



REMY

Q1 SALES 2026-27

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RÉMY COINTREAU

Q1 2026-27 sales – In line with expected full-year trajectory

Q1 2026-27 ORGANIC* SALES GROWTH

+1.3% YoY

- Strong growth in Cognac (+7.7%)
 - Americas: limited decline, linked to destocking in Canada and high comps. in LATAM; solid sales growth in the US
 - APAC: strong growth, reflecting solid momentum in Rest of Asia and slight reduction in China (in line with expectations)
- Liqueurs & Spirits (-6.6%)
 - Americas: slight reduction due to negative phasing effect following strong rebound in Q4
 - Mixed performance in EMEA
- Q1 sales performance includes a -1.5% volume effect and a +2.7% Price-Mix effect

Q1 2026-27 ORGANIC SALES GROWTH BY REGION

- AMERICAS: LSD% decline, reflecting destocking in Canada and high comps. in LATAM; the US demonstrate very good resilience
- APAC: up by HSD%, supported by good momentum across Rest of Asia; limited sales decline in China, in line with expectations
- EMEA: down by low-to-MSD%, amid sustained competitive pressure and moderate consumer demand

Q1 2026-27 VALUE DEPLETIONS BY KEY REGION

- US: slightly negative o/w slightly positive in volume
- China: down LSD%
- EMEA: up by low to MSD %

FY 2026-27 GUIDANCE CONFIRMED

- Sales: return to sustainable organic sales growth
- COP Margin: slight organic improvement
- Net debt/Ebitda: below 3.5x at March 31, 2027

(*) All references to organic basis in this presentation correspond to sales performance at constant exchange rates and scope
 LSD: low single-digit / MSD: mid single-digit / HSD: high single-digit / DD: double-digit
 LATAM: Latin America ; Rest of Asia: APAC excl. China

Q1 2026-27 Marketing Highlights

Commercial wins and innovation momentum

EC 6.18 Festival



+12% YoY
in sales

Cinco de Mayo



+2% YoY
in value depletions

Yellow Submarine



+9%
vs target

Mount Gay Silver



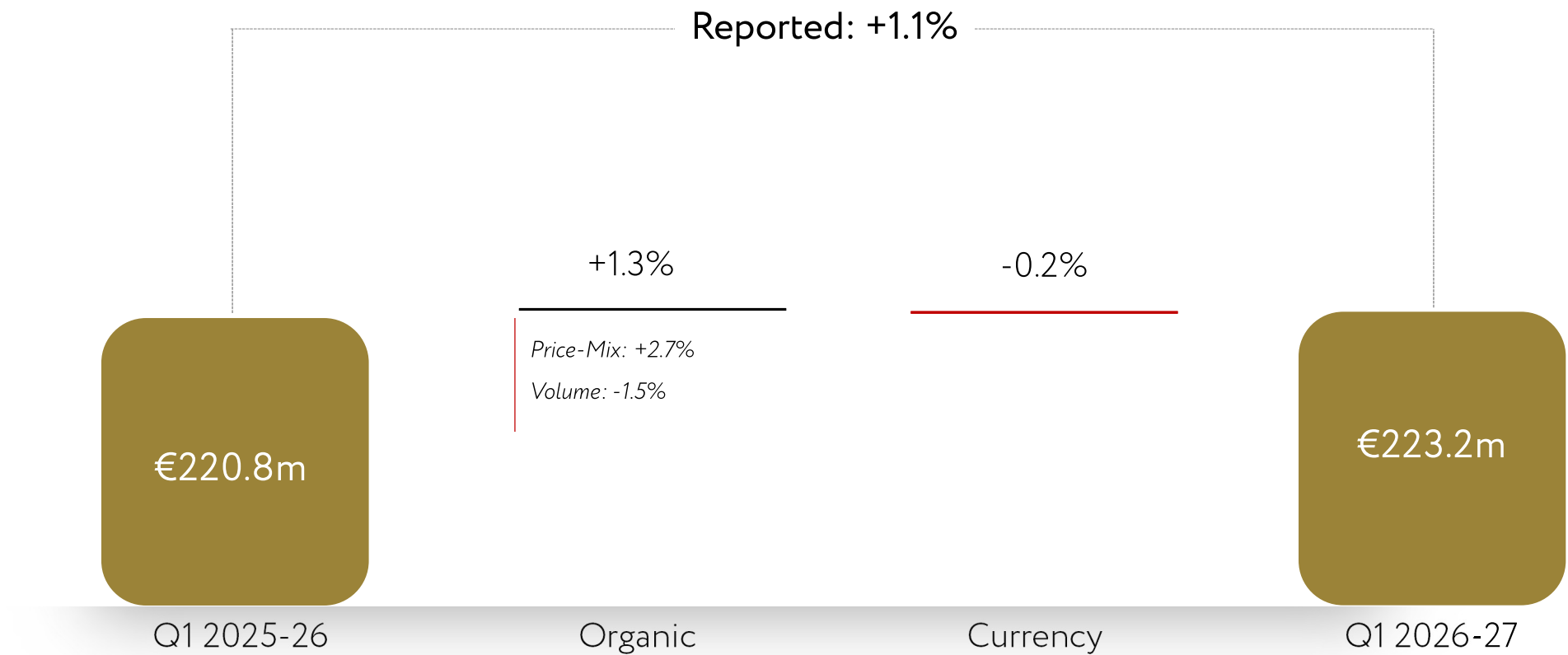
+8% YoY (Mount Gay)
in value depletions

RM VS



+206% YoY
+70% vs. target

Q1 2026-27 - Group Sales Bridge



Q1 2026-27 – Organic Sales Trends by Region



AMEI: Africa Middle East, India

Cognac

Q1 Org. Sales: +7.7% (o/w +15.9% in volume and -8.3% in Price-Mix)

APAC
Up by low DD% YoY

54%
of sales

As expected, sales in **China** were **down by LSD % in Q1** in a still challenging market, marked by soft consumer confidence and regulatory restrictions on alcohol consumption; this performance demonstrates the solid resilience of Rémy Martin and the strength of the execution during the 6.18 e-commerce Festival

Hainan, Macau and **Hong-Kong** improved, contributing to the overall performance, while **Taiwan** remained challenging

Overall, **Q1 value depletions were up by LSD %, driven by RM CLUB**

In **Rest of Asia**, sales were **up by very strong DD % in Q1**, mostly driven by Louis XIII, RM XO and RM VSOP

AMERICAS
Down by LSD% YoY

33%
of sales

North America:

- Sales were up by MSD % in Q1, despite high comps.; performance was mostly driven by the US and more particularly by RM 1738. In parallel, Canada was still affected by some destocking
- Q1 US value depletions were down by MSD %, sequentially improving compared to previous quarter, thanks to the solid performance of Louis XIII as well as the greater resilience of RM 1738

	Volume depletion trends to June 2026	vs. June 2025 (vs. LY)		
		3M	6M	12M
US	Market (source Nielsen)*	-5.2%	-4.4%	-4.7%
	Market (source NABCA)	-9.6%	-8.5%	-8.4%
	Market (source NABCA/Discuss)	-13.6%	-9.6%	-9.8%
	RC Cognac in Volume (source Company)	-4.3%	-4.2%	-5.1%

Price-Mix: -1 pts YoY
12M basis, ended June 26

Latin America: sales were down by very strong DD % in Q1, impacted by high comps. (sales were multiplied by 3 last year)

EMEA
Up by strong DD% YoY

13%
of sales

- The **UK & Nordics** were **up by high-teens % in Q1**, driven by RM VSOP, 1738 and Louis XIII; market share gains were driven by greater pricing agility, new listings and improved in-store visibility
- **Europe 3PD** was **down by MSD % in Q1**, mostly impacted by Germany which was partially offset by Czechia and Switzerland
- **AMEI & CIS** were **up by very strong DD %**, boosted by South Africa which has fully offset headwinds in the Middle East
- **Benelux & France** were down by **very strong DD %**

EMEA Q1 value depletions: up by **very strong DD %**

Liqueurs & Spirits

Q1 Org. Sales: -6.6% (o/w -5.9% in Volume and -0.6% in Price-Mix)

AMERICAS

Down by LSD % YoY

51% of sales

North America:

US

Volume depletion trends to June 2026

vs. June 2025 (vs. LY)

3M

6M

12M

Market (source Nielsen)*

-6.5%

-6.1%

-6.6%

Market (source NABCA)

-3.0%

-2.5%

-2.3%

Market (source NABCA/Discuss)

-6.8%

-4.2%

-3.8%

Cointreau in Volume (Source Company)

4.2%

3.7%

3.0%

Price-Mix: -2 pts YoY

12m basis ended June 26

Latin America: down by mid-teens % in sales in Q1, reflecting a high base of comparison

EMEA

Down by low DD% YoY

37% of sales

The UK & Nordics

were down by MSD % in Q1, affected by tough market conditions and some destocking at two key retailers

Europe 3PD

was down by MSD % in Q1, primarily impacted by Germany and Italy, partially offset by solid trends in Greece, Spain and Czechia

Benelux & France

were down by very strong DD % in Q1 while AMEI & CIS were also down by strong DD %, linked to the Middle East conflict as most of our footprint is in the UAE

EMEA Q1 value depletions were down by MSD %

APAC

Down by HSD % YoY

12% of sales

China:

down by strong DD % in Q1, in line with Q1 value depletions;

market was particularly tough and was marked by strong promotional activities

Rest of Asia:

up by mid to HSD % in Q1, driven by Australia and Japan (mainly Bruichladdich and Telmont) while New Zealand continued to face tough economic market conditions

2026-27 guidance confirmed

ORGANIC SALES	»	Return to growth
ORGANIC COP MARGIN INCL. TARIFFS*	»	Slight COP Margin improvement
FX	»	• Sales: around -€15m (vs. -€15m /-€20m previously) • COP: -€5m/-€8m
DEBT LEVERAGE	»	Maintain net debt/EBITDA below 3.5x by March 31, 2027

(*) Tariffs' total impact: €20m (vs €15m in FY25/26) o/w €15m in the US and €5m in China; based on the following hypotheses:

- A minimum import price in China, as defined by the agreement signed with MOFCOM
- U.S. import tariffs set at 15% for EU, and at 10% for the UK and Barbados


BELLE
DE BRILLET



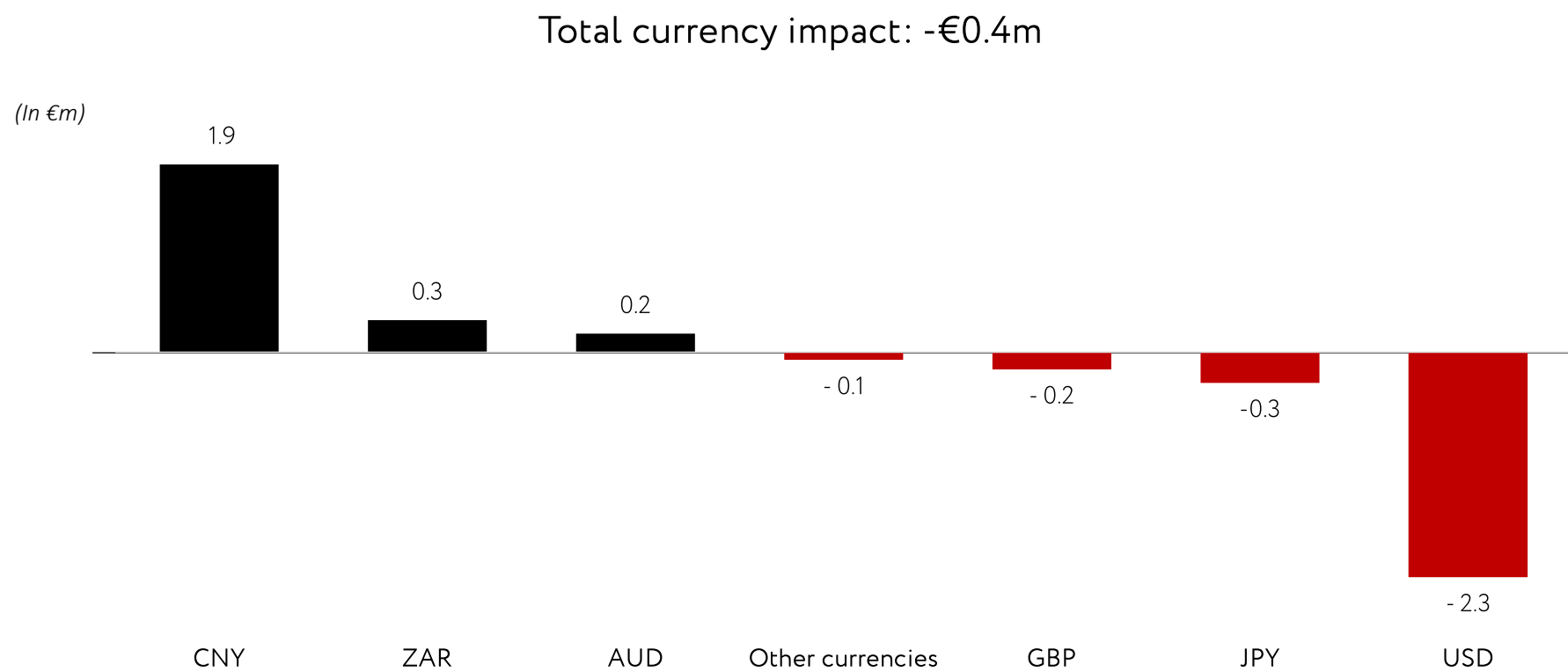
Appendices

Quarterly sales by division

<i>In €m</i>	<i>Q1 26/27</i>	<i>Q1 25/26</i>	<i>Reported %</i>	<i>Organic %</i>
Cognac	141.9	131.3	+8.1%	+7.7%
Liqueurs & Spirits	79.6	86.2	-7.7%	-6.6%
Subtotal: Group Brands	221.5	217.5	+1.8%	+2.0%
Partner Brands	1.7	3.3	-48.4%	-47.9%
Total	223.2	220.8	+1.1%	+1.3%

Organic sales growth: at constant exchange rates & scope

Key currency impacts on Q1 2026-27 sales



Upcoming financial publications

Oct. 28, 2026

2026-27 Q2 Sales

Nov. 25, 2026

2026-27 H1 Results





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Q&A



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