



## RÉMY COINTREAU

Rémy Cointreau Analysts' Consensus Collection for Q3 and FY 24/25

Published on January 15, 2025

In € million except if stated otherwise

Consensus is based on inputs received from the 17/20 analysts having answered the consensus request

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

Number  
of analysts  
(FY 24/25E)

P&L (€m)	FY 23/24	FY 24/25E				
	Published	Average	Median	Min	Max	
EUR/USD FY avge hedged rate	1.10	1.10	1.10	1.07	1.10	17
<b>Sales</b>	<b>1194.1</b>	<b>993.6</b>	<b>985.5</b>	<b>967.3</b>	<b>1 032.5</b>	17
Reported growth (%)	-22.9%	-16.8%	-17.5%	-19.0%	-13.5%	17
Organic Growth (%)	-19.2%	-16.6%	-16.9%	-18.8%	-13.2%	17
<b>Current operating profit</b>	<b>304.4</b>	<b>220.1</b>	<b>219.3</b>	<b>205.2</b>	<b>254.9</b>	17
Reported growth (%)	-29.1%	-27.7%	-28.0%	-32.6%	-16.3%	17
Organic Growth (%)	-27.8%	-30.1%	-30.4%	-35.7%	-18.5%	16
o/w FX impact on EBIT (in €m)	-5.7	7.9	8.0	3.6	11.4	16
o/w scope impact on EBIT (in €m)	0.0	0.0	0.0	0.0	0.1	17
<b>Recurring COP Margin (% of sales)</b>	<b>25.5%</b>	<b>22.1%</b>	<b>22.1%</b>	<b>21.1%</b>	<b>24.7%</b>	17
Other non-recurring expenses	-12.8	-1.4	0.0	-15.0	0.4	17
<b>Financial Result</b>	<b>-38.5</b>	<b>-46.7</b>	<b>-47.1</b>	<b>-51.4</b>	<b>-42.3</b>	17
<b>Profit before tax</b>	<b>253.2</b>	<b>172.0</b>	<b>171.9</b>	<b>155.8</b>	<b>210.5</b>	17
Income tax	-69.4	-46.8	-46.5	-57.7	-41.9	17
Income tax rate	-27.4%	-27.2%	-27.0%	-30.6%	-25.9%	17
Associates/Minorities	1.1	0.7	0.6	0.0	1.4	17
<b>Reported Group Net Profit</b>	<b>184.8</b>	<b>125.8</b>	<b>125.9</b>	<b>108.5</b>	<b>153.2</b>	17
Adjusted Group Net Profit	194.8	126.0	125.7	115.1	138.5	16
<b>Balance sheet (€m)</b>	<b>As of March 2024</b>	<b>As of March 2025E</b>				
	Published	Average	Median	Min	Max	
Net debt	649.7	661.4	676.6	507.8	794.0	17
Net debt/EBITDA ratio	1.68	2.51	2.51	1.91	3.01	17