



**RÉMY COINTREAU**

**Rémy Cointreau Analysts' Consensus Collection for Q4, FY 23/24 and FY 24/25**

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*In € million except if stated otherwise*

*Consensus is based on inputs received from the 18/22 analysts having answered the consensus request*

**Publication of the consensus does not imply that Rémy Cointreau endorses the estimates**

Number  
of analysts  
(Q4 23/24E)

Number  
of analysts  
(FY 23/24E)

Sales (€m)	Q4 22/23	Q4 23/24E				FY 22/23	FY 23/24E				Number of analysts (Q4 23/24E)	Number of analysts (FY 23/24E)
	Published	Average	Median	Min	Max	Published	Average	Median	Min	Max		
<b>Cognac</b>	<b>147.9</b>	<b>145.1</b>	<b>146.0</b>	<b>120.5</b>	<b>165.0</b>	<b>1100.0</b>	<b>758.1</b>	<b>759.2</b>	<b>731.5</b>	<b>778.3</b>	18	18
% Reported growth	-2.0%	-1.9%	-1.3%	-18.6%	11.6%	16.0%	-31.1%	-31.0%	-33.5%	-29.2%	18	18
% Organic growth*	2.9%	0.5%	0.0%	-15.0%	11.2%	7.6%	-27.1%	-27.1%	-29.2%	-25.7%	18	18
<b>Liqueurs &amp; Spirits</b>	<b>90.3</b>	<b>81.2</b>	<b>78.4</b>	<b>64.5</b>	<b>98.6</b>	<b>418.9</b>	<b>402.5</b>	<b>399.7</b>	<b>385.8</b>	<b>419.9</b>	18	18
% Reported growth	28.1%	-10.1%	-13.2%	-28.6%	9.2%	25.7%	-3.9%	-4.6%	-7.9%	0.2%	18	18
% Organic growth*	26.2%	-9.7%	-12.2%	-27.1%	10.0%	18.7%	-0.9%	-1.4%	-4.6%	3.4%	18	18
<b>Sub-total - Group Brands</b>	<b>238.2</b>	<b>226.3</b>	<b>225.7</b>	<b>213.6</b>	<b>241.4</b>	<b>1518.9</b>	<b>1160.6</b>	<b>1160.2</b>	<b>1146.2</b>	<b>1176.0</b>	18	18
% Reported growth	7.6%	-5.0%	-5.2%	-10.3%	1.3%	18.5%	-23.6%	-23.6%	-24.5%	-22.6%	18	18
% Organic growth*	10.4%	-3.4%	-3.1%	-6.3%	-0.6%	10.5%	-19.9%	-19.8%	-20.3%	-19.4%	18	18
<b>Partner Brands</b>	<b>5.6</b>	<b>5.6</b>	<b>5.3</b>	<b>4.1</b>	<b>7.1</b>	<b>29.6</b>	<b>27.6</b>	<b>27.4</b>	<b>23.7</b>	<b>29.6</b>	18	18
% Reported growth	0.7%	-0.5%	-4.8%	-26.1%	26.8%	-5.4%	-6.8%	-7.4%	-19.9%	0.0%	18	18
% Organic growth*	2.5%	-3.4%	-4.0%	-26.1%	20.7%	-5.3%	-6.7%	-6.6%	-19.9%	0.0%	18	18
<b>GROUP</b>	<b>243.8</b>	<b>231.9</b>	<b>231.0</b>	<b>219.3</b>	<b>248.2</b>	<b>1548.5</b>	<b>1188.2</b>	<b>1187.4</b>	<b>1175.8</b>	<b>1204.9</b>	18	18
% Reported growth	7.4%	-4.9%	-5.2%	-10.0%	1.8%	17.9%	-23.3%	-23.3%	-24.1%	-22.2%	18	18
% Organic growth*	10.2%	-3.4%	-3.2%	-6.7%	-0.7%	10.1%	-19.6%	-19.6%	-20.3%	-19.2%	18	18

(\*) at constant scope and currency