



# Rémy Cointreau Analysts' Consensus Collection for Q4 and FY Sales 24/25

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In € million except if stated otherwise

Consensus is based on inputs received from the 17/21 analysts having answered the consensus request

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

Number  
of analysts  
(Q4 24/25E)

Number  
of analysts  
(FY 24/25E)

Sales (€m)	Q4 23/24	Q4 24/25E				FY 23/24	FY 24/25E					
	Published	Average	Median	Min	Max	Published	Average	Median	Min	Max		
<b>Cognac</b>	<b>165.4</b>	<b>117.1</b>	<b>116.9</b>	<b>109.2</b>	<b>131.1</b>	<b>778.6</b>	<b>614.3</b>	<b>614.1</b>	<b>606.4</b>	<b>628.3</b>	17	17
% Reported growth	11.9%	-29.2%	-29.3%	-34.0%	-20.7%	-29.2%	-21.1%	-21.1%	-22.1%	-19.3%	17	17
% Organic growth*	15.4%	-29.9%	-30.6%	-35.2%	-21.6%	-25.1%	-21.3%	-21.4%	-22.4%	-19.6%	17	17
<b>Liqueurs &amp; Spirits</b>	<b>66.5</b>	<b>75.2</b>	<b>75.2</b>	<b>62.4</b>	<b>81.7</b>	<b>387.8</b>	<b>349.4</b>	<b>349.4</b>	<b>336.6</b>	<b>355.9</b>	17	17
% Reported growth	-26.3%	13.1%	13.1%	-6.2%	22.9%	-7.4%	-9.9%	-9.9%	-13.2%	-8.2%	17	17
% Organic growth*	-27.0%	11.9%	11.6%	-7.1%	20.8%	-4.6%	-10.4%	-10.4%	-13.6%	-8.8%	17	17
<b>Sub-total - Group Brands</b>	<b>232.0</b>	<b>192.3</b>	<b>191.5</b>	<b>182.4</b>	<b>201.8</b>	<b>1166.5</b>	<b>963.7</b>	<b>962.9</b>	<b>954.1</b>	<b>973.2</b>	17	17
% Reported growth	-2.6%	-17.1%	-17.5%	-21.4%	-13.0%	-23.2%	-17.4%	-17.5%	-18.2%	-16.6%	17	17
% Organic growth*	-0.7%	-17.9%	-18.1%	-21.8%	-13.2%	-19.4%	-17.7%	-17.7%	-18.4%	-17.1%	17	17
<b>Partner Brands</b>	<b>5.6</b>	<b>4.6</b>	<b>4.4</b>	<b>3.8</b>	<b>6.0</b>	<b>27.7</b>	<b>20.9</b>	<b>20.7</b>	<b>20.2</b>	<b>22.3</b>	17	17
% Reported growth	-1.0%	-16.7%	-21.4%	-31.6%	7.9%	-6.6%	-24.5%	-25.3%	-27.1%	-19.5%	17	17
% Organic growth*	-1.1%	-18.9%	-22.0%	-33.0%	7.9%	-6.1%	-25.0%	-25.6%	-27.8%	-19.5%	17	17
<b>GROUP</b>	<b>237.5</b>	<b>197.0</b>	<b>196.8</b>	<b>188.0</b>	<b>206.0</b>	<b>1194.1</b>	<b>984.6</b>	<b>984.0</b>	<b>975.6</b>	<b>993.7</b>	17	17
% Reported growth	-2.6%	-17.1%	-17.1%	-20.8%	-13.3%	-22.9%	-17.5%	-17.6%	-18.3%	-16.8%	17	17
% Organic growth*	-0.7%	-17.9%	-18.2%	-21.3%	-13.6%	-19.2%	-17.9%	-17.8%	-18.5%	-17.3%	17	17

(\*) at constant scope and currency