

Annual sales in line with target (+0.2% in organic basis¹)

Strong acceleration in Q4 (+8.9% in organic basis)

2025-26 COP organic confirmed

- **Cognac (+15.5% on an organic basis in Q4):**
 - Very strong sales growth in the APAC² region, driven by China, supported by a favorable base of comparison, positive calendar effects, and resilient performance during Chinese New Year
 - Modest decline in the Americas, reflecting a high base of comparison in the United States and a phasing effect in Canada; solid sequential improvements in volume depletions³ in the US
- **Liqueurs & Spirits (-0.1% on an organic basis in Q4):**
 - Good momentum in both the US and China
 - More mixed performances in the EMEA⁴ region, in a muted consumption environment
- **2025-26 organic COP target confirmed:** organic decline in the low double-digit to mid-teens range

Rémy Cointreau generated full-year sales of €935.3 million in 2025-26, up +0.2% on an organic basis, in line with its targets. On a reported basis, sales declined by -5.0%, reflecting a negative currency impact of -5.2% that was primarily due to trends in the dollar and the renminbi.

In 2025-26, the **Americas** saw organic growth of +7.2%, supported by a very favorable base of comparison and a marked sequential improvement in depletion variation, compared to last year. This improvement reflects the initial results of initiatives aimed at revitalizing Rémy Martin VSOP, as well as the resilience of the Liqueurs & Spirits division. Sales in the **APAC** region declined by -4.3% on an organic basis, notably impacted in China by challenging market conditions and first half disruptions in Travel Retail. However Rémy Martin demonstrated solid resilience and continued to gain market share. Lastly, the **EMEA** region reported a -3.1% organic decline, impacted by the Cognac division, where intense competitive pressures weighed on results against a backdrop of relatively subdued consumption.

Breakdown of sales by division

€m (April 2025-March 2026)	2025-26	2024-25	Change as reported	Organic change	
				vs. 2024-25	vs. 2019-20 ⁵
Cognac	573.6	611.8	-6.2%	-0.5%	-18.2%
Liqueurs & Spirits	346.1	352.6	-1.8%	+2.8%	+37.5%
Subtotal: Group Brands	919.7	964.3	-4.6%	+0.7%	-3.7%
Partner Brands	15.6	20.3	-22.9%	-22.4%	-41.6%
Total	935.3	984.6	-5.0%	+0.2%	-4.6%

¹ All references to "on an organic basis" in this press release refer to sales performance at constant exchange rates and scope of consolidation

² Asia-Pacific

³ Wholesaler shipments to retailers (year-on-year in %)

⁴ Europe, Middle East and Africa

⁵ At constant exchange rates (2024-25 rates)

Cognac

Cognac division sales rose by +15.5% on an organic basis in the fourth quarter.

This performance was primarily driven by strong sales growth in the **APAC region**, led by China. Despite a challenging environment, China benefited from a very favorable base of comparison, positive calendar effects, and resilient business during the Chinese New Year. At the same time, the rest of Asia continued to face tough market conditions amid ongoing economic headwinds. By contrast, sales in the **Americas** recorded a slight decline, reflecting the high base of comparison in the United States (which saw double-digit growth in Q4 2024-25) and an unfavorable phasing effect in Canada. Yet underlying trends remain encouraging: variations in volume depletions showed further sequential improvement compared to the previous quarter, reflecting the initial results of initiatives to revitalize Rémy Martin VSOP, as well as the strong performance of the high-end segment, particularly Rémy Martin XO. Lastly, the **EMEA region** recorded a second consecutive quarter of growth, supported by Europe and Travel Retail.

Liqueurs & Spirits

Liqueurs & Spirits division sales remained broadly stable in the fourth quarter, down -0.1% on an organic basis.

The **Americas** delivered further sales growth despite a high base of comparison, driven by strong performances from *Cointreau*, *The Botanist* and *Buichladdich*, all of which outperformed their respective categories, both over the full year and in the fourth quarter. In the **EMEA region**, sales declined, mainly due to an unfavorable phasing effect following a sharp rebound in shipments in the previous quarter. Finally, the **APAC region** recorded strong growth, driven by **China** and **Japan**, reflecting solid momentum for the *Buichladdich* and *Cointreau* brands.

Partner Brands

Sales of Partner Brands declined by -6.1% on an organic basis in the fourth quarter.

2025-26 full-year COP target confirmed

In light of sales performance in line with targets and continued sustained investment in China and the United States, Rémy Cointreau confirms its annual target for Current Operating Profit⁶ and expects an organic decline in the low double-digit to mid-teens range.

In addition, the Group anticipates a negative currency impact on Current Operating Profit of between -€25 million and -€30 million.

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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.

A conference call with investors and analysts will be held today by Deputy CEO & CFO Luca Marotta, from 9:00 am (Paris time). Related slides will also be available on the website (www.remy-cointreau.com) in the Finance section.

⁶ The COP forecast includes a net impact from additional customs duties of €25 million (of which €5 million in China and €20 million in the United States). These estimates are based on the following assumptions:

- An increase in the minimum import price in China as defined in the agreement signed with MOFCOM
- Customs duties on US imports set at 15% for the European Union and 10% for the United Kingdom and Barbados

Appendices

Q1 2025-26 sales (April-June 2025)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	131.3	-5.9	-	137.2	135.5	-3.1%	+1.3%
Liqueurs & Spirits	86.2	-2.7	-	88.9	75.8	+13.6%	+17.3%
Subtotal: Group Brands	217.5	-8.7	-	226.1	211.3	+2.9%	+7.0%
Partner Brands	3.3	-	-	3.3	5.7	-41.6%	-41.7%
Total	220.8	-8.7	-	229.5	217.0	+1.8%	+5.7%

Q2 2025-26 sales (July-September 2025)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	168.9	-9.3	-	178.2	206.0	-18.0%	-13.5%
Liqueurs & Spirits	96.6	-3.7	-	100.3	105.9	-8.8%	-5.3%
Subtotal: Group Brands	265.4	-13.0	-	278.5	311.9	-14.9%	-10.7%
Partner Brands	3.4	-	-	3.4	4.8	-29.2%	-28.7%
Total	268.8	-13.1	-	281.9	316.7	-15.1%	-11.0%

H1 2025-26 sales (April-September 2025)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	300.2	-15.2	-	315.4	341.5	-12.1%	-7.6%
Liqueurs & Spirits	182.7	-6.5	-	189.2	181.7	+0.5%	+4.1%
Subtotal: Group Brands	482.9	-21.7	-	504.6	523.2	-7.7%	-3.6%
Partner Brands	6.7	-	-	6.7	10.5	-35.9%	-35.7%
Total	489.6	-21.7	-	511.4	533.7	-8.3%	-4.2%

Q3 2025-26 sales (October-December 2025)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	150.2	-10.4	-	160.6	155.7	-3.5%	+3.2%
Liqueurs & Spirits	90.3	-4.8	-	95.1	92.5	-2.4%	+2.8%
Subtotal: Group Brands	240.6	-15.2	-	255.8	248.2	-3.1%	+3.0%
Partner Brands	5.2	-0.1	-	5.3	5.8	-10.3%	-9.3%
Total	245.8	-15.3	-	261.1	254.1	-3.3%	+2.8%

9M 2025-26 sales (April-December 2025)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	450.4	-25.6	-	476.0	497.2	-9.4%	-4.3%
Liqueurs & Spirits	273.0	-11.3	-	284.3	274.2	-0.4%	+3.7%
Subtotal: Group Brands	723.5	-36.9	-	760.4	771.4	-6.2%	-1.4%
Partner Brands	12.0	-0.1	-	12.0	16.3	-26.8%	-26.3%
Total	735.4	-37.0	-	772.4	787.8	-6.6%	-1.9%

Q4 2025-26 sales (January 2025-March 2026)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	123.2	-9.2	-	132.4	114.6	+7.5%	+15.5%
Liqueurs & Spirits	73.0	-5.1	-	78.2	78.3	-6.7%	-0.1%
Subtotal: Group Brands	196.2	-14.4	-	210.6	192.9	+1.7%	+9.2%
Partner Brands	3.7	-	-	3.7	3.9	-6.8%	-6.1%
Total	199.9	-14.4	-	214.3	196.8	+1.6%	+8.9%

H2 2025-26 sales (October 2025-March 2026)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	273.4	-19.6	-	293.0	270.3	+1.1%	+8.4%
Liqueurs & Spirits	163.4	-10.0	-	173.3	170.8	-4.4%	+1.5%
Subtotal: Group Brands	436.8	-29.6	-	466.3	441.1	-1.0%	+5.7%
Partner Brands	8.9	-0.1	-	9.0	9.8	-8.9%	-8.0%
Total	445.7	-29.7	-	475.3	450.9	-1.2%	+5.4%

FY 2025-26 sales (April 2025-March 2026)

€m	Reported 25-26 A	Forex 25-26	Scope 25-26	Organic 25-26 B	Reported 24-25 C	Reported change A/C-1	Organic Change B/C-1
Cognac	573.6	-34.8	-	608.4	611.8	-6.2%	-0.5%
Liqueurs & Spirits	346.1	-16.4	-	362.5	352.6	-1.8%	+2.8%
Subtotal: Group Brands	919.7	-51.3	-	971.0	964.3	-4.6%	+0.7%
Partner Brands	15.6	-0.1	-	15.7	20.3	-22.9%	-22.4%
Total	935.3	-51.4	-	986.7	984.6	-5.0%	+0.2%

Definitions of alternative performance indicators

Rémy Cointreau's management process is based on the following alternative performance indicators, selected for planning and reporting purposes. The Group's management considers that these indicators provide users of the financial statements with useful additional information to help them understand its performance. These indicators should be considered as supplementing those including in the consolidated financial statements and resulting movements.

Organic sales growth:

Organic growth excludes the impact of exchange rate fluctuations, acquisitions and disposals.

The impact of exchange rate fluctuations is calculated by converting sales for the current financial year using average exchange rates from the prior financial year.

For current-year acquisitions, sales of acquired entities are not included in organic growth calculations. For prior-year acquisitions, sales of acquired entities are included in the previous financial year but are only included in current-year organic growth with effect from the actual date of acquisition.

For significant disposals, data is post-application of IFRS 5 (which reclassifies entities disposed of under "Net earnings from discontinued operations" for the current and prior financial year). It thus focuses on Group performance common to both financial years, over which local management has more direct influence.