



RÉMY COINTREAU

21/22 Q1 Sales

Luca Marotta, CFO

July 20, 2021

21/22 Q1 Sales – Very strong start to the year

Sales well-above pre-Covid level

ORGANIC SALES GROWTH

+105.0%

- Strong start to the year : **+105.0% of organic sales growth vs. Q1 20/21**
- Sales well-above pre-Covid level: **+36.5%* vs. Q1 19/20**
- Broad-based growth with all divisions contributing to growth
- Sharp on-trade reopening and strong off-trade resilience (> pre-Covid level) in the US and in Europe
- Sales performance reinforced by low base of comparison and replenishment effects

SALES TRENDS BY REGION

- **AMERICAS:** triple-digit sales growth led by strong underlying demand (new paradigm) and replenishment effects
- **APAC:** close to triple-digit sales growth, confirming H2 2020/21 sharp recovery
- **EMEA:** very high double-digit growth supported by on-trade reopening since May and low base of comps

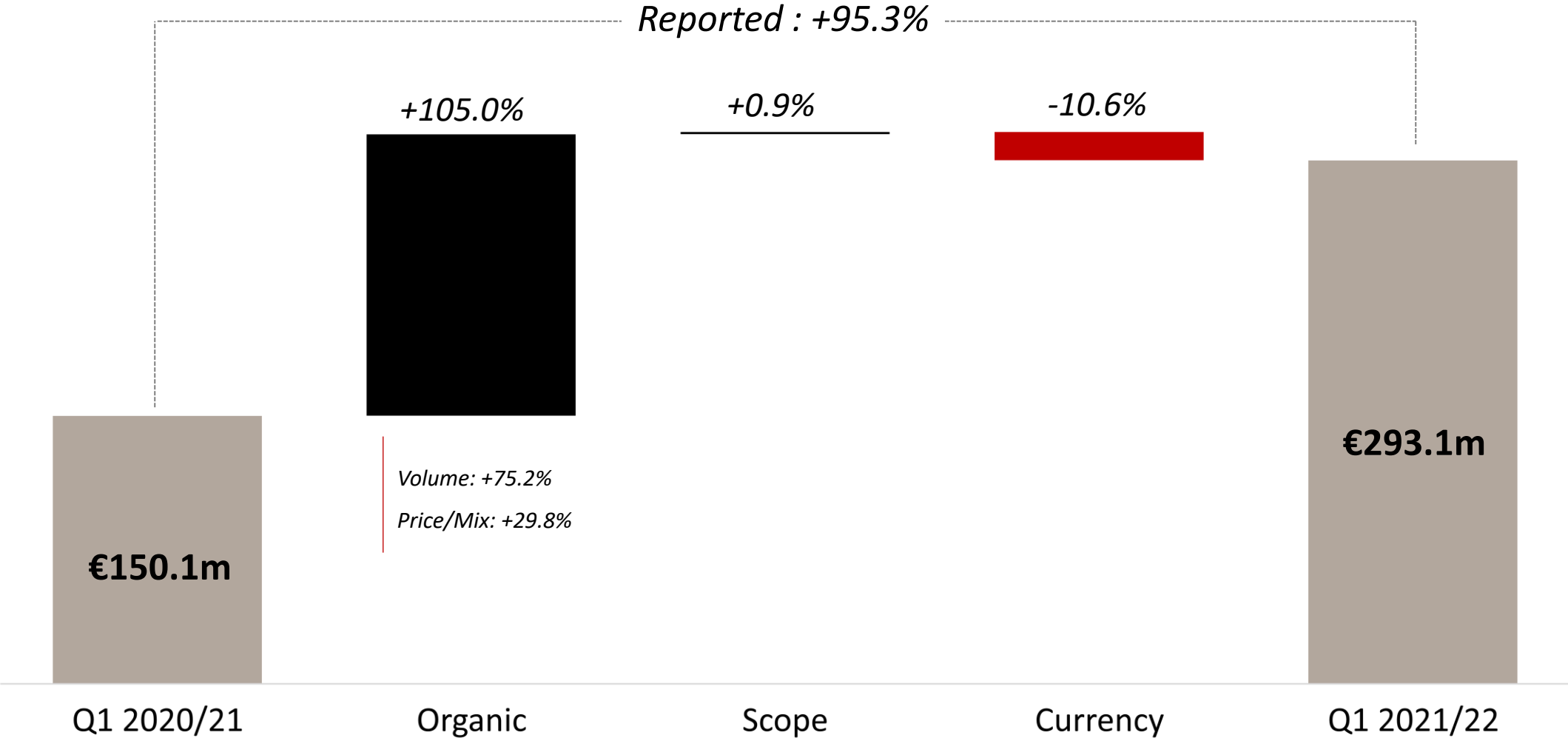
VALUE DEPLETION

- Strong double-digit growth in **Greater China and Europe**
- **US:** MSD decline vs. LY due to high comps. and extremely low level of inventories at the end of March ; up very strong double-digit on 2-year basis

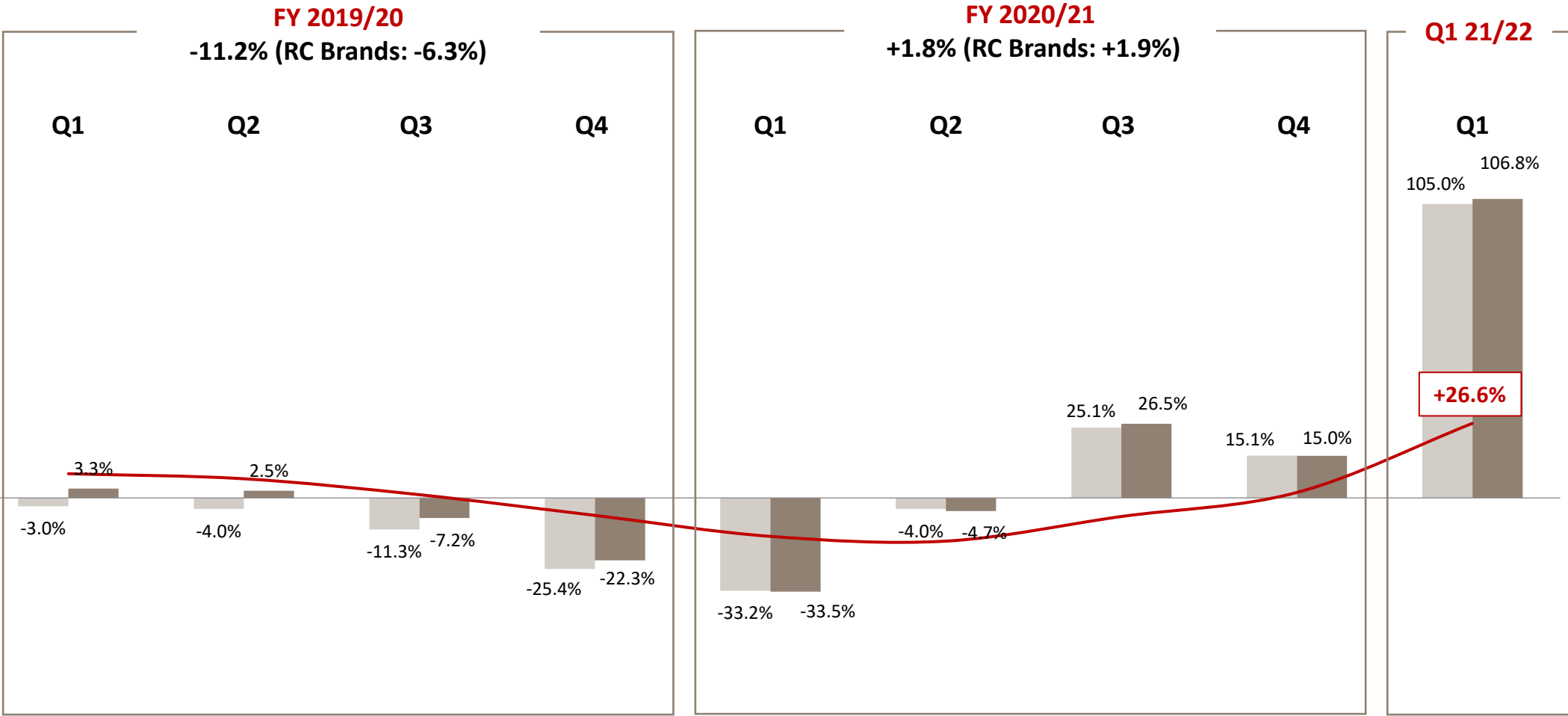
OUTLOOK 21/22

- **Group reiterates its confidence for FY 2021/22** : year of two halves with H1 sales growth > H2
- FY 21/22 will be a **year of increased strategic investments** (A&P, OPEX, CAPEX, WCR)

21/22 Q1 Sales bridge



Quarterly Organic Sales Growth



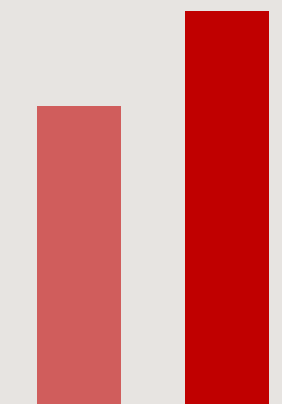
Organic sales growth -- Group

Organic sales growth -- RC Brands

12M trend - RC Brands

Q1 21/22 vs. Q1 19/20

+36.5%



Q1 19/20 Q1 21/22

Group sales growth
At constant FX & Scope

21/22 Q1 Organic sales trends by Region

AMERICAS

59% of Q1 Sales

Triple-digit sales growth

US

Strong underlying trends
(confirming new paradigm)

Meaningful replenishment effects

Sharp on-trade reopening
Strong off-trade resilience

Value depletions:

MSD decline vs. LY (up strong DD. on 2Y basis)

Canada

Triple-digit sales growth led by:
Cognac & St-Rémy

Latin America

Early signs of recovery in key tourist areas

APAC

23% of Q1 Sales

Close to triple-digit sales growth

Greater China

Very strong double-digit sales growth
Strong momentum both on & off trade,
confirming H2 20/21 recovery

Value depletions:

Very strong double-digit growth

Rest of Asia

Triple-digit sales growth, led by Australia and
supported by high at-home consumption

Several countries in lockdown

EMEA

18% of Q1 Sales

Very strong double-digit sales growth

Broad-based growth driven by Western and
Eastern Europe

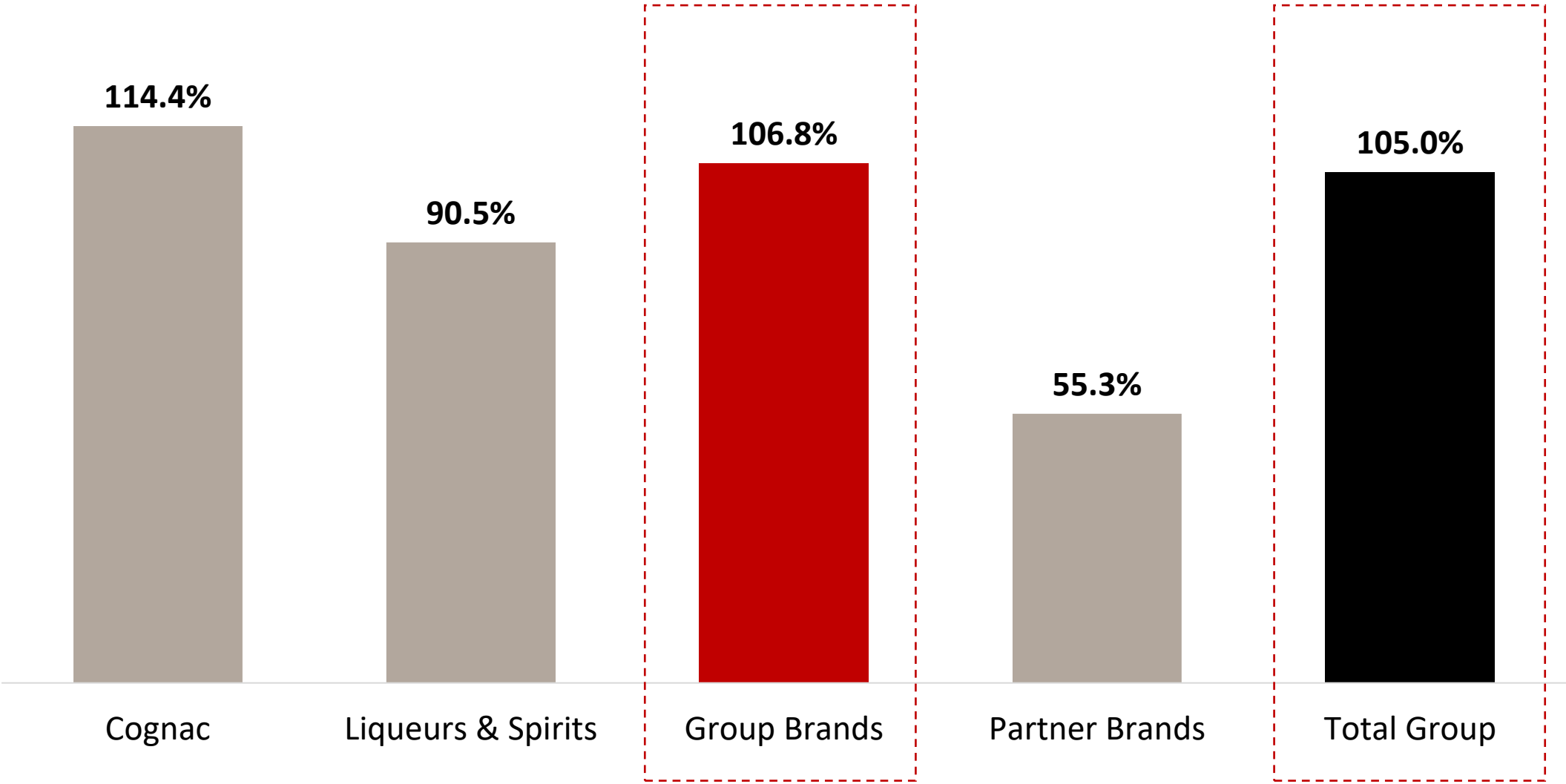
Gradual on-trade reopening since May
Strong off-trade resilience

Replenishment effects led by positive
expectations before summer season

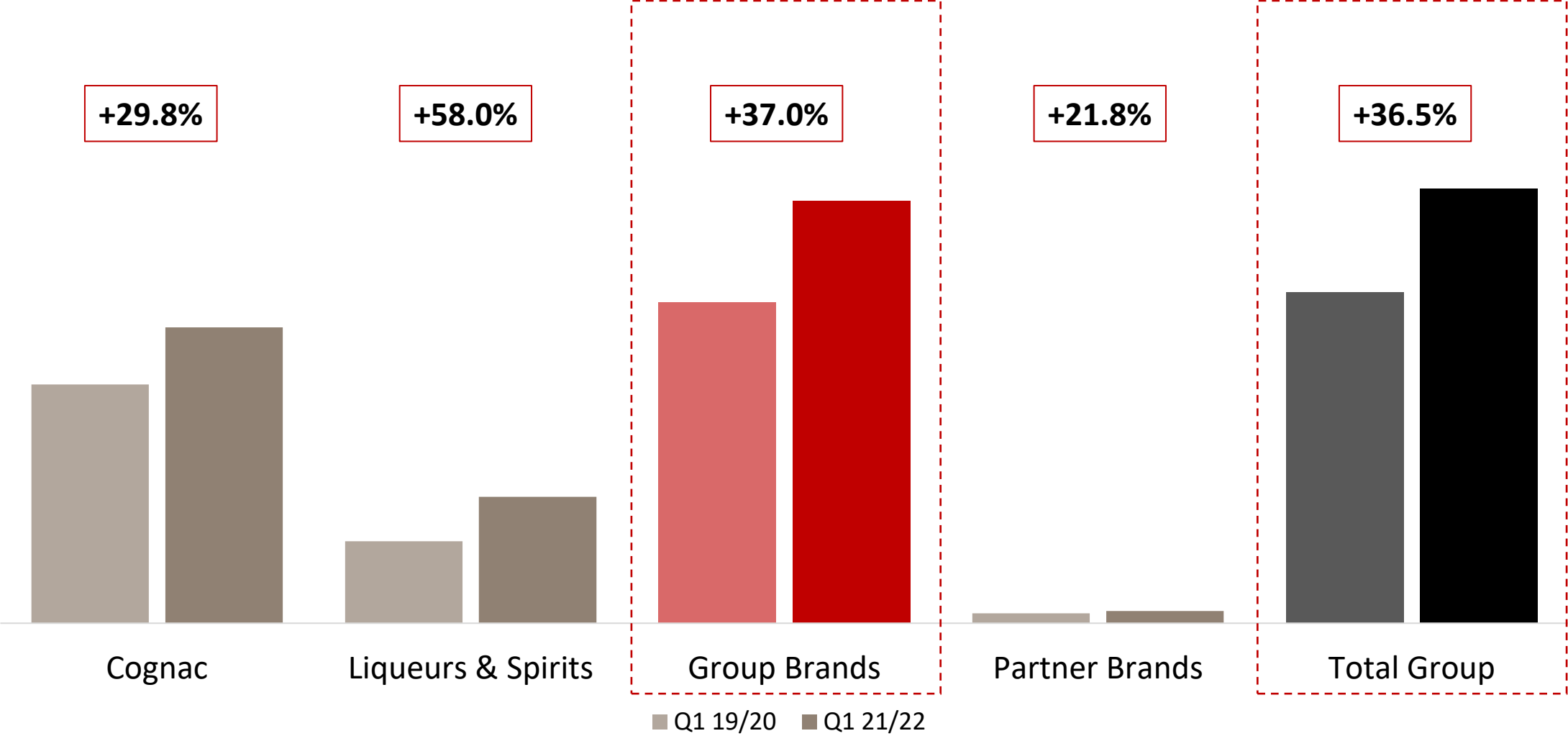
Value depletions:

Double-digit growth
in key markets

21/22 Q1 organic sales growth by Division (vs. 20/21 Q1)



21/22 Q1 sales growth* by Division (vs. 19/20 Q1)



(*) Sales growth at constant FX & scope

Cognac: + 114.4% of organic sales growth

AMERICAS

Triple-digit sales growth vs. LY

North America: triple-digit sales growth vs. LY

- Strong underlying demand: sharp on-trade reopening & solid resilience of at-home consumption
- Meaningful replenishments due to 1/ very low level of inventories at the end of March-21 and 2/ need to fuel the new paradigm
- High comps. coupled with low level of stocks (especially 1738) and supply-chain tensions weighed on depletions

* Company sources

US	Volume depletion trends to June 2021	vs. June 2020			vs. June 2019 (2Y-basis)		
		3M	6M	12M	3M	6M	12M
	Market Nielsen	-5.3%	+7.8%	+20.8%	+24.4%	+28.9%	+38.3%
	Market NABCA	+6.0%	+7.6%	+14.8%	+19.0%	+14.8%	+20.2%
	Market NABCA/Discuss	-2.0%	-1.2%	+13.2%	+2.1%	-0.3%	+11.0%
	Rémy Martin*	-15.9%	+2.9%	+34.5%	+48.5%	+29.9%	+48.6%

Price/mix: +2/3pp
12M period (June-21 vs. LY)

Latin America: triple-digit sales growth driven by strong depletions from US tourist areas incl. Puerto Rico, Mexico and the Caribbean

APAC

Close to triple-digit sales growth vs. LY

Greater China: close to triple-digit sales growth vs. LY

- **Mainland China** enjoyed very high level of growth across Cognac portfolio ; very promising results in Hainan
- Encouraging trends in **Hong-Kong** (early signs of local consumption recovery) ; **Macau** is back to growth as Casinos & hotels reopened while **Taiwan** is impacted by new Covid Cases since May

South-East Asia Pacific recorded triple-digit sales growth despite on-trade closures in several markets ; **Northern Asia Pacific** generated very strong double-digit growth in challenging context marked by strict sanitary restrictions

EMEA

Very strong double-digit sales growth vs. LY

- Broad-based growth driven by strong on-trade consumption from May, solid off-trade resilience as well as low base of comps.
- Outperformance from **Western Europe & Mediterranean countries** (solid expectations before summer season)

Build on strong momentum in Cognac in the US

Drive relevance and awareness with our successful new campaign



Strong out of home visibility in key US cities

NY – Miami – Los Angeles – Chicago - Atlanta

3M

Views on Youtube
Share of mouth – all time highs

#3

Spirits Business revealed Top 10
spirit brands on social media

#3

Cannes Lions Bronze Award
(Film/Food & Drink category)

360° activation marketing plan

Unprecedented social media results

Liqueurs & Spirits: + 90.5% of organic sales growth

AMERICAS

Close to triple-digit sales growth vs. LY

North America: close to triple-digit sales growth vs. LY

- **Cointreau:** triple-digit sales growth led by high demand in key states, sharp on-trade reopening and strong off-trade resilience
- Better than expected performance of **St-Rémy** in Canada; outstanding growth for **The Botanist** supported by strong commercial execution

US	Volume depletion trends to June 2021	vs. June 2020			vs. June 2019 (2Y-basis)		
		3M	6M	12M	3M	6M	12M
		Market Nielsen	-15.8%	+1.6%	+10.1%	+21.3%	+21.7%
Market NABCA	+29.6%	+15.7%	+13.0%	+19.8%	+14.6%	+13.1%	
Market NABCA/Discuss	+44.7%	+26.6%	+12.4%	+17.7%	+11.1%	+5.8%	
Cointreau*	+21.8%	+27.4%	+23.6%	+52.2%	+40.4%	+35.2%	

* Company sources

Price/mix: + c.2pp
12M period (June-21 vs. LY)

Latin America: triple-digit sales growth driven by low base of comps. and early signs of recovery from American tourist areas

EMEA

Close to triple-digit sales growth vs. LY

- Close to triple-digit sales growth, led by all regions (especially Western & Eastern Europe) and brands
- Better than expected performance linked to earlier than expected on-trade reopening and solid expectations ahead of summer season
- **Cointreau:** strong start to year benefiting from market share gains in off-trade and strong on-trade activations
- **Metaxa:** very strong growth led by solid commercial execution in Eastern Europe and restocking in Greece ahead of summer season
- **The Botanist & whisky portfolio** recorded triple-digit growth reflecting market share gains in Western Europe and new listing gains

APAC

Very strong double-digit sales growth vs. LY

Greater China: H2 20/21 recovery confirmed in Q1; amazing traction of **Single-Malt whiskies** with young generations incl. **Octomore**

Rest of Asia: very strong double-digit growth led by Southeast Asia, particularly **Cointreau** in Australia and New Zealand

Leverage at-home mixology & on-trade reopening

Drive awareness through outdoor activations

MARGARITA DAY



Support on-trade community

Cointreau Margarita terraces
> 1m reach on social media



Seize new growth opportunities

Drive demand & engagement through innovations



1st limited-edition bottling (418 bottles)
To celebrate the Botanist 10th anniversary

Expand Single-Malt whiskies in selected markets



1st Bruichladdich pop-up stores in Japan (Tokyo – Roppongi Hills)
April 5 to April 11, 2021

2021/22 Full Year Outlook

- **Confident to continue to outperform** the exceptional spirits market
- 2021/22 is expected to be **a year of two halves** with H1 benefitting from:
 - Favorable bases of comparison
 - Some replenishment effects (mostly in Q1)
- **Being ahead in the unfolding of its 2030 financial objectives** and given the favourable environment, the Group has decided to **increase meaningfully its 2021/22 strategic investments** to fuel the rebound and its brands' awareness and desirability
- **The expected good growth of COP** should be also tempered by:
 - Currency effects: between - €16m and - €20m
 - Scope effect : circa - €2m





RÉMY COINTREAU

Appendices

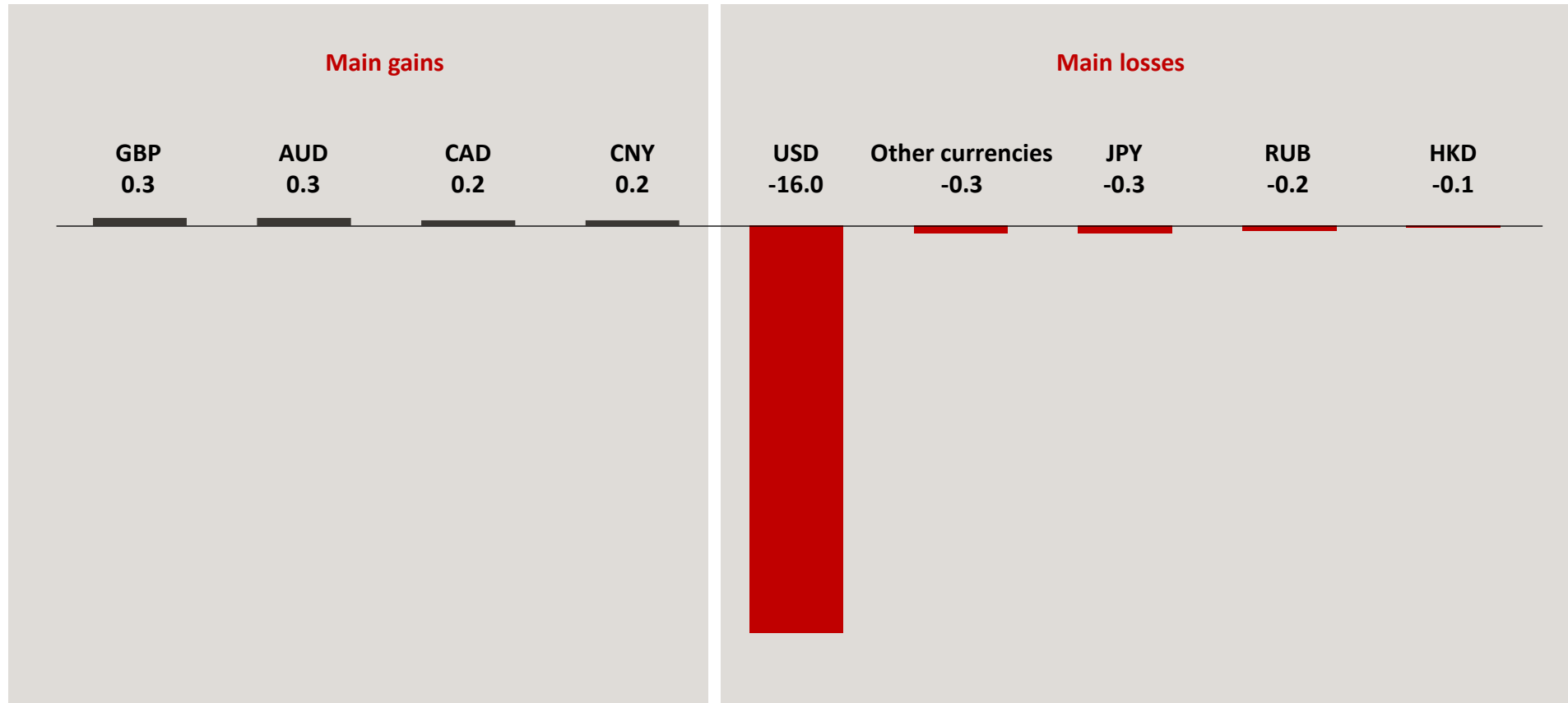
Quarterly Sales by division

<i>In €m</i>	Q1 21/22	Q1 20/21	Reported %	Organic % vs. Q1 20/21	Organic % vs. Q1 19/20
Cognac	199.6	98.7	102.3%	114.4%	29.8%
Liqueurs & Spirits	85.3	46.1	84.9%	90.5%	58.0%
Subtotal: Group Brands	284.9	144.8	96.8%	106.8%	37.0%
Partner Brands	8.2	5.3	55.6%	55.3%	21.8%
Total	293.1	150.1	95.3%	105.0%	36.5%

Key currency impact on 21/22 Q1 Sales

21/22 Q1 total currency impact: -€15.9m

(In €m)





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Q&A