakness in the EMEA region (due to the closure of the on-trade channel) and the duty-free market.

Partner Brands

Partner Brand sales declined slightly over the full year (-1.5%*), though they did return to growth in the fourth quarter.

() Organic growth is calculated assuming constant exchange rates and consolidation scope.*

Outlook

In a still uncertain public health, economic and geopolitical environment, the **Rémy Cointreau Group remains confident of its ability to emerge stronger from the crisis.**

With **full-year sales slightly ahead of its expectations**, Rémy Cointreau now anticipates its **Current Operating Profit to grow around +10%, in organic terms, in financial year 2020/21.**

This performance will be tempered by an adverse foreign exchange effect, now estimated at - €5,0 million. The forecast scope effect is unchanged (- € 2.0 million).

The Group is expecting a **strong start to financial year 2021/22** supported by a very favourable base of comparison, shipment phasing benefits, and structurally more buoyant consumer trends in the United States.

() Organic growth is calculated assuming constant exchange rates and consolidation scope.*

Sales and organic growth by division

First quarter 2020/21 sales (April-June 2020)

€m	Reported 20-21 A	Forex 20-21	Scope 20-21	Organic 20-21 (*) B	Reported 19-20 C	Reported change A/C-1	Organic change (*) B/C-1
Cognac	98.7	0.7	0.0	98.0	161.1	(38.8%)	(39.2%)
Liqueurs & Spirits	46.1	0.2	0.0	45.9	55.3	(16.7%)	(17.0%)
Group Brands	144.8	0.9	0.0	143.9	216.5	(33.1%)	(33.5%)
Partner Brands	5.3	(0.0)	0.0	5.3	6.7	(21.4%)	(21.1%)
Total	150.1	0.9	0.0	149.2	223.2	(32.8%)	(33.2%)

Second quarter 2020-21 sales (July-September 2020)

€m	Reported 20-21 A	Forex 20-21	Scope 20-21	Organic 20-21 (*) B	Reported 19-20 C	Reported change A/C-1	Organic change (*) B/C-1
Cognac	206.8	(6.3)	0.1	213.0	218.4	(5.3%)	(2.5%)
Liqueurs & Spirits	66.0	(2.0)	0.4	67.5	75.9	(13.1%)	(11.0%)
Group Brands	272.7	(8.3)	0.6	280.5	294.3	(7.3%)	(4.7%)
Partner Brands	8.1	(0.0)	0.0	8.1	6.4	26.1%	26.5%
Total	280.8	(8.3)	0.6	288.5	300.7	(6.6%)	(4.0%)

First half 2020-21 sales (April-September 2020)

€m	Reported 20-21 A	Forex 20-21	Scope 20-21	Organic 20-21 (*) B	Reported 19-20 C	Reported change A/C-1	Organic change (*) B/C-1
Cognac	305.4	(5.6)	0.1	310.9	379.6	(19.5%)	(18.1%)
Liqueurs & Spirits	112.1	(1.8)	0.4	113.4	131.2	(14.6%)	(13.6%)
Group Brands	417.5	(7.4)	0.6	424.3	510.8	(18.3%)	(16.9%)
Partner Brands	13.3	(0.0)	0.0	13.4	13.1	1.8%	2.1%
Total	430.8	(7.4)	0.6	437.7	523.9	(17.8%)	(16.4%)

Third quarter 2020-21 sales (September-December 2020)

€m	Reported 20-21 A	Forex 20-21	Scope 20-21	Organic 20-21 (*) B	Reported 19-20 C	Reported change A/C-1	Organic change (*) B/C-1
Cognac	267.0	(11.8)	0.2	278.7	209.4	27.5%	33.1%
Liqueurs & Spirits	75.1	(3.2)	1.9	76.4	71.2	5.4%	7.2%
Group Brands	342.1	(15.0)	2.1	355.0	280.6	21.9%	26.5%
Partner Brands	7.9	(0.1)	0.0	8.0	9.6	(17.5%)	(16.6%)
Total	350.0	(15.1)	2.1	363.0	290.2	20.6%	25.1%

9-month sales 2020-21 (April-December 2020)

€m	Reported 20-21 A	Forex 20-21	Scope 20-21	Organic 20-21 (*) B	Reported 19-20 C	Reported change A/C-1	Organic change (*) B/C-1
Cognac	572.5	(17.4)	0.3	589.6	588.9	(2.8%)	0.1%
Liqueurs & Spirits	187.2	(5.0)	2.3	189.8	202.5	(7.6%)	(6.2%)
Group Brands	759.6	(22.4)	2.6	779.4	791.4	(4.0%)	(1.5%)
Partner Brands	21.2	(0.1)	0.0	21.4	22.7	(6.4%)	(5.8%)
Total	780.9	(22.5)	2.6	800.7	814.0	(4.1%)	(1.6%)

(*) Organic growth is calculated assuming constant exchange rates and consolidation scope.

Fourth quarter 2020-2021 sales (January-March 2021)

€m	Reported	Forex	Scope	Organic	Reported	Reported	Organic
	20-21	20-21	20-21	20-21 (*)	19-20	change	change (*)
	A			B	C	A/C-1	B/C-1
Cognac	162.5	(10.7)	0.0	173.2	146.5	10.9%	18.2%
Liqueurs & Spirits	61.2	(3.0)	0.6	63.6	59.4	2.9%	7.1%
Group Brands	223.7	(13.7)	0.6	236.8	205.9	8.6%	15.0%
Partner Brands	5.7	(0.0)	0.0	5.7	4.8	17.9%	18.7%
Total	229.4	(13.8)	0.6	242.6	210.8	8.8%	15.1%

Second half 2020-2021 sales (October 2020 – March 2021)

€m	Reported	Forex	Scope	Organic	Reported	Reported	Organic
	20-21	20-21	20-21	20-21 (*)	19-20	change	change (*)
	A			B	C	A/C-1	B/C-1
Cognac	429.6	(22.5)	0.2	451.9	355.9	20.7%	27.0%
Liqueurs & Spirits	136.2	(6.2)	2.5	140.0	130.6	4.3%	7.2%
Group Brands	565.8	(28.8)	2.7	591.9	486.5	16.3%	21.6%
Partner Brands	13.6	(0.1)	0.0	13.7	14.4	(5.6%)	(4.8%)
Total	579.4	(28.9)	2.7	605.6	501.0	15.7%	20.9%

Full year 2020-2021 sales (April 2020 – March 2021)

€m	Reported	Forex	Scope	Organic	Reported	Reported	Organic
	20-21	20-21	20-21	20-21 (*)	19-20	change	change (*)
	A			B	C	A/C-1	B/C-1
Cognac	735.0	(28.2)	0.4	762.8	735.5	(0.1%)	3.7%
Liqueurs & Spirits	248.3	(8.0)	2.9	253.4	261.9	(5.2%)	(3.2%)
Group Brands	983.3	(36.1)	3.2	1,016.2	997.3	(1.4%)	1.9%
Partner Brands	26.9	(0.2)	0.0	27.1	27.5	(2.1%)	(1.5%)
Total	1,010.2	(36.3)	3.2	1,043.3	1,024.8	(1.4%)	1.8%

(*) Organic growth is calculated assuming constant exchange rates and consolidation scope.

Definitions of alternative performance indicators

Rémy Cointreau's management process is based on the following alternative performance indicators, selected for planning and reporting purposes. The Group's management considers that these indicators provide users of the financial statements with useful additional information to help them understand the Group's performance. These alternative performance indicators should be considered as supplementing those included in the consolidated financial statements and the resulting movements.

Organic sales growth

Organic (i.e. like-for-like) growth is calculated excluding the impact of exchange rate fluctuations, acquisitions and disposals.

The impact of exchange rates is calculated by converting sales in the current financial year using average exchange rates from the previous financial year.

For acquisitions in the current financial year, sales of acquired entities are not included in organic growth calculations. For acquisitions in the previous financial year, sales of acquired entities are included in the previous financial year but are only included in organic growth calculations for the current year with effect from the anniversary date of the acquisition.

For significant disposals, data is post-application of IFRS 5 (under which sales of entities disposed of are systematically reclassified under "Net earnings from discontinued operations" for the current and previous financial years).

This indicator serves to focus on Group performance across both financial years, which local management is more directly capable of influencing.

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