RÉMY COINTREAU

12 June 2012

CONSOLIDATED PRELIMINARY RESULTS FOR THE YEAR ENDED 31 MARCH 2012

Very strong annual performance

Current operating profit: up 24.4%
Current operating margin: 20.2%

Rémy Cointreau's turnover for the year ended 31 March 2012 increased by 13% to €1,026.1 million. Current operating profit rose by 24.4% to €207.7 million, an outstanding performance as it was achieved on the back of the previous year, which had already shown strong growth. The current operating margin, which included a further increase in marketing investment, was 20.2%.

This performance reflects the Group's buoyant business activities worldwide. All regions reported growth, with double-digit growth in Asia-Pacific and the US. Europe was driven by Western Europe and Russia.

Net profit, excluding non-recurring items, was €123.9 million, an increase of 15.3% compared with the previous year.

The Group's net debt is at an all-time low of €188.6 million (€328.9 million in 2010). The net debt/EBITDA ratio was 0.67.

The 2011/12 financial year was marked by:
- a double-digit increase in current operating profit,
- an excellent performance by Rémy Martin, whose sales growth went hand-in-hand with strong profitability,
- continued rapid growth in Asia,
- the disposal of the Champagne division, and
- a sound financial position.

Key Figures

	At 31 March	At 31 March	% Change	
(€ millions)	2012	2011	Published	Organic*
Turnover	1,026.1	907.8	13.0	15.6
Current operating profit	**207.7**	**167.0**	**24.4**	**20.2**
as % of turnover	*20.2%*	*18.4%*	-	*19.1%*
Other operating income and expenses	(3.0)	(46.5)**	-	-
Operating profit	204.7	120.5	-	-
Net profit exc. non-recurring items	**123.9**	**107.5**	**15.3**	-
Group share of net profit	**110.8**	**70.5**	**57.2**	-

**at constant exchange rates*
***inc. a €45 million impairment of the Metaxa brand*

Divisional Analysis of Current Operating Profit

(€ millions)	At 31 March 2012	At 31 March 2011	% Published Change	% Organic Change
Rémy Martin	173.0	140.5	23.1	21.6
Liqueurs & Spirits	52.6	42.6	23.5	13.6
Total Group brands	**225.6**	**183.1**	**23.2**	19.8
Partner brands	4.2	2.1	100.0	66.7
Holding company costs	(22.1)	(18.2)	N/A	N/A
Current operating profit	**207.7**	**167.0**	**24.4**	**20.2**

Rémy Martin – Once again this year, the brand reported a remarkable performance: a 21.9% increase in turnover to €592.5 million and a 23.1% rise in current operating profit to €173.0 million, under the combined effect of price increases and the continued move of cognacs upmarket, particularly in Asia. The US, Travel Retail and Russia also participated in this substantial growth. There was a further improvement in the operating margin to 29.2% (28.9% in the previous year), despite another increase in marketing investment this year.

Liqueurs & Spirits – Overall turnover in this division was €215.8 million, an increase of 3.8% compared with the previous year. This performance was all the more remarkable in light of the fact that Europe, where economies have experienced mixed fortunes, is the activity's primary market. Cointreau and Mount Gay Rum both reported growth in their key markets. Metaxa enjoyed renewed growth following two years of decline, on the back of weak comparatives marked by the Greek crisis. Current operating profit grew by 23.5% to €52.6 million. The operating margin also rose to 24.4%, with on-going strong marketing investment to support key brands.

Partner brands – Turnover was €217.8 million, an increase of 1.9%, with an operating profit of €4.2 million. This division, which now includes the distribution of Piper-Heidsieck and Charles Heidsieck* champagnes, is driven by positive business activity, primarily in the US and in Travel Retail.

**On 8 July 2011, Rémy Cointreau transferred its champagne division to the EPI Group for an enterprise value of €412 million. Rémy Cointreau and EPI have concluded a global distribution agreement for the Piper-Heidsieck, Charles Heidsieck and Piper Sonoma brands.*

Consolidated Results

Turnover was €1,026.1 million, an increase of 13% (15.6% organic).

Current operating profit rose by 24.4% to €207.7 million (up 20.2% organically), with an increase in the operating margin to 20.2% compared with the previous year. This performance was achieved thanks to a significant improvement in gross profit, accompanied by increased advertising and marketing investment to support the brands.

Operating profit was €204.7 million after taking into account a €3.8 million impairment charge on two secondary brands. In 2010, the Metaxa brand was subject to a €45 million impairment charge (€33 million after tax).

Net financial expenses amounted to €35.3 million, an increase of €5.6 million which included a €7 million reduction in the cost of financial debt thanks to a significant reduction in Group debt and a €7 million negative movement in interest rate hedging instruments.

The income tax charge of €47.3 million reflected an effective tax rate of 27.9%. The share in the loss of associates was €0.4 million, originating primarily from Dynasty, a Group joint-venture established in 1980 and a major player in the Chinese wine market.

The Group's share of net profit, excluding non-recurring items, was €123.9 million, an increase of 15.3% compared with the previous year.

The Group's share of net profit increased by €40.3 million to €110.8 million.

Net financial debt was €188.6 million, a significant reduction of 43% compared with €328.9 million at 31 March 2011. This improvement was primarily due to the disposal of the Champagne division. The net debt to EBITDA ratio was 0.67.

Shareholders' equity was €976 million with a stronger balance sheet.

In December 2011, a share buyback programme was implemented. At 31 March 2012, 1,421,003 Rémy Cointreau shares had been purchased by the Group at a cost of €95.6 million. This programme was terminated on 23 May 2012.

During the 2011/12 financial year, the Euro/US Dollar rate improved slightly compared with the previous year, from USD 1.37/€1 to USD 1.34.

An ordinary cash dividend of €1.30 as well as a special dividend of €1 will be put to a shareholders' vote at the Annual General Meeting to be held on 26 July 2012, with an option of a full payment in cash or in shares.

Outlook

The momentum recorded throughout the 2011/12 financial year, despite an uncertain economic and monetary environment in Europe, demonstrates that Rémy Cointreau is in a good position to continue to grow its brands. The Group will therefore remain true to its value strategy whilst considering potential growth opportunities.

Rémy Cointreau focuses on creating value with its brands and continues to rely on a policy of constant product innovation, whilst strengthening the efficiency of its distribution network. Thanks to this strategy, Rémy Cointreau will continue to generate steady and profitable growth.

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