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Remy Cointreau raises its full-year margin outlook

First-half current operating profit rose 16.6% to 126.7 million euros, with organic growth at 7.8% and cognac price mix down 5.7%

Wednesday, November 25, 2026



French spirits maker Remy Cointreau reported stronger operating profitability for the first half of its 2026-27 fiscal year on Wednesday, November 25, while net profit fell and pricing remained under pressure in part of its business.

The group said current operating profit for the six months from April through September rose to 126.7 million euros from 108.7 million euros a year earlier, an increase of 16.6% on a reported basis. Its current operating margin improved to 24.8% from 22.2%, a gain of 2.6 percentage points.

Net profit attributable to shareholders moved in the opposite direction. It fell to 57.0 million euros from 63.1 million euros, a decline of 9.8%.

Half-year sales, which the company had already disclosed in October, totaled 510.9 million euros, up from 489.6 million euros in the same period a year earlier. That represented reported growth of 4.4%.

The results point to a recovery in operating profitability for the French group, which sells cognac, liqueurs and other spirits internationally through 14 brands. Remy Cointreau posted 935.3 million euros in sales in fiscal 2025-26.

The company also raised its full-year outlook for improvement in current operating margin, signaling greater confidence in profitability for the rest of the fiscal year. It did not, in the information released Wednesday, provide a figure in the material summarized here for the revised target.

The operating improvement was not as strong on an underlying basis as the reported number suggested. Remy Cointreau said current operating profit grew 7.8% organically, compared with the reported 16.6% increase, reflecting a favorable currency effect. Part of the improvement also came from a temporary reduction in commercial spending, an important point for investors watching whether the gain can be sustained.

By category, cognac was the main driver of revenue growth. Organic sales in cognac rose 10.3% in the first half. That increase came from a 16% rise in volume, while price and mix had a negative 5.7% effect. The figures suggest that shipments recovered, but that the company sold a less favorable mix or faced pricing pressure.

Liqueurs and other spirits moved lower. Organic sales in that division fell 7%, with volume down 5.6% and price and mix down 1.4%. That shows weaker demand and no offset from pricing in that part of the portfolio.

The combination of higher cognac volumes and a weaker price and mix effect is significant for Remy Cointreau because the group has been closely watched for signs of how demand is evolving in premium spirits after a period of softer market conditions. Wednesday’s figures showed that sales growth returned in the core cognac business, but the quality of that growth was more mixed than the volume figure alone would indicate.

The gap between operating profit and net profit also stands out. Even with stronger current operating income and a higher margin, the bottom line did not follow. Remy Cointreau’s statement, based on the figures provided Wednesday, showed the decline in net profit but the summary information available did not detail the full set of factors below the operating line that caused that drop.

For investors, the update offered two signals at once. On one side, profitability at the operating level improved, helped by currency and tighter spending, and management felt confident enough to raise its annual margin outlook. On the other, underlying profit growth was slower than the headline figure, net profit fell, and the pricing picture remained weak in cognac and negative in liqueurs and other spirits.

The results cover the first half of Remy Cointreau’s 2026-27 fiscal year, from April through September 2026, and were released by the company on Wednesday.