RÉMY COINTREAU

Interim Results

Six Months to 30 September 2005

8 December 2005

Dominique Hériard Dubreuil

Good Results

Good results, in line with our objective to deliver a significant improvement in profitability

Good Results

- Organic growth in turnover: + 4%
- Operating profit on ordinary activities: + 19.6% (organic)
- Net profit up by €42.9m (multiplied by 2.3)
- Earnings per share: €0.95 (€0.42 at September 2004)
- Reduction in debt
  - Down 6.3% vs March 2005
  - Down 13.7% vs September 2004

Highlights of H1

- Management of the brand portfolio towards a more upmarket mix
- Price increases
- Focused marketing investment
- Continuation of operating improvements
  - Productivity
  - Control of operating expenses
- Reinforcement of distribution (Maxxium)
- Asset disposals

Highlights of H1

Brands

- Progress by Rémy Martin's superior qualities
- Good growth by Cointreau and Piper-Heidsieck
- Strong performance by partner brands

Markets

- Strong growth in the US and Central America
- Sustained level of activity in Eastern Europe
- Asia: less satisfactory performance in Taiwan, Japan and in *Travel Retail,* but growth in China

Key Figures

Net operating profit on ordinary activities + 19.6%

€ millions	Sept 05	Sept 04	Growth	
			Gross	Organic
Turnover (exc. Polish vodkas*)	397.8	386.9	+ 2.8%	+ 4.0%
Operating profit on ordinary activities	64.4	60.3	+ 6.8%	+ 19.6%
Operating margin	*16.2%*	*15.6%*	-	*+ 17.9%*
Operating profit	64.4	50.7	+ 27.0%	-
Profit from continuing operations	24.0%	17.3	+ 38.7%	-
Net profit – Group share	42.9	18.7	+ 130%	-

* Sold in August 2005

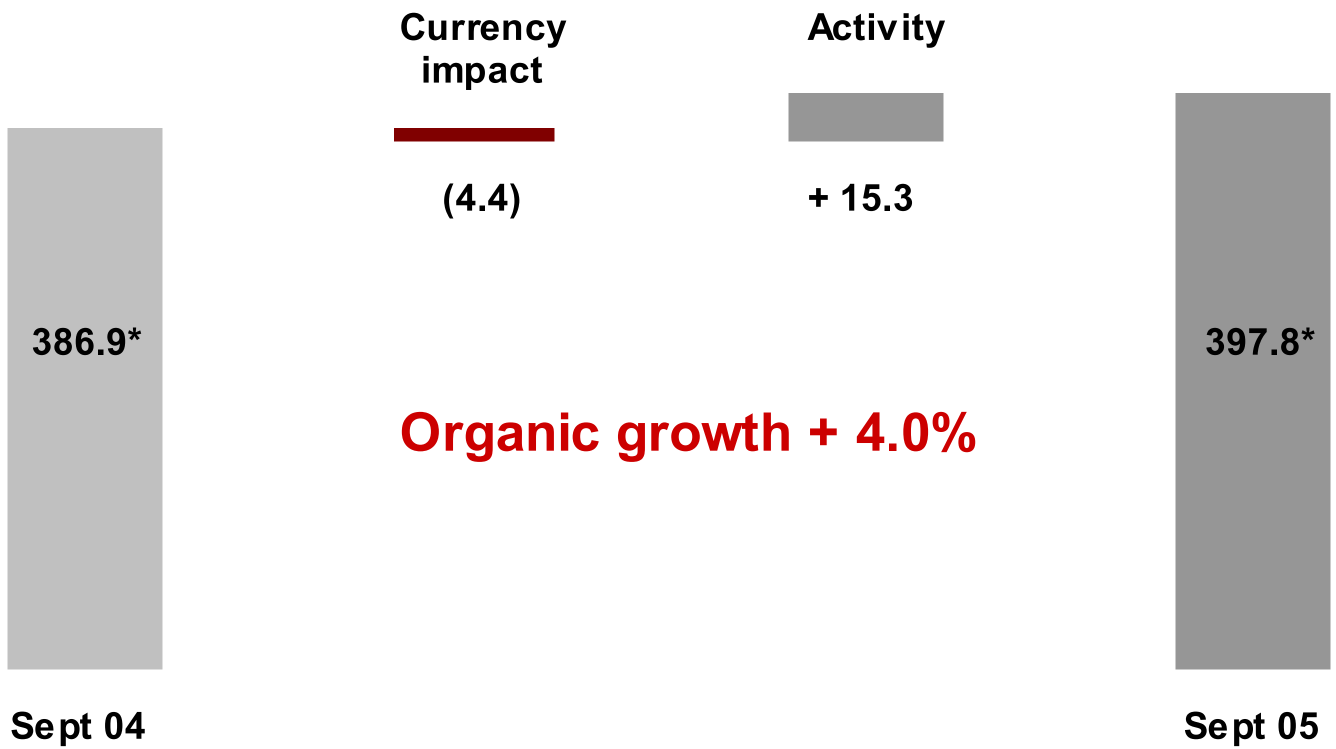
Jean-Marie Laborde

Maxxium

- Agreement with our three partners in Summer 2005
- Additional €300m turnover for Maxxium
- Considerable strengthening of the Spanish, German and Canadian distribution networks
- Jim Beam Brands retains the distribution of Courvoisier, Teacher's and Laphroaig outside Maxxium
- Shareholding parity unchanged
- Shared vision
- Strengthened ambitions

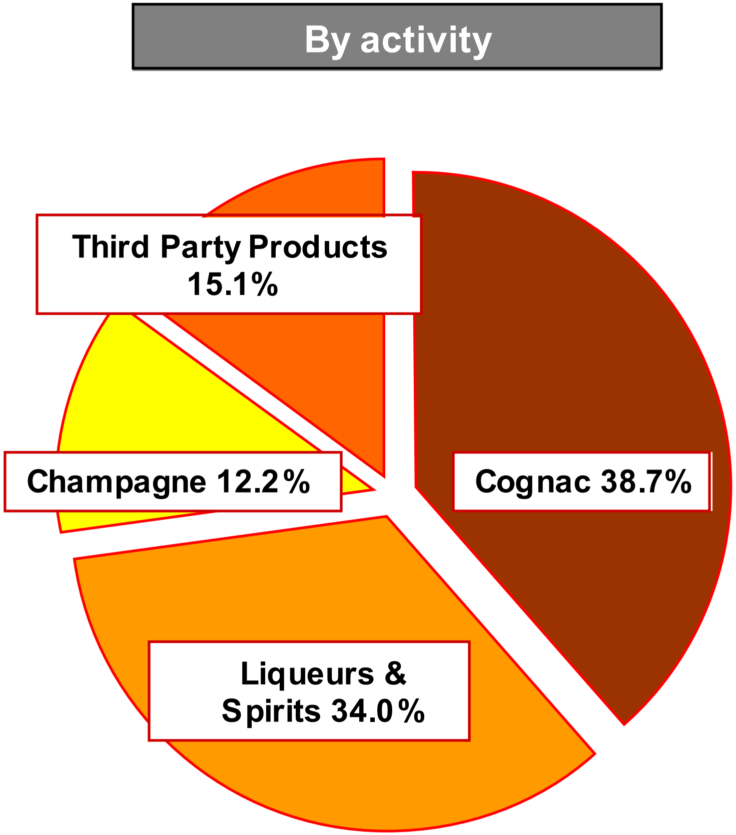
Turnover

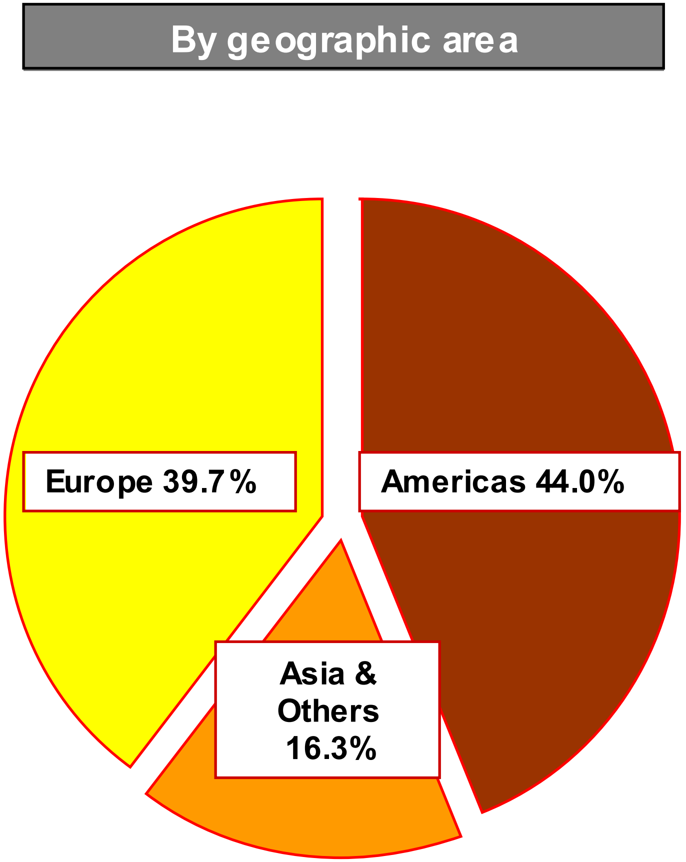
€ millions - IFRS



Excluding Polish vodkas sold in August 2005

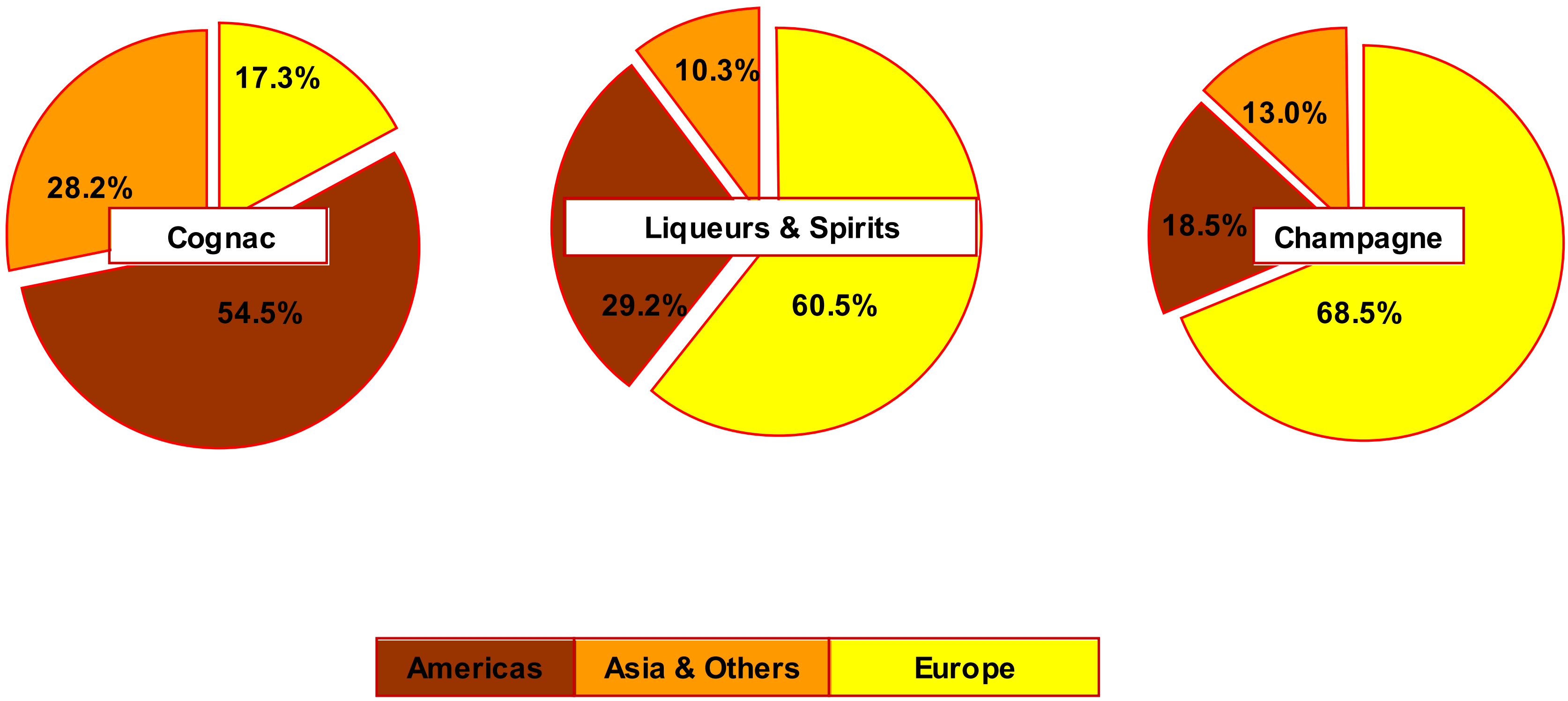
Turnover


By activity
Third Party Products 15.1%
Champagne 12.2%
Cognac 38.7%
Liqueurs & Spirits 34.0%


By geographic area
Europe 39.7%
Americas 44.0%
Asia & Others 16.3%

Turnover

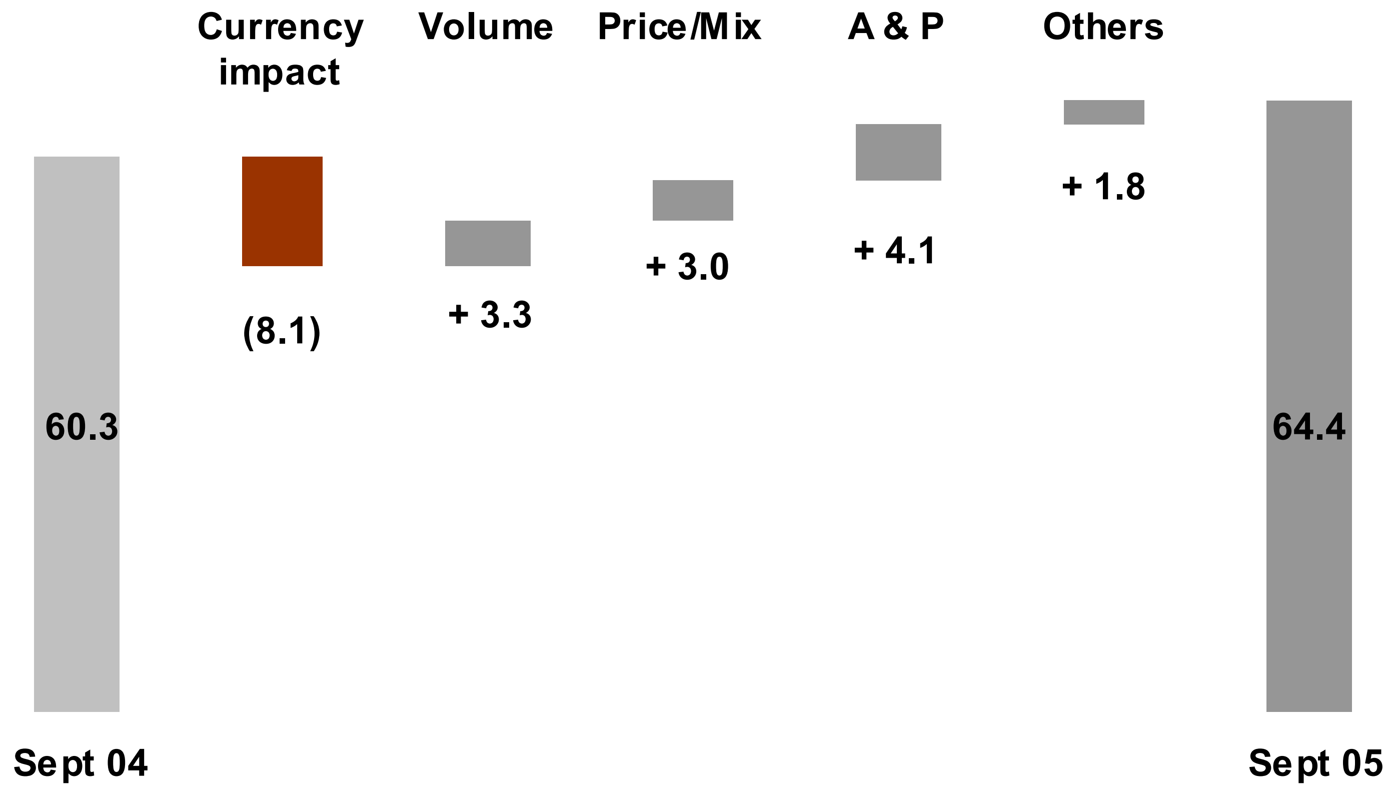
by category/geographic area



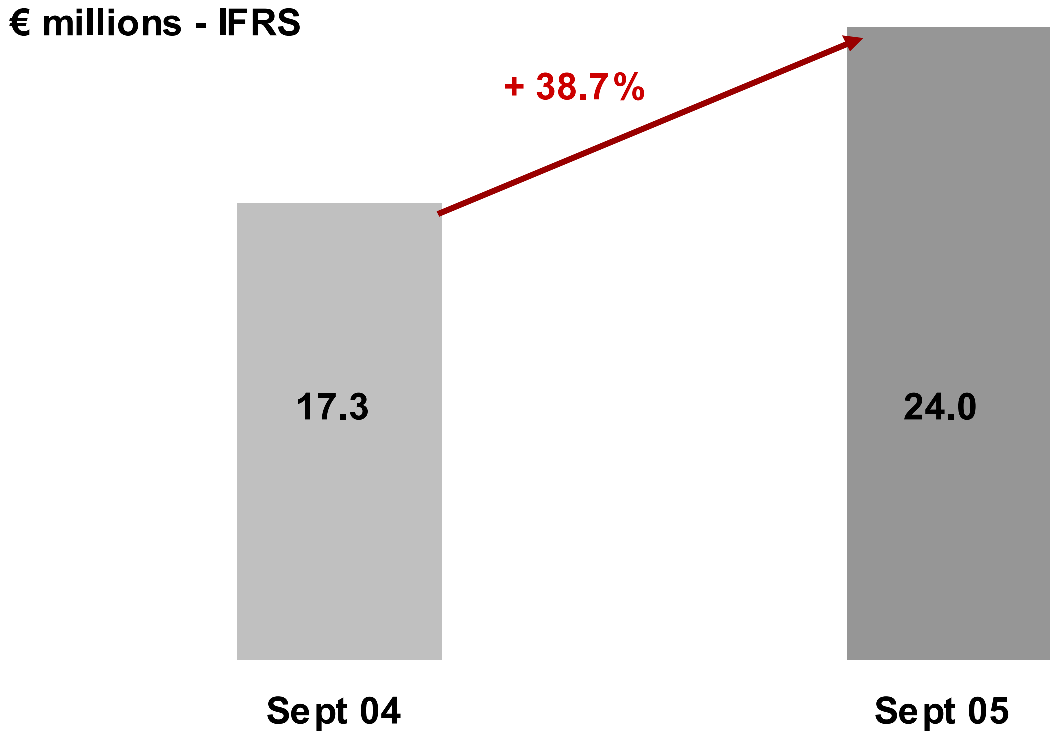
Operating Profit on Ordinary Activities

Organic growth + 19.6%

€ millions - IFRS



Net Profit on Continuing Operations

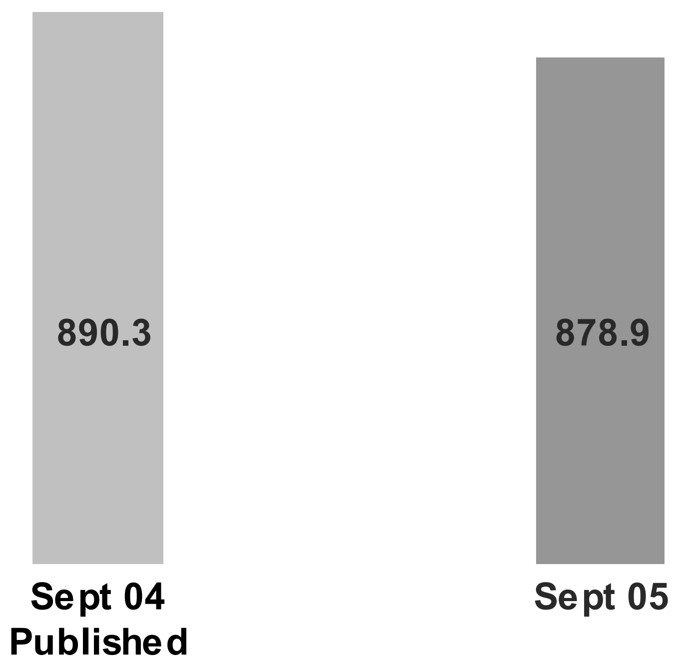


RÉMY COINTREAU

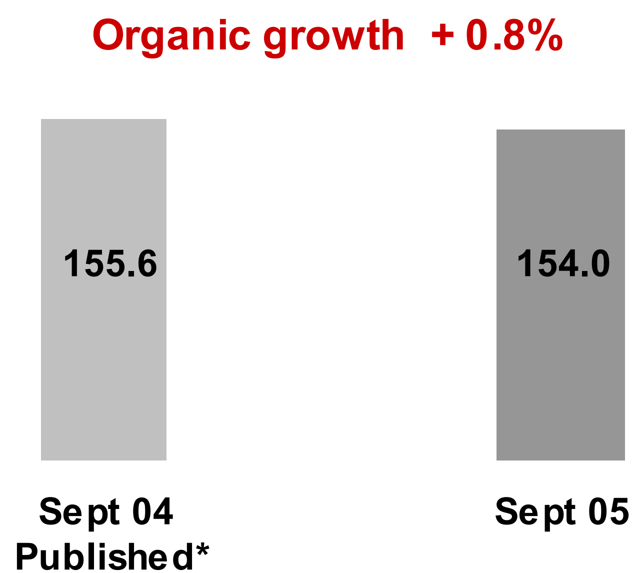
Review of Activities

Cognac

Volume sales ('000 cases)



Turnover (€ millions)

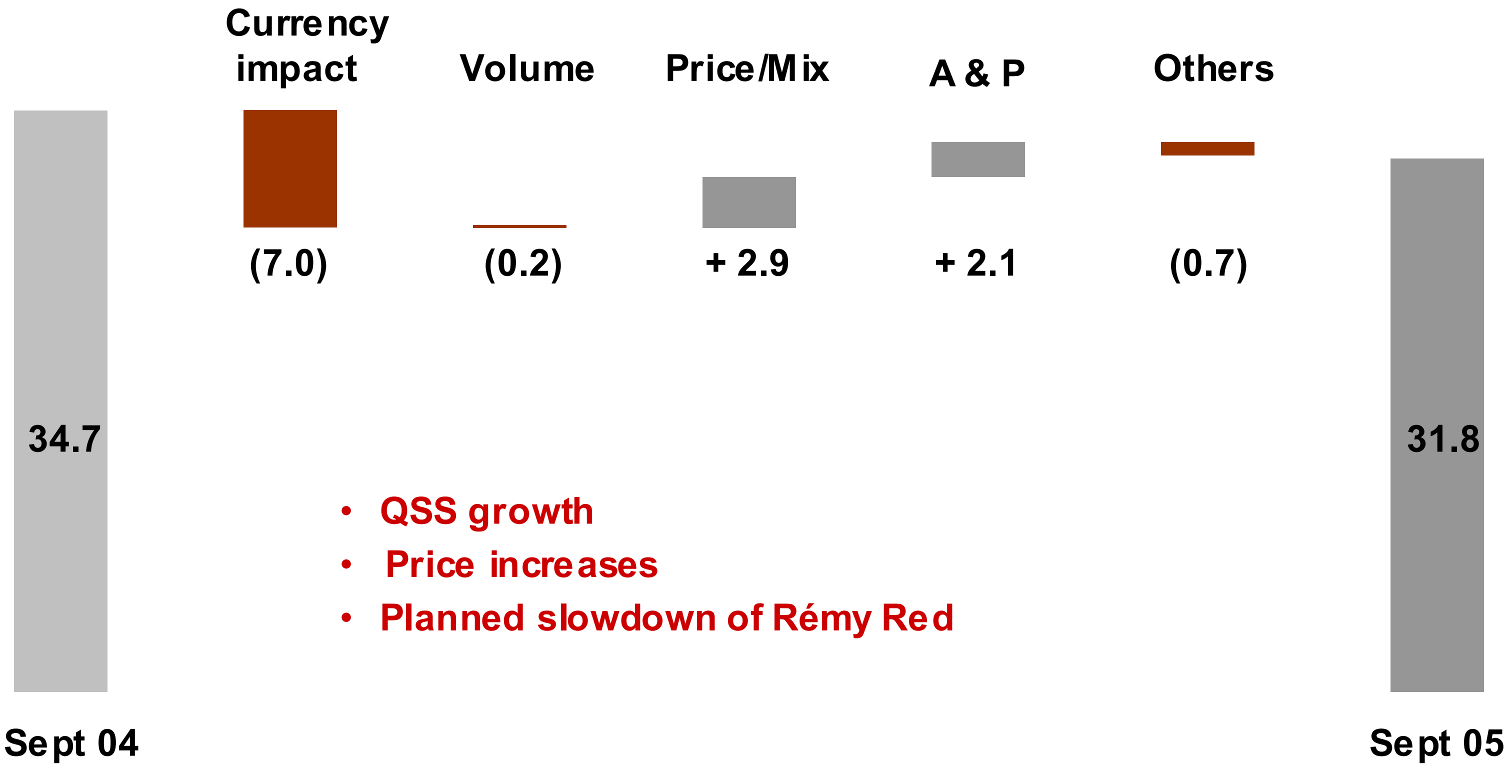


*IFRS restated

Cognac

Operating profit on ordinary activities (€ millions – IFRS)

Organic growth + 11.4%

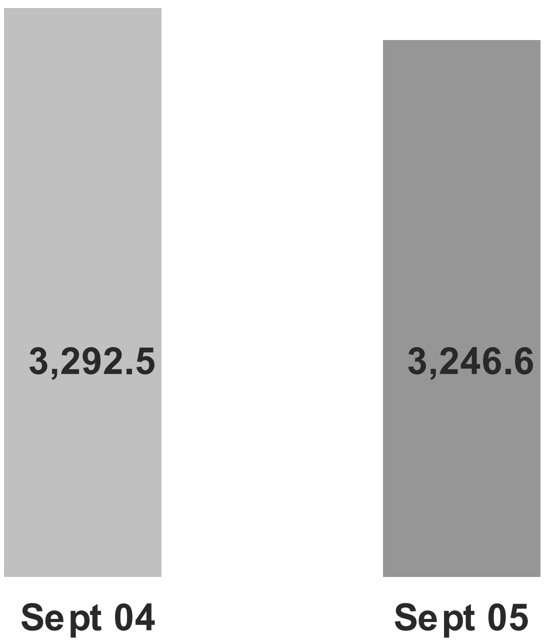


- QSS growth
- Price increases
- Planned slowdown of Rémy Red

Margin: 22.3% *20.7%*

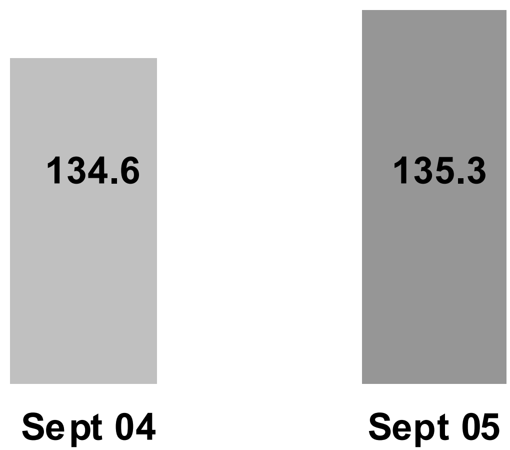
Liqueurs & Spirits

Volume sales ('000 cases)



Turnover * (€ millions)

Organic growth + 0.7%

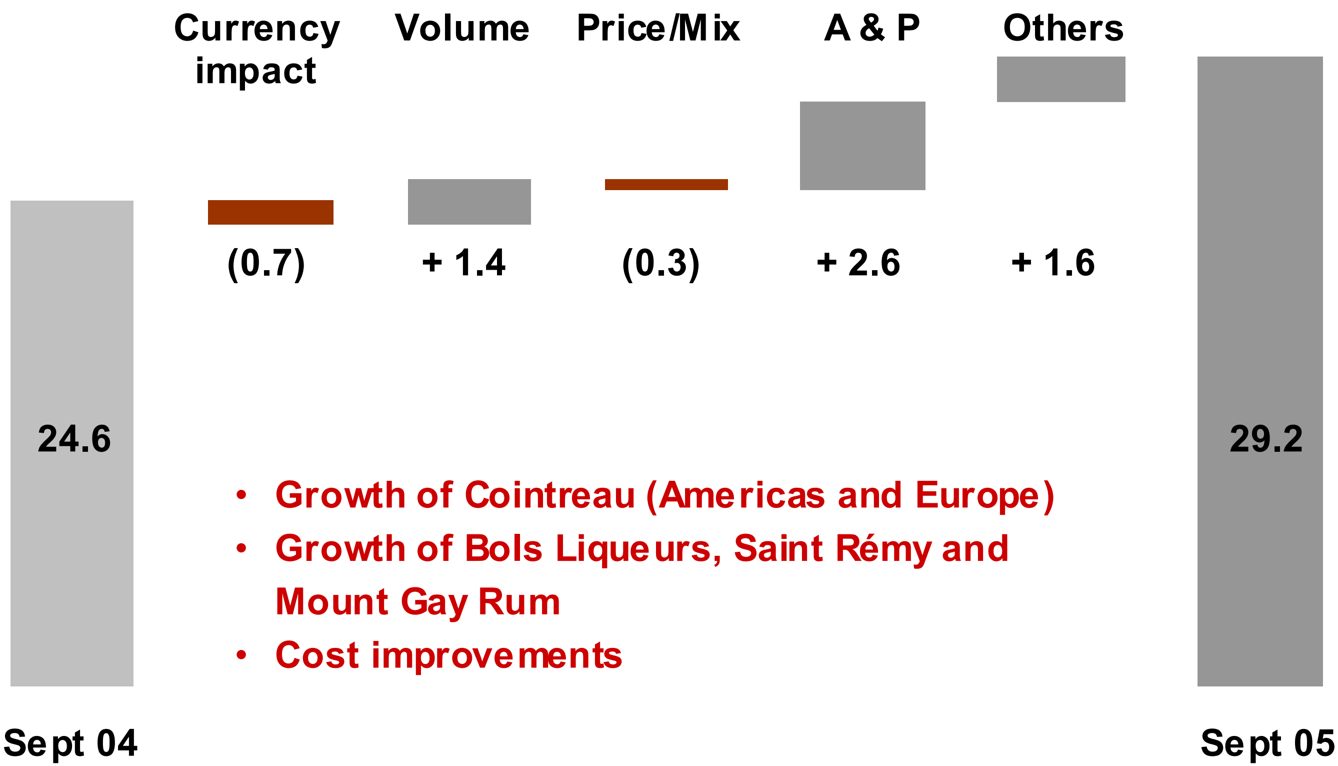


*Sale of Polish vodkas (Turnover at 30/09/04 - €28.6m)

Liqueurs & Spirits

Operating profit on ordinary activities (€ millions - IFRS

Organic growth + 20.9%

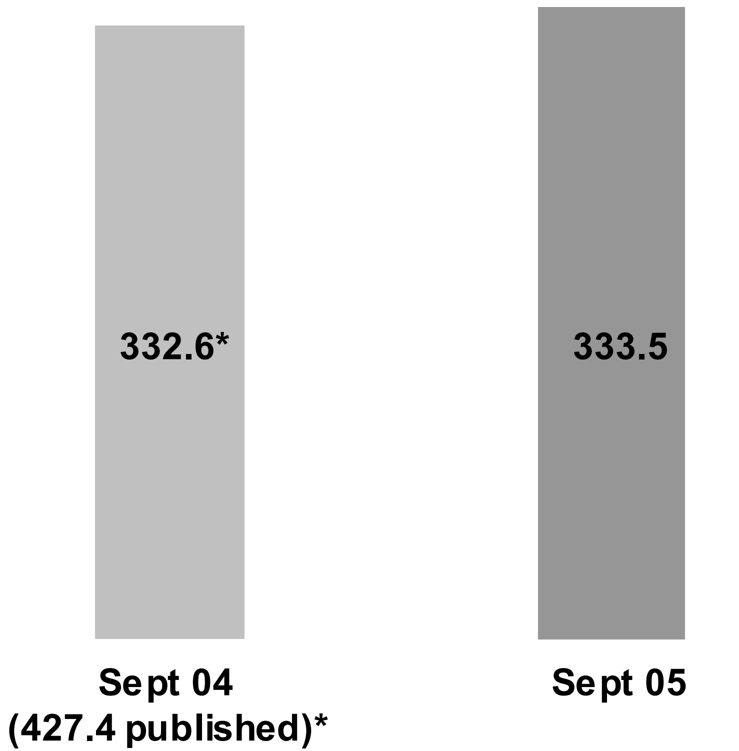


- Growth of Cointreau (Americas and Europe)
- Growth of Bols Liqueurs, Saint Rémy and Mount Gay Rum
- Cost improvements

Margin: 18.3 % — ***21.6%***

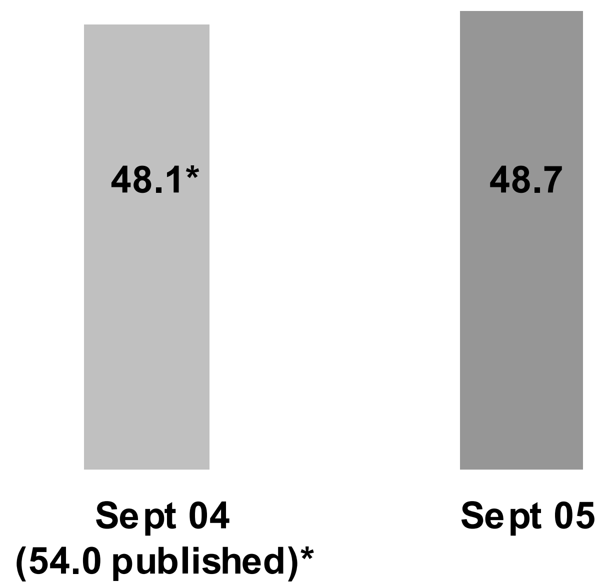
Champagne

Sales volumes ('000 cases)



Turnover (€ millions)

Organic growth + 1.9%

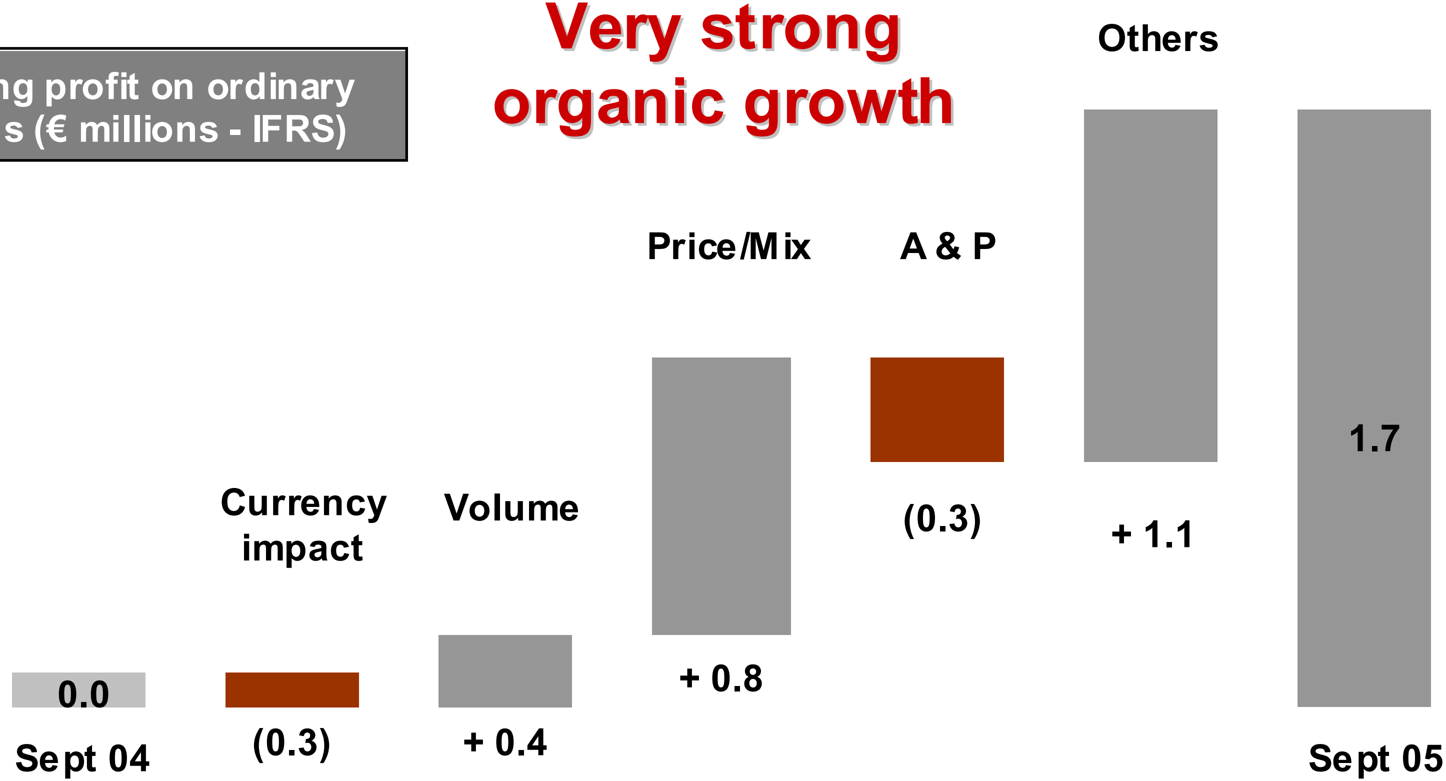


- Change in Group structure at 01/04/05: Sparkling wine business reclassified within Third Party Brands

Champagne

Very strong organic growth

Operating profit on ordinary activities (€ millions - IFRS)



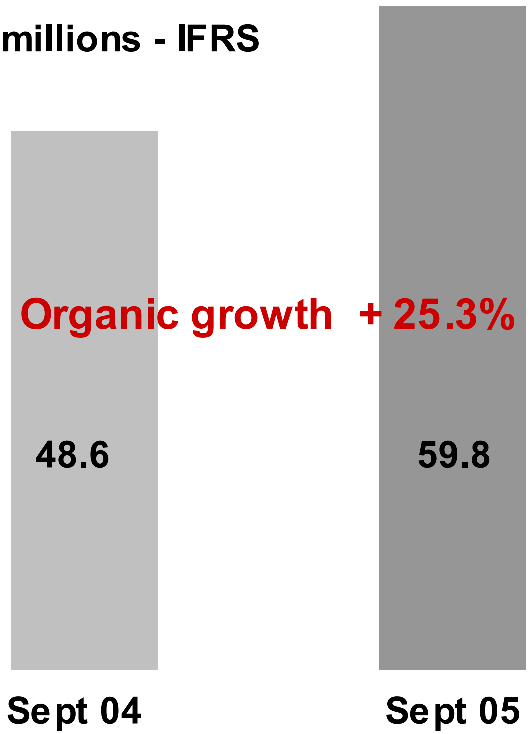
- Growth by Piper-Heidsieck and Charles Heidsieck
- Planned reduction of secondary brands
- Marketing investment maintained

Marge: *0.0%* *3.5%*

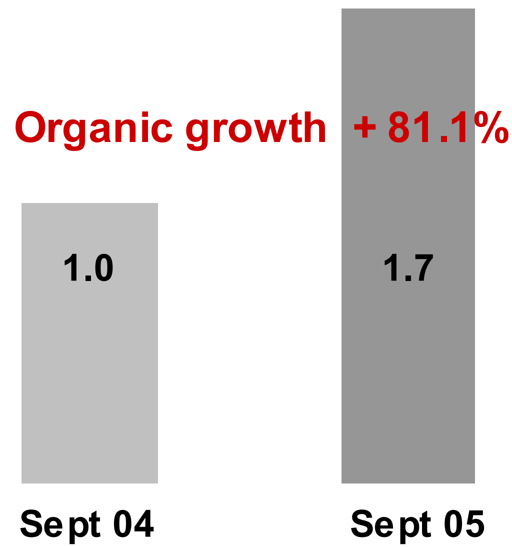
Partner Brands

Turnover

€ millions - IFRS



Operating profit on ordinary activities



Hervé Dumesny

Summary of Operating Profit

€ millions - IFRS	Sept 05	Sept 04	Published growth	Organic growth
Turnover	397.8	386.9	+ 2.8%	+ 4.0%
Gross profit	203.4	205.3	(0.9%)	+ 3.2%
Sales & marketing expenses	(105.6)	(107.7)	(1.9%)	(1.3%)
Administrative expenses	(39.1)	(41.2)	(5.1%)	(5.1%)
Other income and expenses	5.7	3.9	+ 46.2%	+ 46.2%
Operating profit on ordinary activities	64.4	60.3	+ 6.8%	+ 19.6%
% of turnover	*16.2%*	*15.6%*	-	*17.9%*
Other operating expenses	-	*(9.8)*	-	-
Operating profit	*64.4*	*50.7*	*+ 27.0%*	-

Net profit from Continuing Operations

(€ millions - IFRS)

	Sept. 05	Sept. 04
Operating profit from ordinary activities	64.4	60.3
Operating profit	64.4	50.7
Financial charges	(32.5)	(26.4)
Profit before tax	31.9	24.3
Taxation	(10.2)	(8.3)
Share in profits of associated undertakings (Maxxium – Dynasty)	2.3	1.3
Net profit from continuing operations	**24.0**	**17.3**

Net Profit – Group Share

(€ millions - IFRS)

	Sept. 05	Sept. 04
Net profit from continuing operations	24.0	17.3
Net profit from discontinued operations	15.1	2.8
Net profit	39.1	20.1
Minority interests	3.8	(1.4)
Net profit – Group share	42.9	18.7

Financial Debt & Cash Flow

€ millions - IFRS

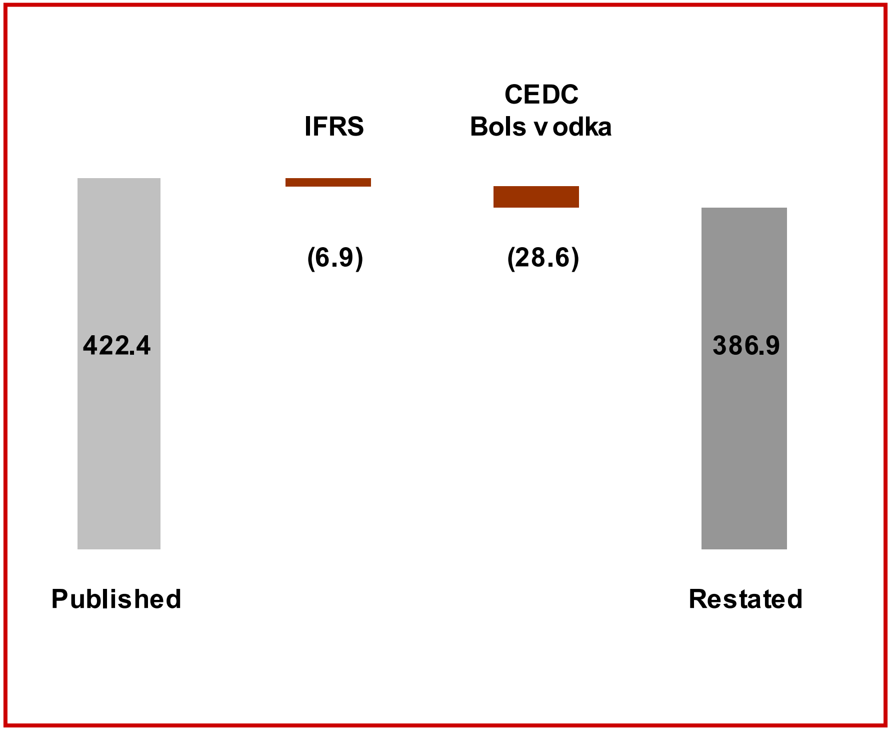
	Sept 05	Sept 04	Change
Net debt	808.4 *	936.8	(13.7%)
Operating cash flow	(12.1)	(3.3)	(8.8)
Investment cash flow	43.7	(6.3)	+ 50.0

***After application of IAS 32/39 on 1 April 2005**

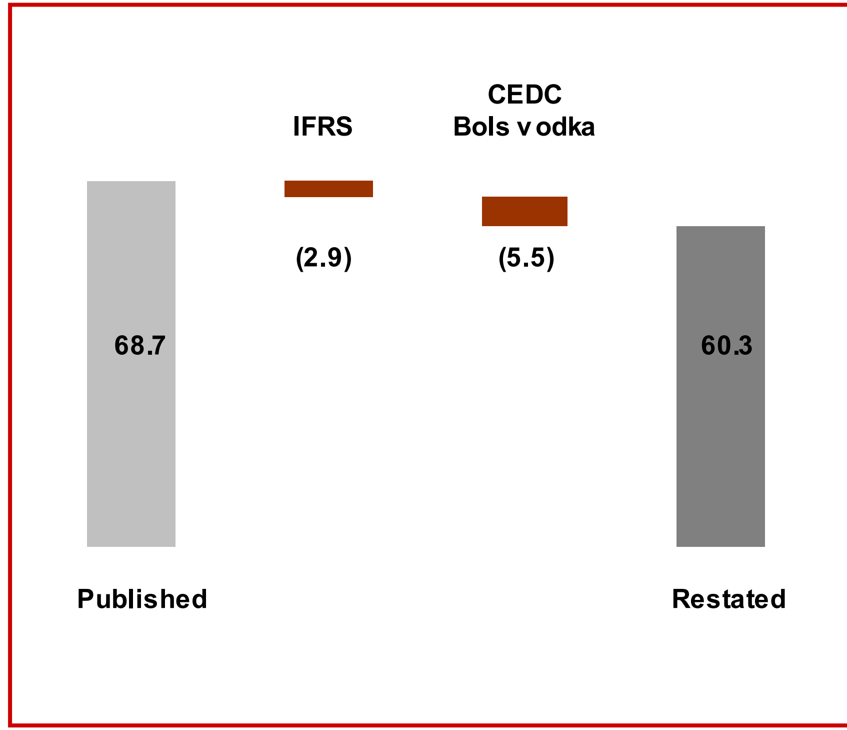
Impact of IFRS

Impact of CEDC sale and IFRS
on H1 2004 (at 30 September 2004)

Turnover - € millions



Operating profit on ordinary activities - € millions



Transition to IFRS

- The accounts are presented in accordance with IFRS principles
- Principal changes:
  - Liqueurs & Spirits combined within the same category
  - Divisional profit analysis <u>after</u> inclusion of Head Office and distribution network expenses
  - Restatement of financial charges in accordance with IAS 32/39
    - First application at 1 April 2005

Opening Balance Sheet
2004/05 Financial Year

- The preliminary transition Balance Sheet presented last June showed a decline of €235m in IFRS shareholders' equity at 31 March 2004 (€1,111m to €876m)
- In the final transition Balance Sheet shareholders' equity declined by €253m (€1,111m to €858m)
- The difference is thus a reduction of €18m detailed as follows …

Opening Balance Sheet

2004/05 Financial Year

IAS16 & 38	Change of useful lives, Treatment of deferred charges	36.2	34.1	(2.1)
IAS38	Capital gain on Maxxium transfer	22.4	22.4	0.0
IAS19	Deferred actuarial differences and post employment health benefits	(16.4)	(16.1)	0.3
IAS37	Treatment of provisions for liabilities (discounting and "dollarisation")	0.8	4.9	4.1
IAS12	Deferred tax / brands	(275.7)	(283.4)	(7.7)
IAS12	Deferred tax / valuation differences of cooperatives' inventory		8.3	8.3
IAS27	Reclassification of minorities in special purpose companies		(23.5)	(23.5)
IAS12	Deferred tax / associate companies	(2.6)		2.6
	Other		(0.1)	(0.1)
	Total	**(235.3)**	**(253.4)**	**(18.1)**

RÉMY COINTREAU

Income Statement
2004/05 Financial Year

- Exceptional expenses have been reclassified in "operating profit on ordinary activities" or as "other operating income and expenses"
- Discontinued operations (IFRS 5) have been reclassified in the comparative Income Statement (line "net profit on discontinued operations")
- The other impacts derive from restatements presented in the opening Balance Sheet
- In March 2005, the impact of the change in the tax rate in The Netherlands on the provision for deferred tax on brands is a reduction in the tax charge for the period of €28.8m

Impact of IAS 32/39

- Treatment of financial instruments to hedge exchange and interest rate risks
  - Valuation of all off Balance Sheet commitments outstanding at 1 April and 30 September 2005

- Financial debt:
  - OCEANE: €29m reclassified as *equity*
  - TSDI: (Perpetual Subordinated Debt): consolidation of Receivables Fund

- Calculation of the financial charge according to the effective interest rate method
  - Bonds & syndication: modest impact
  - TSDI: Impact related to swaps and consolidation of the Receivables Fund
  - OCEANE: Impact (€7m) of financial charge in the full year but terminated in April 2006

Balance Sheet at 30 September
Assets

€ millions	2004 French standards	2004 IFRS standards	2005 IFRS standards
Tangible and intangible assets	1,117.0	1,178.7	1,004.6
Associate companies	73.2	95.9	115.4
Investments	25.2	10.7	72.6
Deferred tax assets	7.2	4.0	2.1
Non-current assets	1,222.6	1,289.3	1,194.7
Inventories	839.9	845.4	845.5
Trade accounts receivable	295.3	286.4	283.2
Tax recoverable	18.7	6.5	4.8
Derivative financial instruments	12.0	12.0	4.2
Current assets	1,165.9	1,150.3	1,137.7
Cash	33,6	33,6	20,8
Total assets	2,422.1	2,473.2	2,353.2

Balance Sheet at 30 September

Liabilities

€ millions	2004 French standards	2004 IFRS standards	2005 IFRS standards
Shareholders' equity and minority interests	1,100.5	847.5	878.4
Non-current debt	855.2	1,138.8	727.3
Other operating liabilities	466.4	486.9	747.5
Total equity & liabilities	**2,422.1**	**2,473.2**	**2,353.2**

2005/06
Outlook for H2

Outlook for H2

- Resolute concentration on key brands
- Positive trend in the US
- Strengthening of distribution networks in China and Russia
- Asset disposal programme (Bols and other non-core brands)

2005/06 Financial Year

Concentration of resources on key objectives

- **Targeting premium brands**
- **Priority on profitability**
- **Disposal of non-core assets**

Double-digit organic growth of operating profit on ordinary activities for the financial year