



RÉMY COINTREAU

Interim Results

Six months ended 30 September 2011

London
30 November 2011

Jean-Marie Laborde

Chief Executive Officer

Rémy Cointreau: A strategy to create value

- An aggressive strategy of moving our brands upmarket
- An ambitious pricing policy, consistent with our brands/markets
- Long-term view

**In an uncertain economic and monetary environment,
Rémy Cointreau accelerates its growth:**

- A strengthened and expanded network to obtain a better breakdown of sales between regions
- Effectively sustain our development through targeted investment behind our upmarket brands

Sustained sales growth

Growth in profitability in H1

		% Change		
		Organic	Published	
■	Turnover	€474.9m	+18.1%	+10.9%
	➤ of which own brands:	€380.4m	+20.6%	+12.9%
■	Current operating profit	€106.2m	+30.7%	+27.3%
■	Current operating margin	22.4%		
■	Net profit	€47.5m		
■	<i>Net financial debt</i>	€114.0m		
■	<i>Net debt/EBITDA ratio</i>	1.06		

Review of Activities

Six Months Highlights

- Sustained sales growth: +18%
- Growth in all regions
- An efficient network focused on the on-trade
- A resolutely upmarket positioning
- An improvement in operating profit of +3 percentage points
- A sound financial position

Six Months Highlights

Brands

- Remarkable dynamism of Rémy Martin
- Good growth for Cointreau in the US and in Europe

Markets

- Strong performances in Asia
- Recovery in the US and in Europe
- Sales dynamic in Russia
- Significant growth in *Travel Retail*

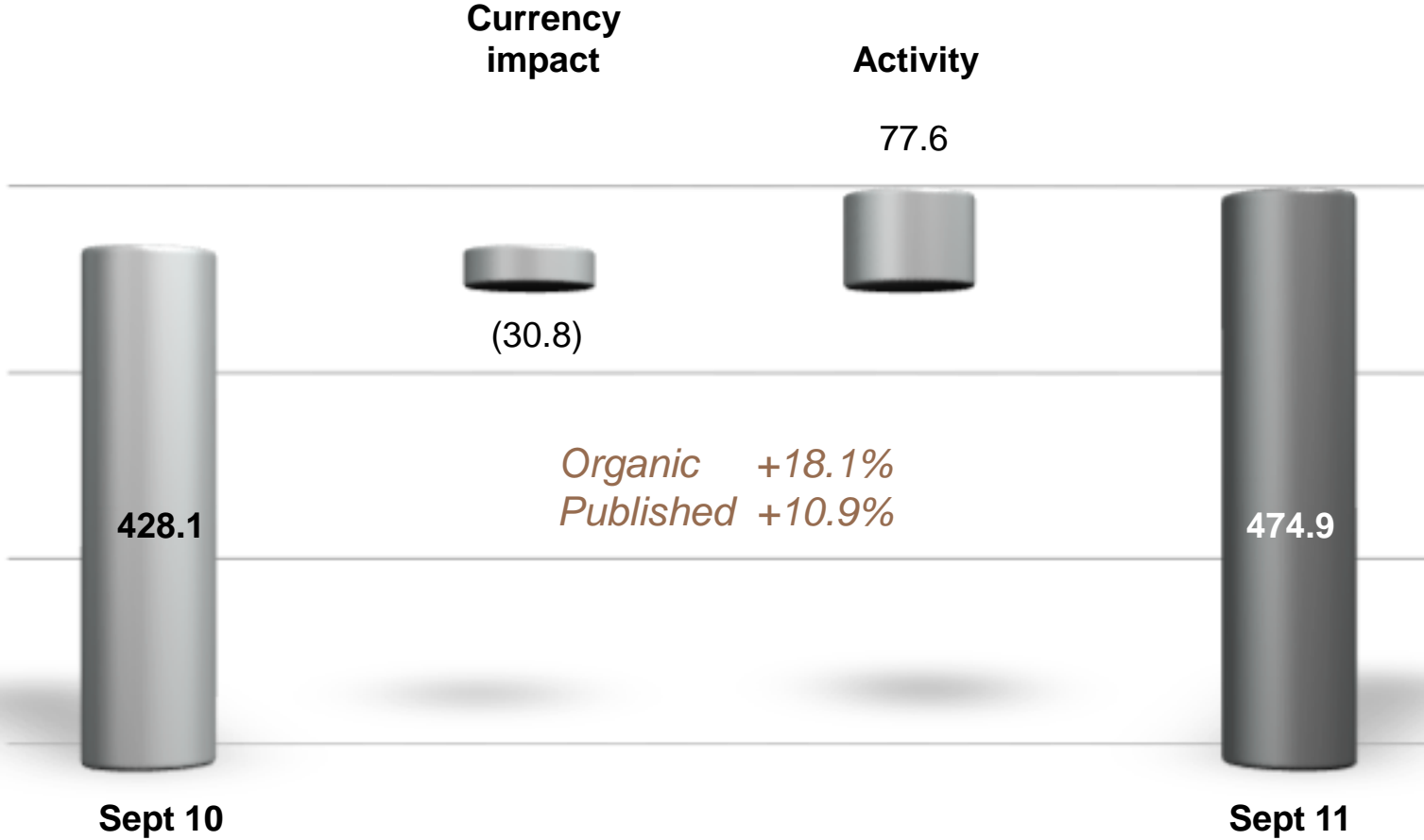
Breakdown of Turnover by Activity

	% Change	
	Organic	Published
H1		
Rémy Martin	+26.5	+17.0
Liqueurs & Spirits	+ 6.5	+ 3.3
Sub-total – Group brands	+20.6	+12.9
Partner Brands*	+ 9.1	+ 3.5
Total	+18.1	+10.9

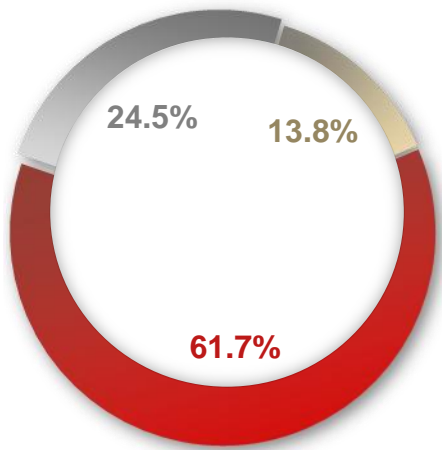
**after the reclassification of Champagne into Partner Brands*

Group Turnover

€m

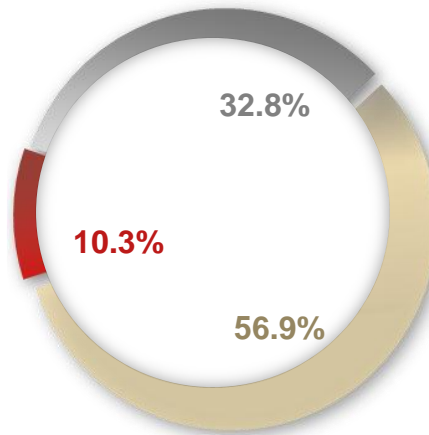


Breakdown of Turnover (by activity and geographic area)



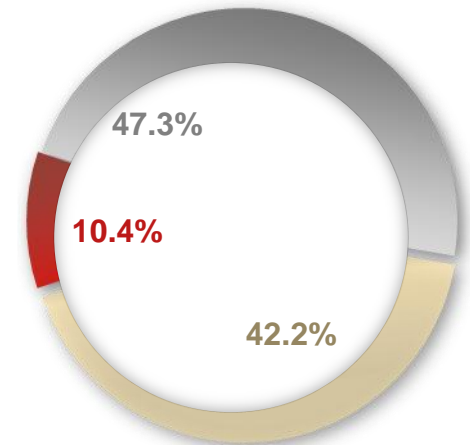
Rémy Martin

58.4%



Liqueurs & Spirits

21.7%



Partner brands

19.9%

Americas
30.8%

Asia & Others
40.4%

Europe
28.8%

Growth in Group Current Operating Profit

€m

Currency
impact

Volume

Price/
Mix

A&P

Others

+40.6

+18.0

(17.2)

(15.8)

(2.9)

83.5

Organic +30.7%
Published +27.3%

106.2

Sept 10

Operating
margin 19.5%

Sept 11

22.4%
(org. 21.6%)

Net Interim Results

Net profit excluding non-recurring items (€m)

+21.5%

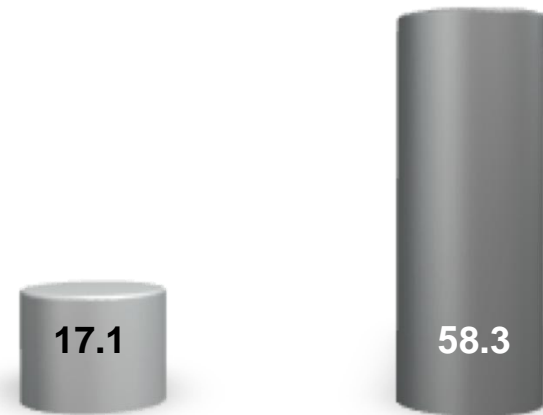


Sept 10

Sept 11

Net profit from continuing activities (€m)

X 3.4



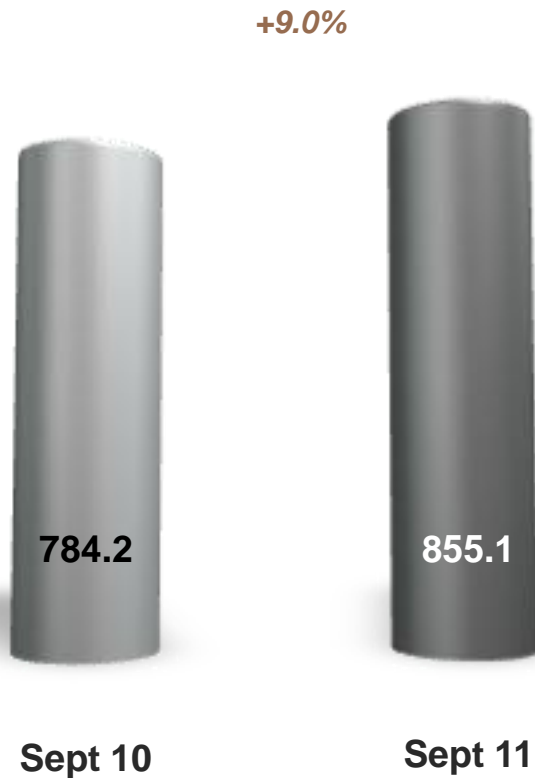
Sept 10

Sept 11

Rémy Martin

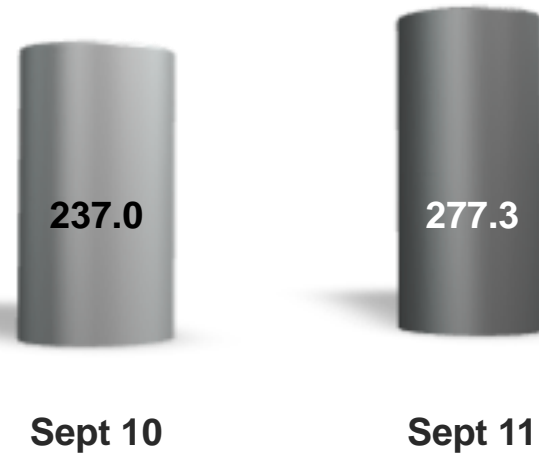
Growth led by QSS

Volume sales ('000 cases)



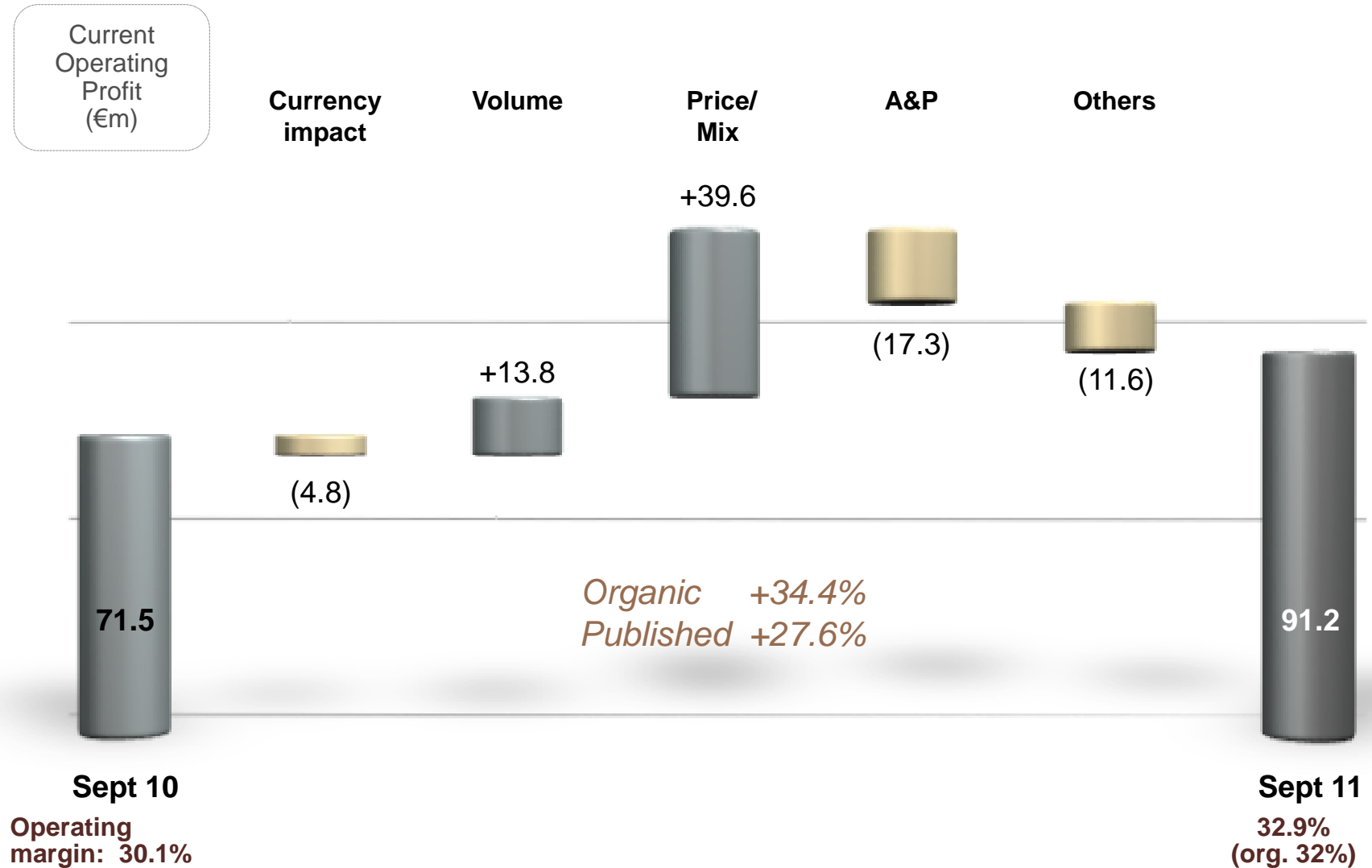
Turnover (€m)

Organic +26.5%
Published +17.0%



Rémy Martin

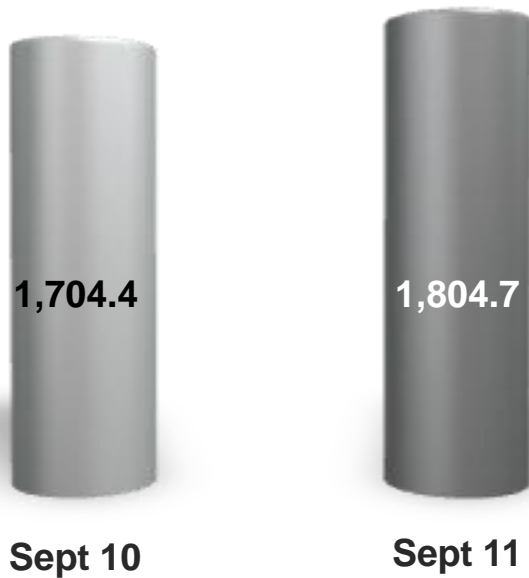
Continued increase in profitability



Liqueurs & Spirits

Volume sales ('000 cases)

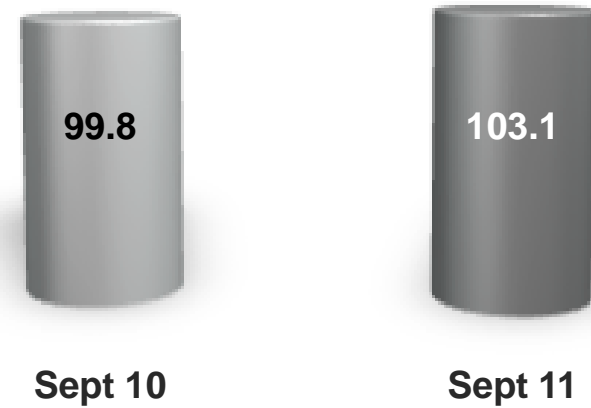
+5.9%



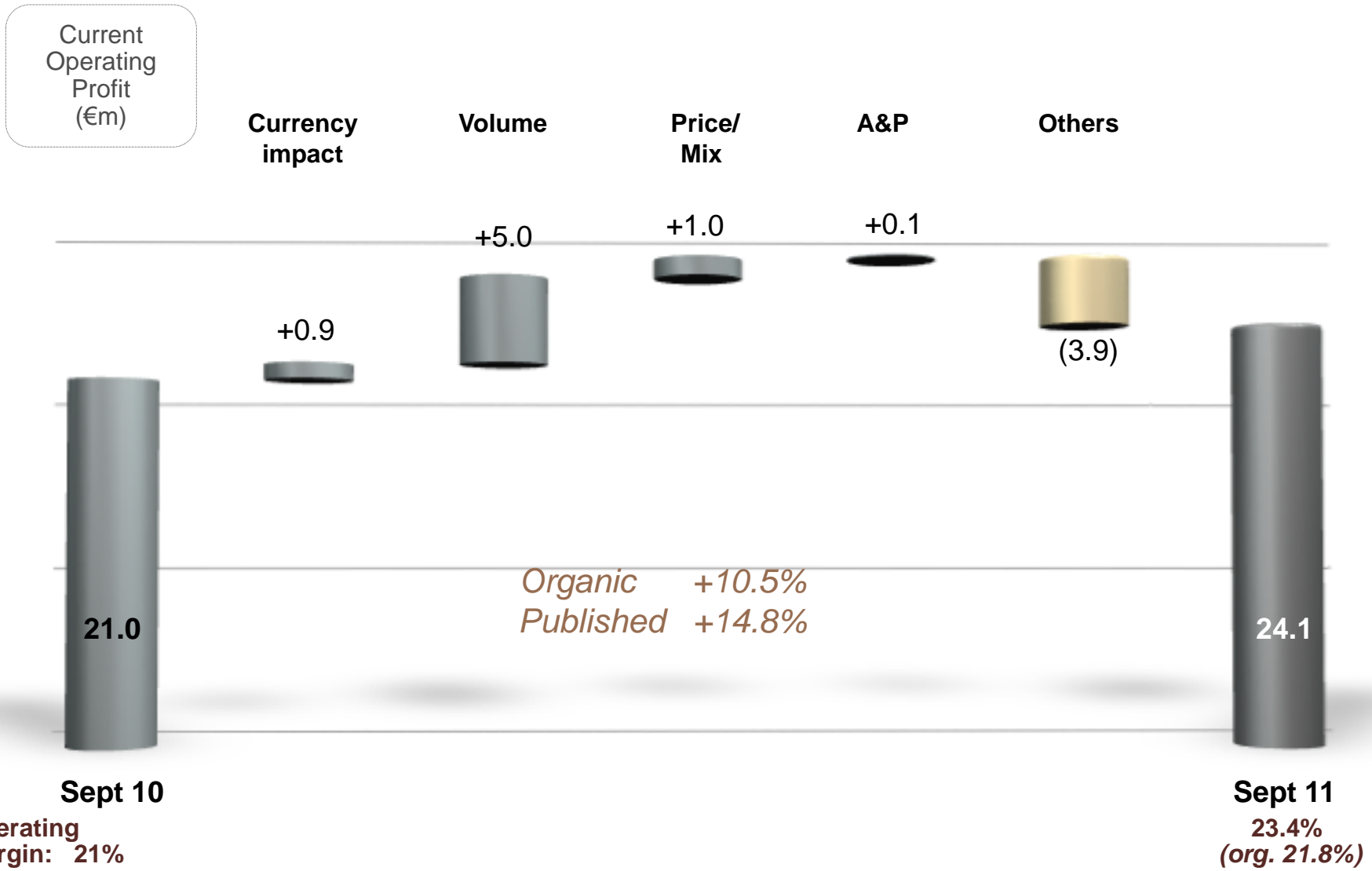
Turnover (€m)

Organic +6.5%

Published +3.3%



Liqueurs & Spirits



Partner Brands*

Turnover (€m)

Organic +9.1%

Published +3.5%



Sept 10

Sept 11

Current operating profit (€m)

0.5

1.5

Sept 10

Sept 11

**after reclassification of Champagne into Partner Brands*

Consolidated Interim Results

Frédéric Pflanz

Chief Financial Officer

Analysis of Current Operating Profit

<i>(€m)</i>	2011	2010
Turnover	474.9	428.1
Gross profit	295.7	248.1
<i>In %</i>	62.3%	57.9%
Sales & marketing expenses	(153.2)	(135.2)
Administrative expenses	(37.5)	(34.5)
Other income & expenses	1.2	5.1
Current operating profit	106.2	83.5
Operating margin	22.4%	19.5%

Interim Net Profit

(€m)	2011	2010
Current operating profit	106.2	83.5
Other operating income/(expenses)	(3.7)	(45.5)
of which <i>provision for impairment of brands</i>	(3.8)	(45.0)
Operating profit	102.5	38.0
Financial charges	(23.2)	(16.8)
Profit before tax	79.3	21.2
Income tax	(21.6)	(6.2)
Share in profit of associates	0.6	2.1
Net profit from continuing operations	58.3	17.1
Net profit from discontinued operations	(10.8)	(3.0)
Net profit	47.5	14.1

Financial Expenses

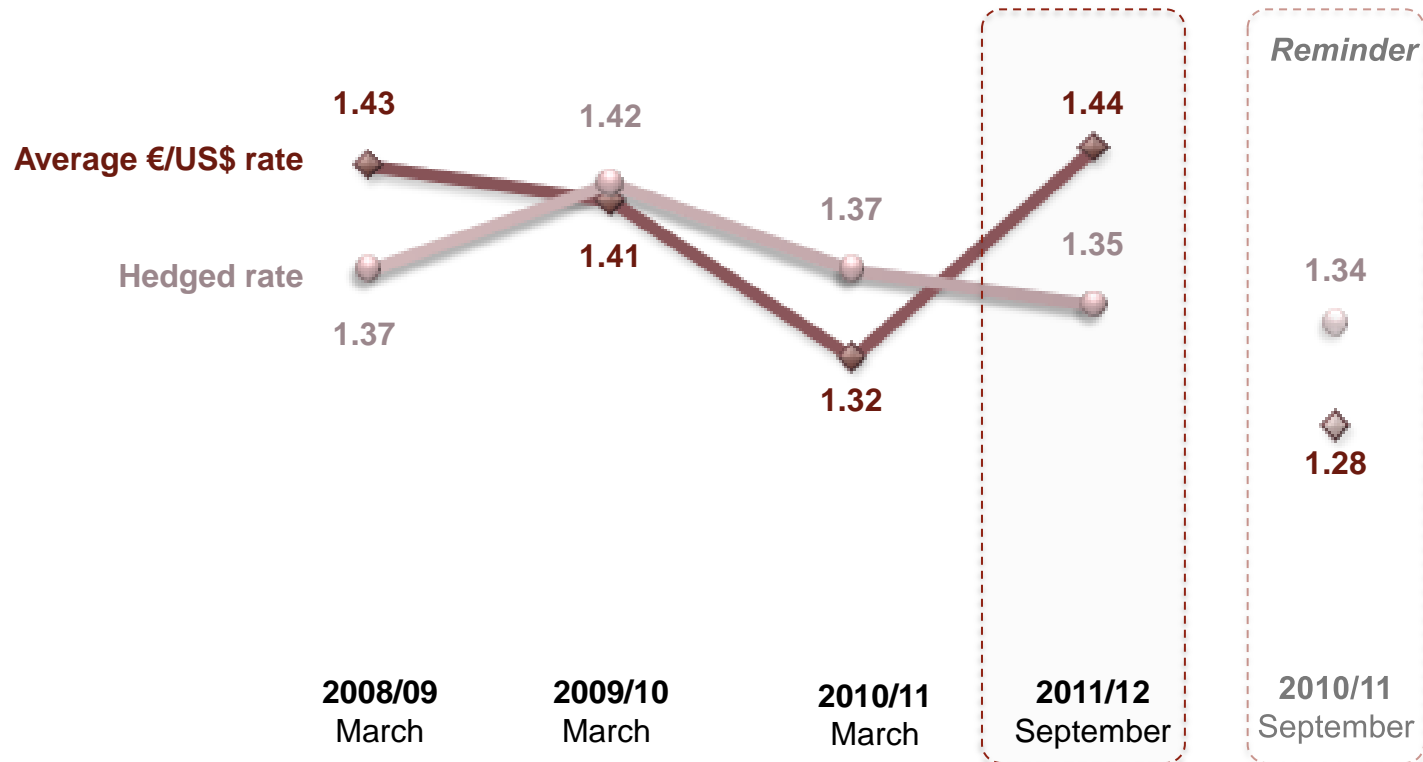
<i>(€m)</i>	2011	2010
Gross borrowing costs	(10.4)	(13.4)
Income from investments	0.8	-
Early repayment charges	-	(3.7)
Average net borrowings	321.0	607.9
Average interest rate	5.98%	4.1%
Change in value of the portfolio of interest rate and foreign exchange hedges	(13.7)	-
Other financial income and expenses	0.1	0.3
Net financial expenses	(23.2)	(16.8)

Financial Debt and Cash Flow

(M€)	2011	2010
Net debt (end of period)	(114.0)	(484.7)
Net cash flow from/(used in) operating activities – continuing operations	(29.3)	55.4
Net cash flow used in investment activities – continuing operations	(6.1)	(18.7)
Impact of discontinued operations	70.7	(14.6)
Cash flow before financing activities	35.3	22.1

Net Debt/EBITDA ratio = 1.06
(2.19 at end March 2011 and 2.78 at end Sept. 2010)

Impact of Hedging



Balance Sheet at 30 September

	<i>Assets</i>		<i>Equity & Liabilities</i>	
	2011	2010	2011	2010
Non-current assets	774.8	960.0	Shareholders' equity	1,006.4
Current assets	1,253.2	1,309.2	Current and non-current liabilities	670.4
<i>of which inventories</i>	746.9	928.4	Gross financial debt	351.2
<i>of which trade receivables</i>	254.0	261.4		589.0
Cash and cash equivalents	237.2	104.3		
Total Assets	2,028.0	2,269.2		
			2,028.0	2,269.2

Highlights of H1 2011

On 8 July, Rémy Cointreau and EPI closed the sale of the Champagne division

Rémy Cointreau continues as sole distributor worldwide for these champagne brands



- Strengthened financial position in the short-term, and long-term financing totalling €345 million maintained
- Increased advertising investment in premium brands

Outlook for 2011/12

Renewed confidence in our activities, despite:

- low visibility on a recovery in developed markets
- an uncertain and highly volatile monetary environment
- Continued aggressive strategy of moving upmarket
- Accelerated growth in markets with high potential
- Maintain strict cost control

**Rémy Cointreau ensures the necessary resources are in place
to substantially increase earnings**