



RÉMY COINTREAU

Des terroirs, des hommes et du temps

A close-up photograph of a person's hand using a piece of white chalk to write the number '560' on a dark, weathered wooden barrel. The barrel has other numbers written on it, including '15593' and '59'. The background is dark and out of focus, showing more barrels in a cellar.

Cognac Market Trends

Cognac shipments 1990-2019 (in volume)



In m of 9L cases

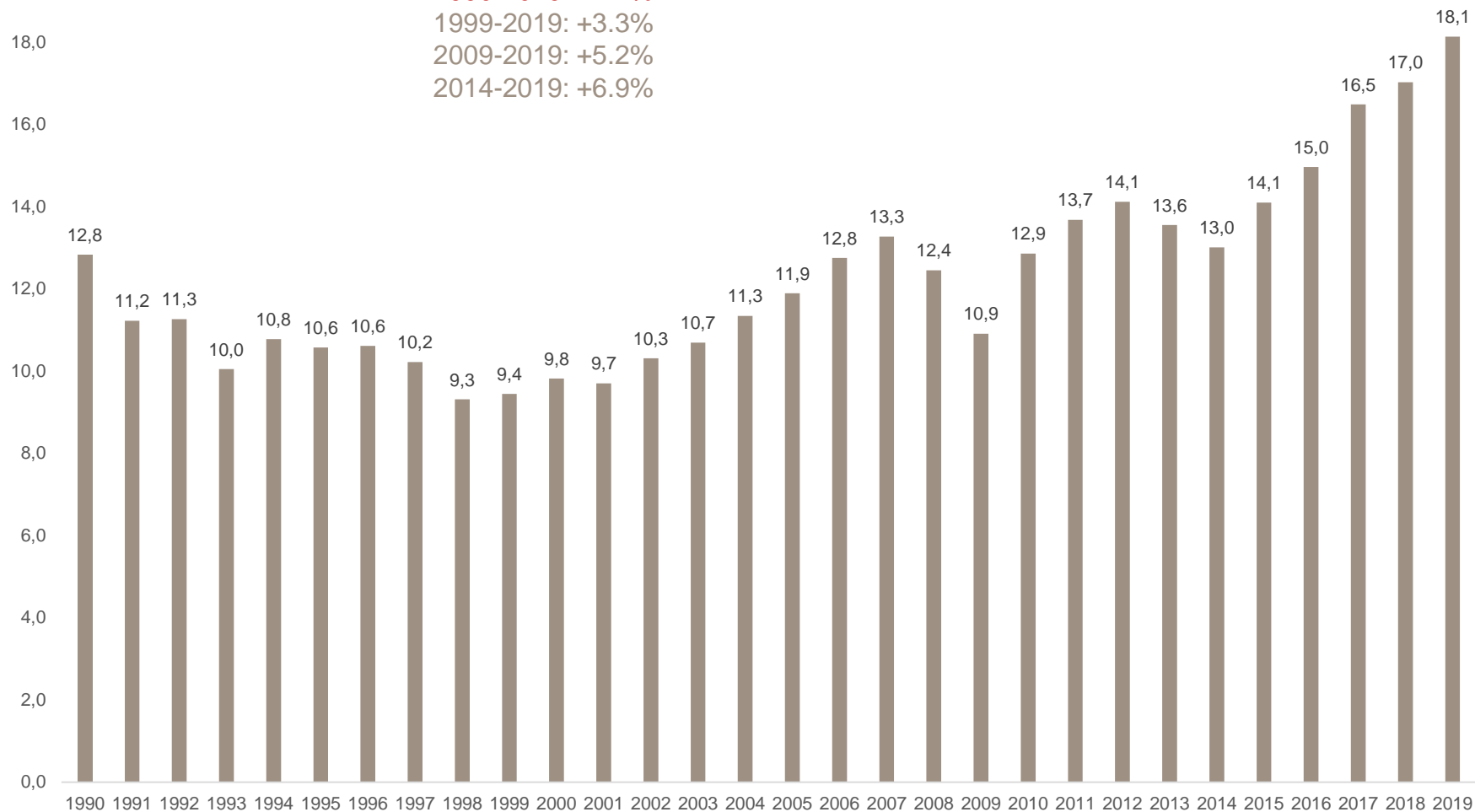
CAGR:

1990-2019: +1.2%

1999-2019: +3.3%

2009-2019: +5.2%

2014-2019: +6.9%



Cognac shipments 1990-2019 (in value)

4,00 In billion euros

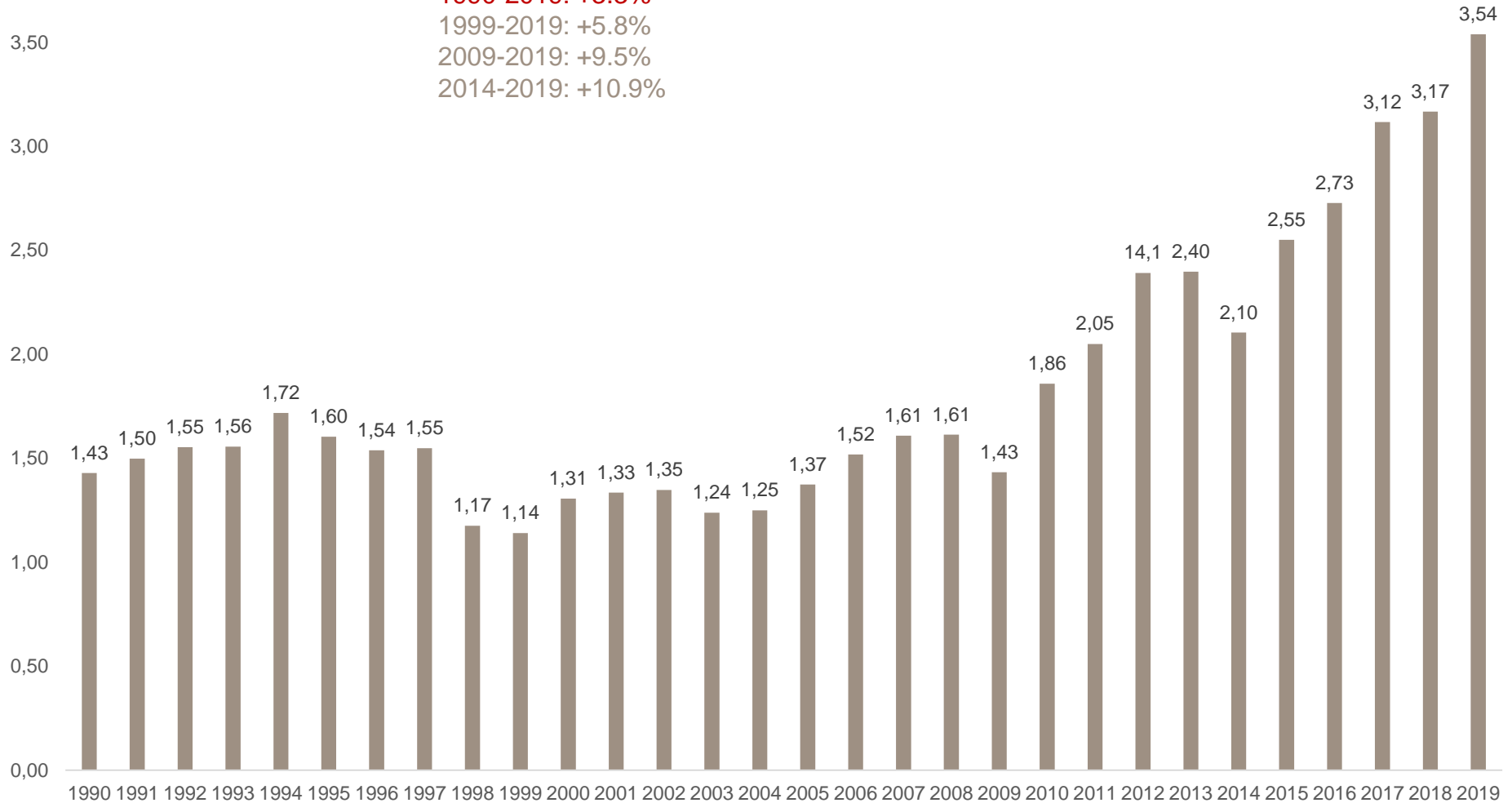
CAGR:

1990-2019: +3.3%

1999-2019: +5.8%

2009-2019: +9.5%

2014-2019: +10.9%

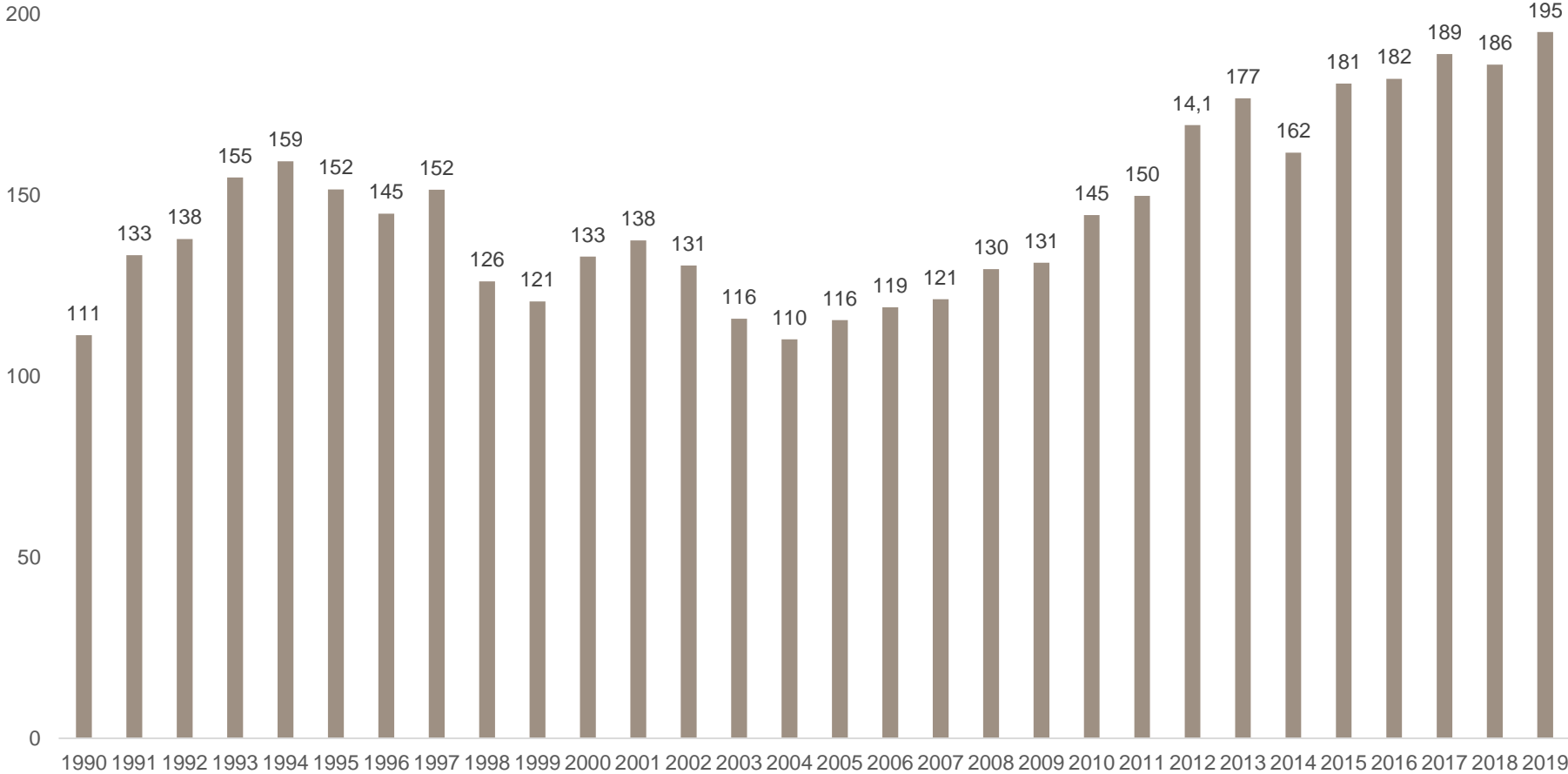


Cognac value per case



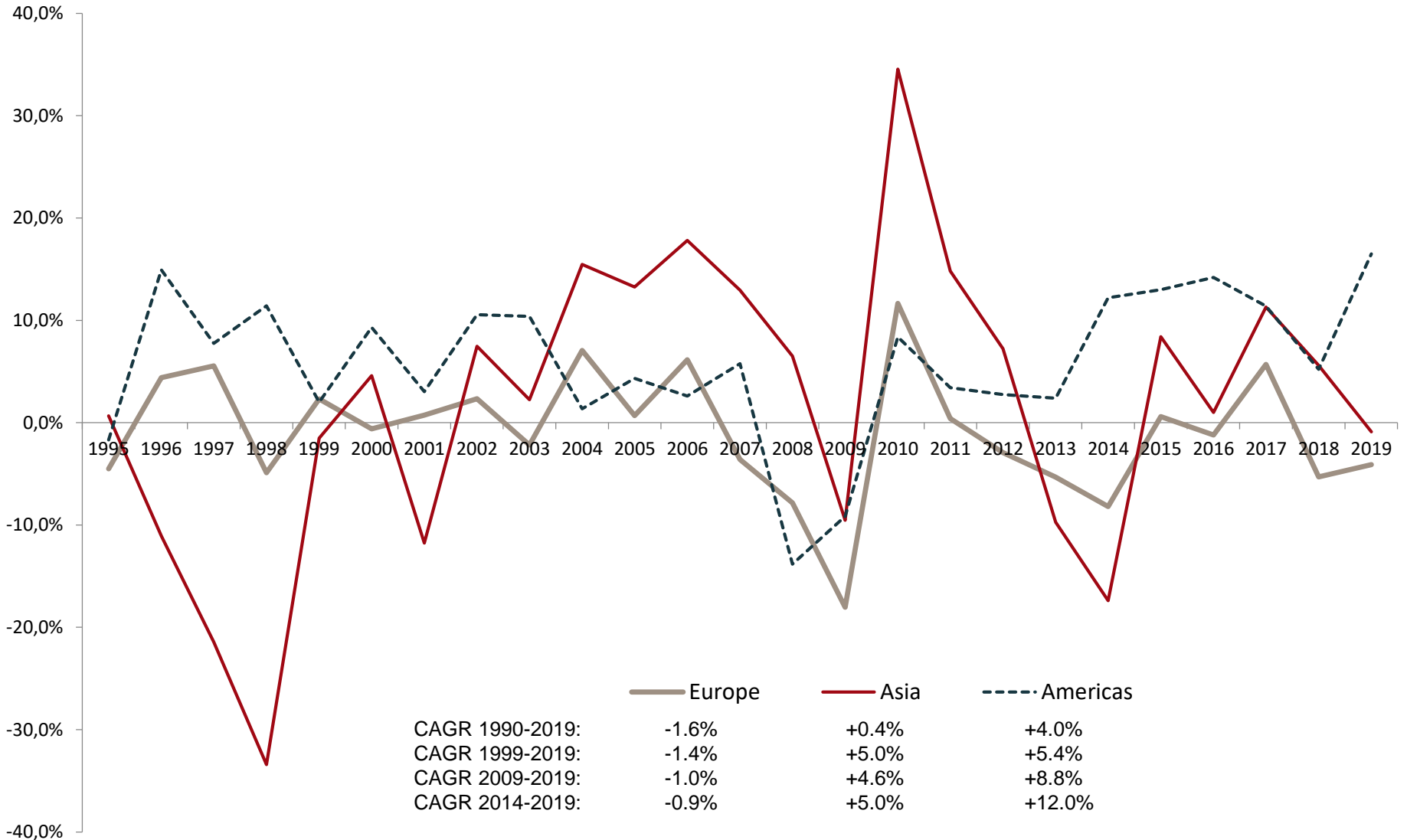
250 In euro per case

Value per case evolution:
1990-2019: +2.0%
1999-2019: +2.4%
2009-2019: +4.0%
2014-2019: +3.8%

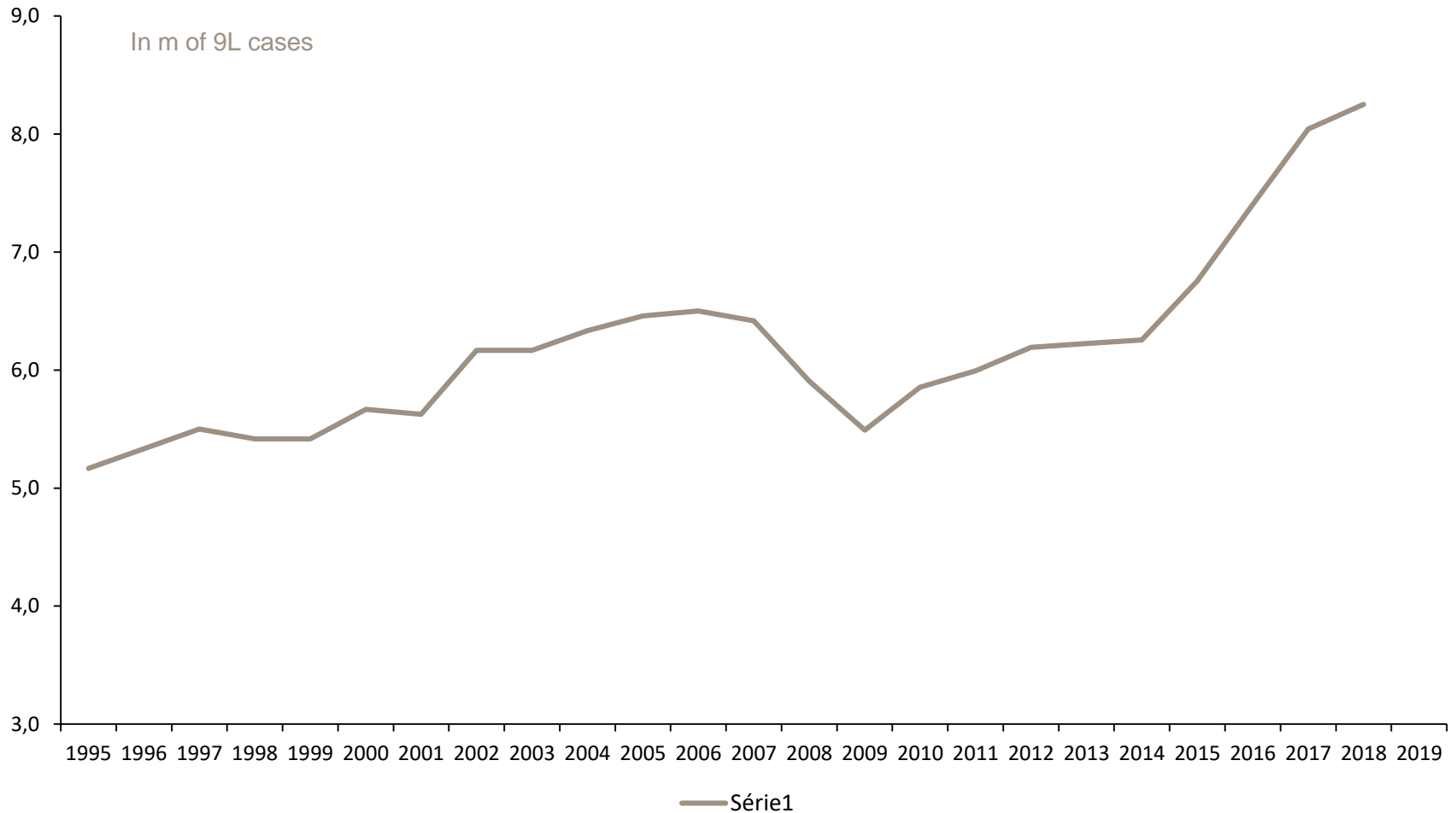


- Source: BNIC, Rémy Cointreau

Yearly sales growth by region



Volume trend by quality

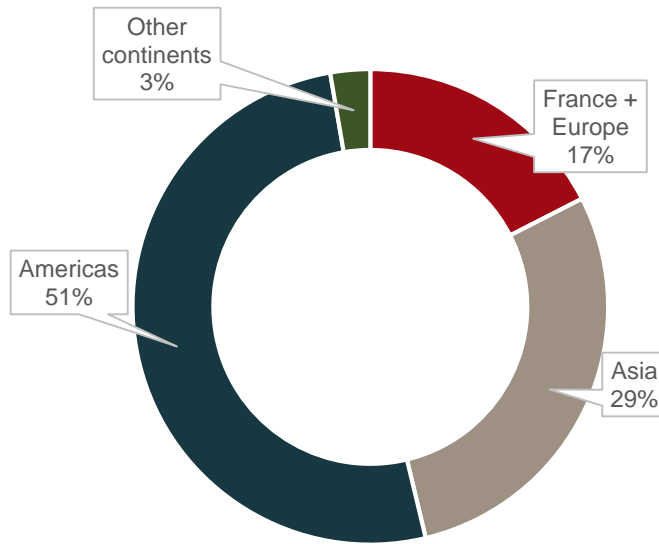


CAGR 1995-2018:	+2.1%	+2.1%
CAGR 2000-2018:	+2.1%	+4.2%
CAGR 2008-2018:	+3.4%	+3.0%
CAGR 2013-2018:	+5.8%	+3.7%

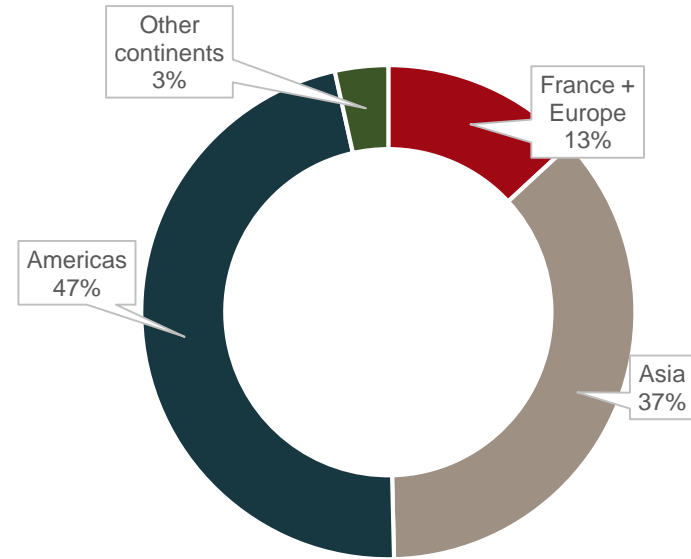
Cognac volume and value split by region (2018)



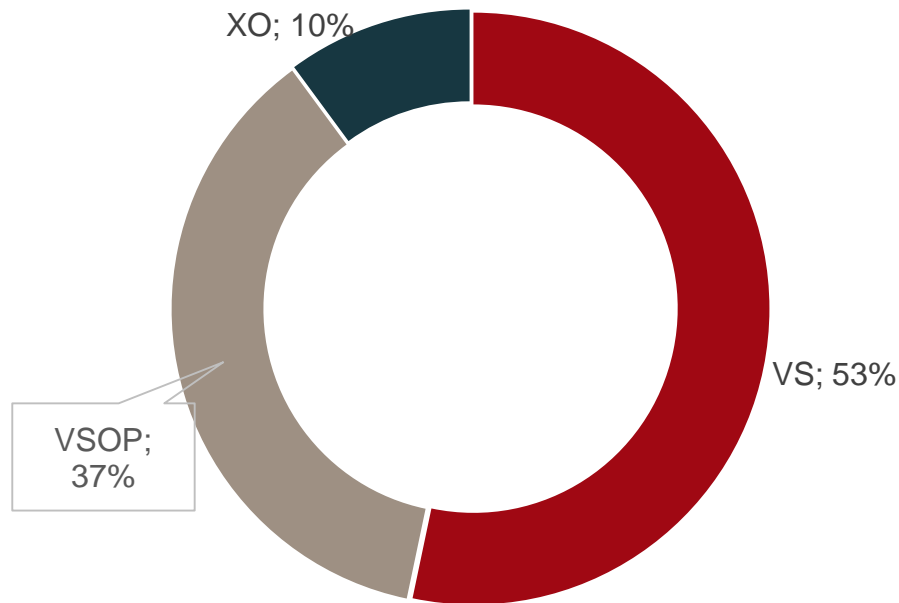
Volume



Values

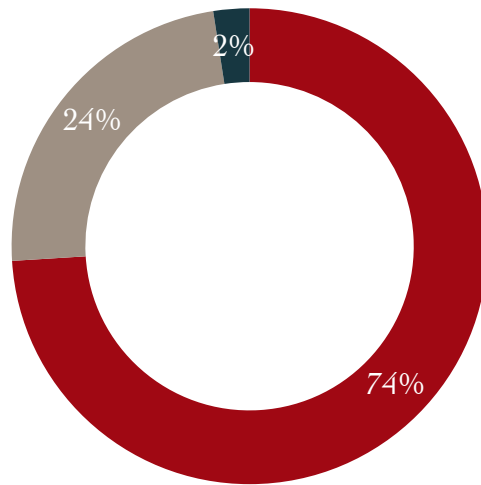


Cognac split by quality (in volume)



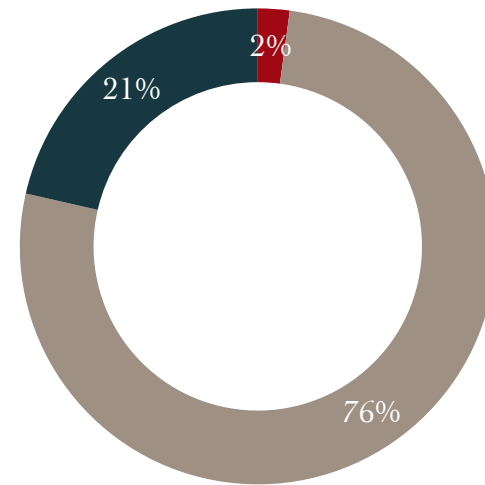
Cognac split by quality in US and China

US



- VS
- VSOP
- XO

China



- VS
- VSOP
- XO