



RÉMY COINTREAU

Rémy Cointreau Analysts' Consensus Collection FY 23/24 and 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
(FY 23/24E)

| COP by division - €m | 2022/23 | 2023/24E | | | | |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|----|
| | Published | Median | Average | Min | Max | |
| Cognac | 405.2 | 268.9 | 269.0 | 257.0 | 287.0 | 17 |
| % Reported growth | 25.5% | -33.6% | -33.6% | -36.6% | -29.2% | 17 |
| % Organic growth* | 14.7% | -31.7% | -31.8% | -34.4% | -28.8% | 16 |
| Liqueurs & Spirits | 48.1 | 49.8 | 49.0 | 34.0 | 61.6 | 17 |
| % Reported growth | 35.6% | 3.5% | 1.9% | -29.3% | 28.0% | 17 |
| % Organic growth* | 18.1% | 3.6% | 4.4% | -20.2% | 25.9% | 16 |
| Sub-total - Group Brands | 453.3 | 317.8 | 318.0 | 306.9 | 326.8 | 17 |
| % Reported growth | 26.5% | -29.9% | -29.8% | -32.3% | -27.9% | 17 |
| % Organic growth* | 15.0% | -28.0% | -28.0% | -30.5% | -25.6% | 16 |
| Partner Brands | 0.1 | 0.1 | 0.1 | 0.0 | 0.3 | 17 |
| % Reported growth | - | - | - | - | - | 17 |
| % Organic growth* | - | - | - | - | - | 13 |
| Holding Costs | -23.7 | -17.8 | -18.3 | -28.0 | -11.7 | 17 |
| % Reported growth | -1.2% | -25.0% | -22.8% | -50.6% | 18.1% | 17 |
| % Organic growth* | -1.7% | -30.0% | -24.4% | -50.6% | 18.1% | 15 |
| Group | 429.6 | 299.9 | 299.8 | 290.8 | 311.7 | 17 |
| % Reported growth | 28.5% | -30.2% | -30.2% | -32.3% | -27.5% | 17 |
| % Organic growth* | 16.2% | -28.1% | -28.2% | -30.0% | -26.0% | 17 |

(*) at constant scope and currency