



RÉMY COINTREAU

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 | | |
| Cognac | 165.4 | 117.1 | 116.9 | 109.2 | 131.1 | 778.6 | 614.3 | 614.1 | 606.4 | 628.3 | 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 |
| Liqueurs & Spirits | 66.5 | 75.2 | 75.2 | 62.4 | 81.7 | 387.8 | 349.4 | 349.4 | 336.6 | 355.9 | 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 |
| Sub-total - Group Brands | 232.0 | 192.3 | 191.5 | 182.4 | 201.8 | 1166.5 | 963.7 | 962.9 | 954.1 | 973.2 | 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 |
| Partner Brands | 5.6 | 4.6 | 4.4 | 3.8 | 6.0 | 27.7 | 20.9 | 20.7 | 20.2 | 22.3 | 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 |
| GROUP | 237.5 | 197.0 | 196.8 | 188.0 | 206.0 | 1194.1 | 984.6 | 984.0 | 975.6 | 993.7 | 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