



Paris, August 29, 2025

15% tariffs set in the United States on imports of European Wines and Spirits

Following the agreement reached between the United States and the European Union, establishing a 15% tariff rate as of August 1st (vs. the initially proposed 30%), Rémy Cointreau is updating its assumptions for the 2025-26 fiscal year.

The Group reaffirms its objective of **mid-single-digit annual organic sales growth**, driven primarily by a strong “technical” rebound in sales in the United States.

At the same time, the **estimated net overall impact of tariffs on Current Operating Profit (COP)** is being revised downwards, from **€45 million to €30 million¹**:

- **€10 million in China** (unchanged)
- **€20 million in the United States** (vs. €35 million previously)

These estimates factor in the action plans implemented to mitigate the negative effects of additional tariffs. They also include increased investments in China and the United States, aimed at supporting the recovery in underlying business activity (depletions²).

As a result, Rémy Cointreau now anticipates an organic decline in COP of **mid-single digit in 2025-26** (vs. a decline of mid-to-high-single-digits previously).

The United States and China are strategic markets for Rémy Cointreau, where the Group has benefited for many decades from a strong local presence and solid brand desirability. Confident in their long-term potential, Rémy Cointreau intends to continue making targeted and ambitious investments in both markets to support the rebound in demand and lay the foundations for a sustainable and profitable growth trajectory.

¹ Estimates based on the following assumptions :

- An increase in the minimum import price in China, as defined by the agreement signed with MOFCOM
- U.S. import tariffs set at 15% for the European Union (vs. 30% previously), and at 10% for the United Kingdom and Barbados (NB: For the period from April to July 2025, the Group has assumed a 10% tariff on all its imports into the United States)

² Sales from wholesalers to retailers

Contacts

Investor relations: Célia d'Everlange / investor-relations@remy-cointreau.com

Media relations: Mélissa Lévine / press@remy-cointreau.com

About Rémy Cointreau

All around the world, there are clients seeking exceptional experiences; clients for whom a wide range of terroirs means a variety of flavors. Their exacting standards are proportional to our expertise – the finely-honed skills that we pass down from generation to generation. The time these clients devote to drinking our products is a tribute to all those who have worked to develop them. It is for these men and women that Rémy Cointreau, a family-owned French Group, protects its terroirs, cultivates exceptional multi-centenary spirits and undertakes to preserve their eternal modernity. The Group's portfolio includes 14 singular brands, such as the Rémy Martin and LOUIS XIII cognacs, and Cointreau liqueur. Rémy Cointreau has a single ambition: becoming the world leader in exceptional spirits. To this end, it relies on the commitment and creativity of its 1,856 employees and on its distribution subsidiaries established in the Group's strategic markets. Rémy Cointreau is listed on Euronext Paris.