



## RÉMY COINTREAU

Rémy Cointreau Analysts' Consensus Collection for Q1 and FY 24/25

Published on July 16, 2024

In € million except if stated otherwise

Consensus is based on inputs received from the 19/21 analysts having answered the consensus request

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

Number  
of analysts  
(Q1 24/25E)

Sales (€m)	Q1 23/24	Q1 24/25E				
	Published	Average	Median	Min	Max	
<b>Cognac</b>	<b>155.1</b>	<b>126.5</b>	<b>127.8</b>	<b>114.3</b>	<b>138.0</b>	19
% Reported growth	-46.9%	-18.4%	-17.6%	-26.3%	-11.0%	19
% Organic growth*	-44.7%	-17.4%	-17.0%	-25.0%	-6.0%	19
<b>Liqueurs &amp; Spirits</b>	<b>95.0</b>	<b>86.7</b>	<b>86.1</b>	<b>73.4</b>	<b>97.3</b>	19
% Reported growth	-13.5%	-8.7%	-9.4%	-22.7%	2.5%	19
% Organic growth*	-11.4%	-8.2%	-9.4%	-22.6%	2.0%	19
<b>Sub-total - Group Brands</b>	<b>250.0</b>	<b>213.2</b>	<b>215.0</b>	<b>191.5</b>	<b>230.1</b>	19
% Reported growth	-37.8%	-14.7%	-14.0%	-23.4%	-8.0%	19
% Organic growth*	-35.6%	-13.9%	-13.9%	-23.1%	-4.5%	19
<b>Partner Brands</b>	<b>7.5</b>	<b>7.2</b>	<b>7.3</b>	<b>6.0</b>	<b>7.7</b>	19
% Reported growth	-5.4%	-4.0%	-2.7%	-20.0%	2.7%	19
% Organic growth*	-4.6%	-3.7%	-2.0%	-20.0%	0.0%	19
<b>GROUP</b>	<b>257.5</b>	<b>220.4</b>	<b>222.3</b>	<b>198.2</b>	<b>237.2</b>	19
% Reported growth	-37.2%	-14.4%	-13.7%	-23.0%	-7.9%	19
% Organic growth*	-35.0%	-13.6%	-13.6%	-22.7%	-4.4%	19

(\* ) at constant scope and currency