



RÉMY COINTREAU

Preliminary Results
Year ended 31 March 2010

London

10 June 2010

Jean-Marie Laborde

Chief Executive Officer



2009/10: Further Momentum

- Reorganised distribution
- Rebalanced geographic portfolio
- Confirmed value strategy
- Unwavering support for our brands
- Continuing improvement in the financial position
- A “foreign exchange” environment becoming more favourable?



Key Figures

		Organic	Published
■ Turnover	€807.8m	12.0%	13.1%
➤ of which own brands	€708.9m	10.7%	11.8%
■ Current operating profit	€140.0m	7.2%	2.2%
■ Current operating margin	17.3%	18.4%	-
■ Profit before tax	€110.2m		
■ Net profit (Group share)	€86.3m		
■ <i>Net financial debt</i>	€501.4m		
■ <i>Net debt/EBITDA ratio:</i>	3.17		



2009/10 Highlights

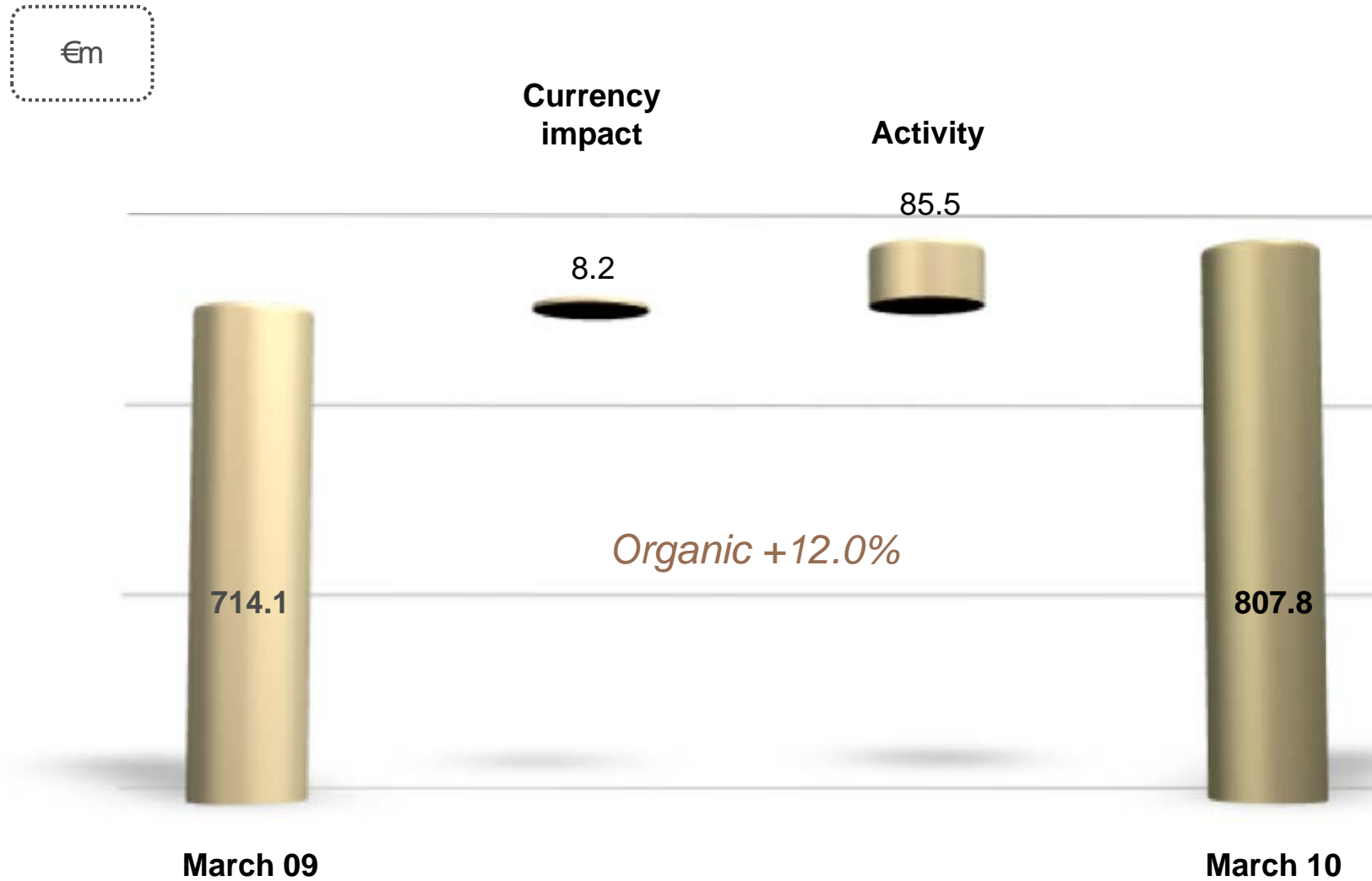
- **Relevance of the new distribution network**
 - 80% of sales controlled directly, 400 recruited for distribution
 - Increased control of pricing strategy
 - Full effect on major emerging markets (China/South East Asia)

- **Rebalanced geographic portfolio**
 - Three regions: Asia, US, Europe
 - Net recovery in GTR (Duty-Free) worldwide

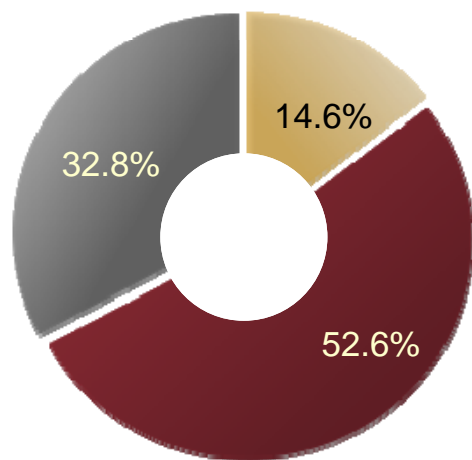
- **Continued improvement in the financial structure**
 - Control of working capital requirements, decline in Net Debt/EBITDA ratio, compliance with covenant
 - Private placing of €140 million for five years at 3.6675%



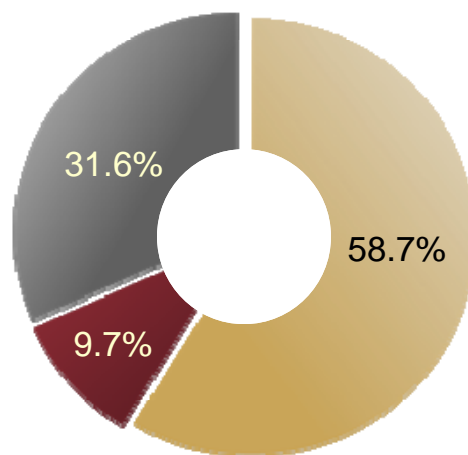
Group Turnover



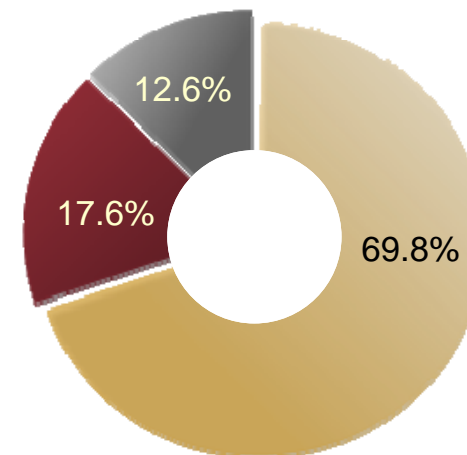
Breakdown of Turnover (Group brands)



Cognac
57.3%




Liqueurs & Spirits
29.1%



Champagne
13.6%

A geographic balance

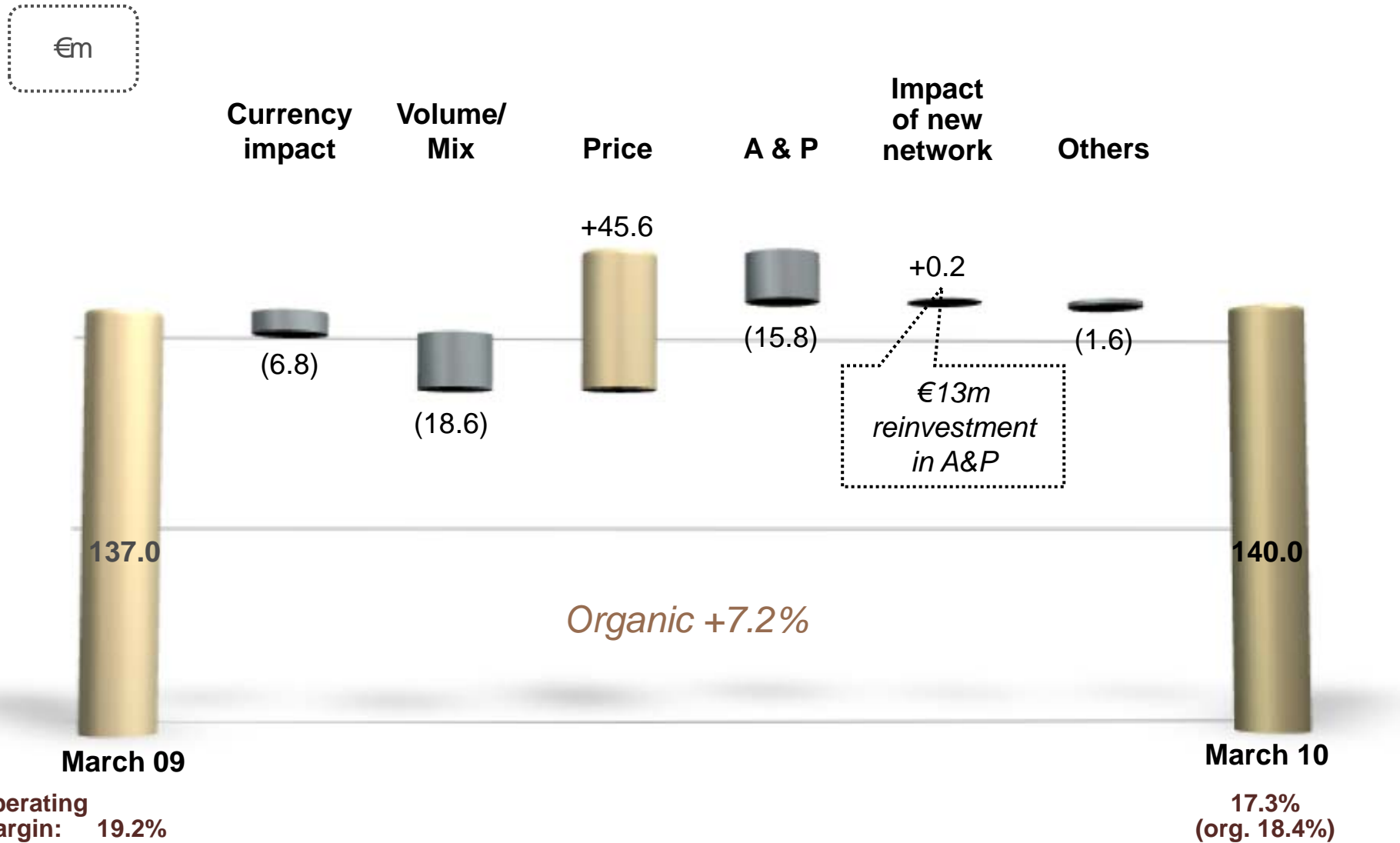
 **Americas**
29.8%

 **Asia & Others**
35.3%

 **Europe**
34.9%



Current Operating Profit

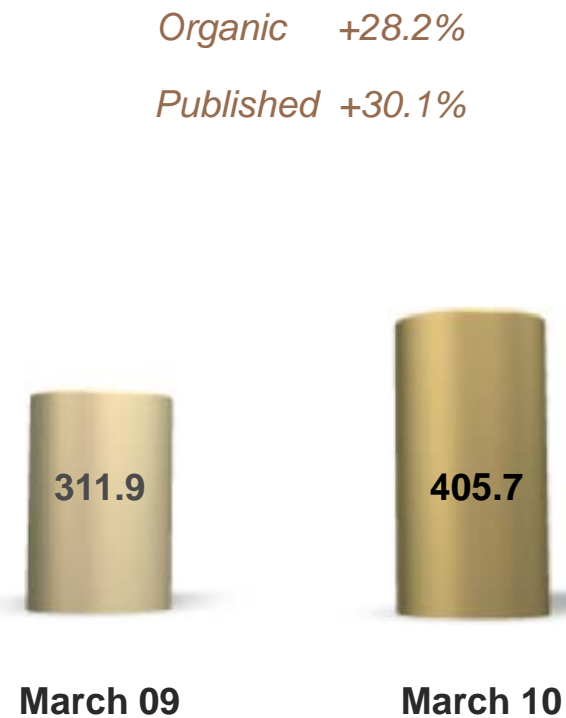


Cognac

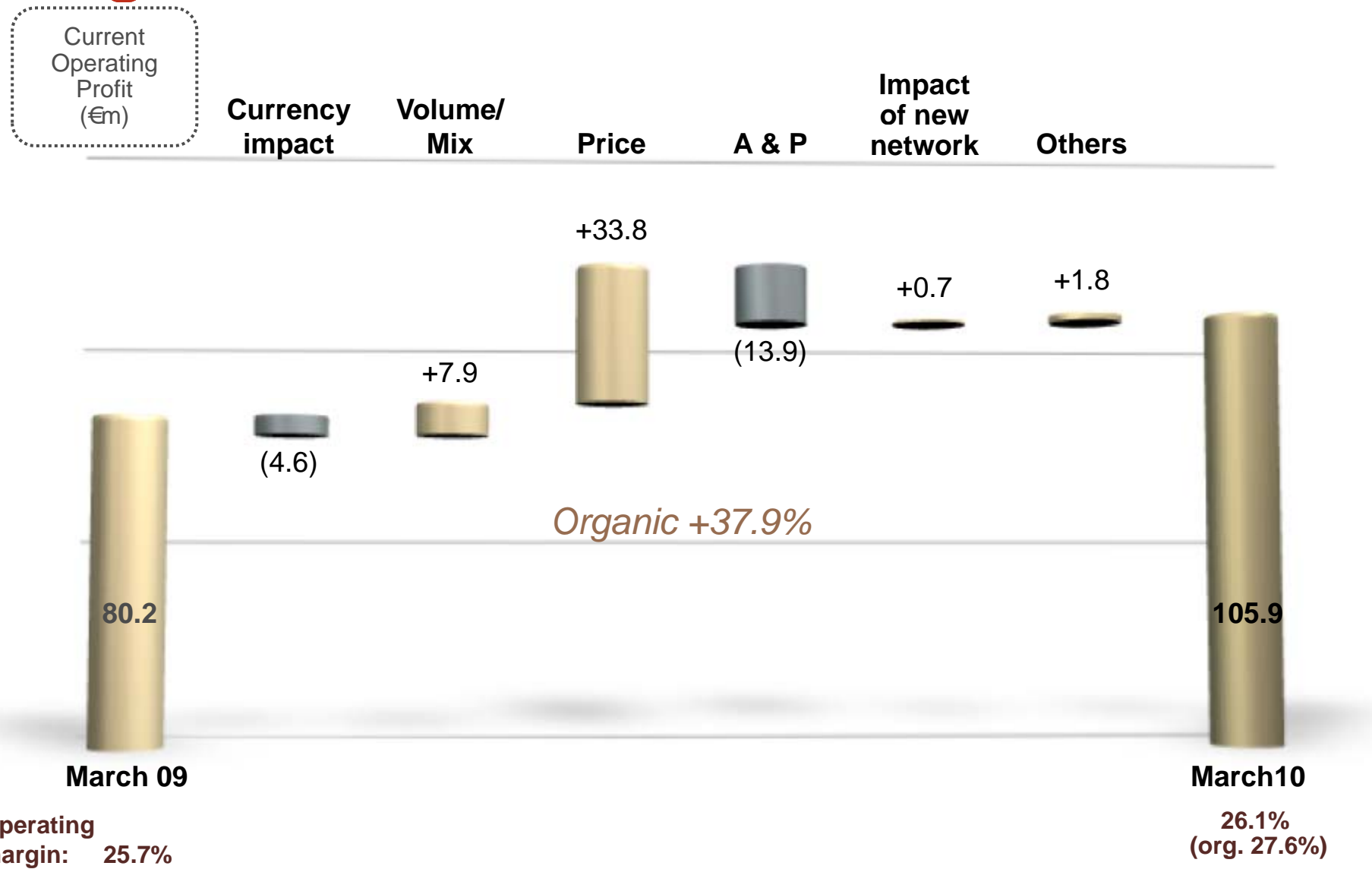
Volume sales ('000 cases)



Turnover (€m)



Cognac



Liqueurs & Spirits

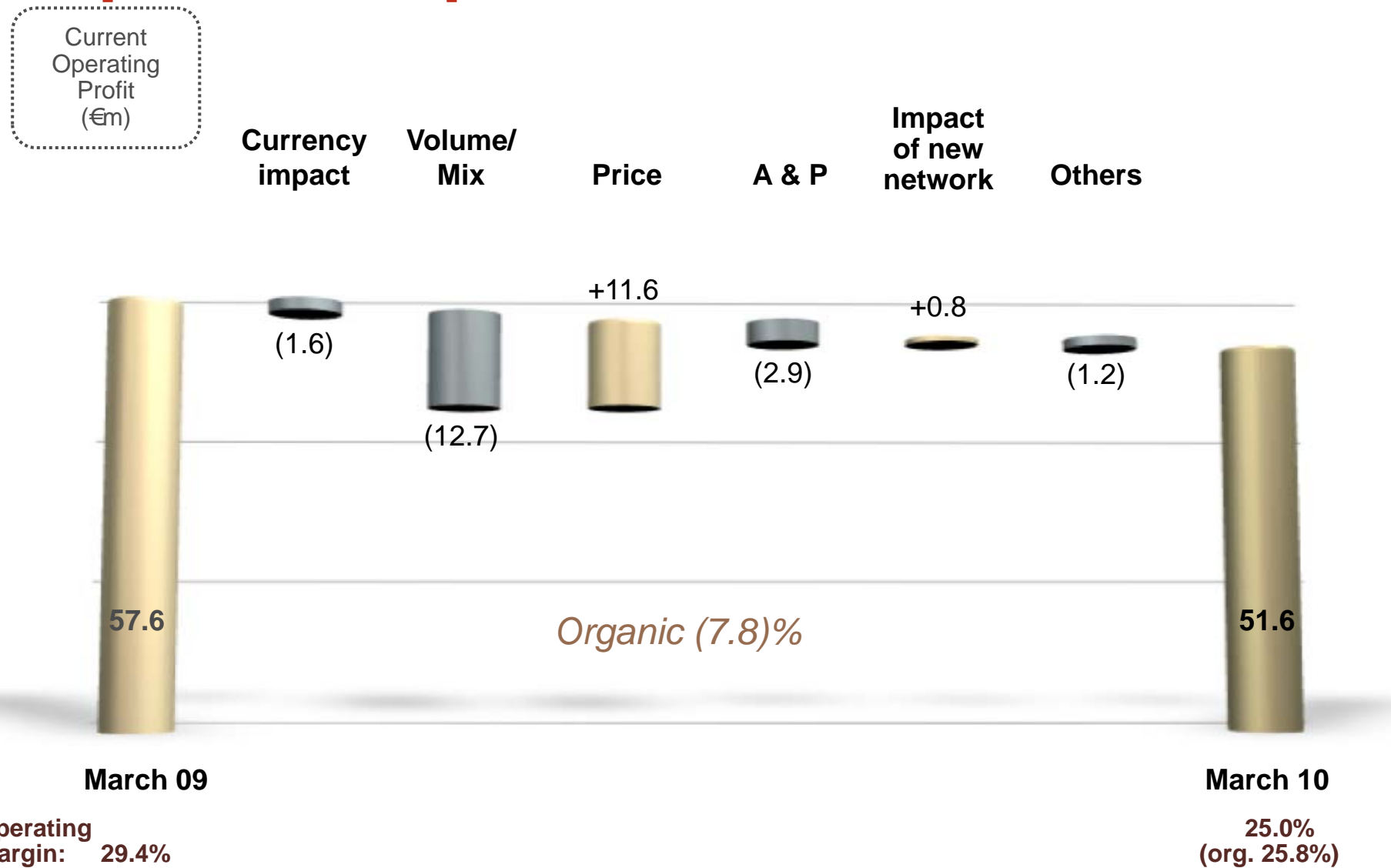
Volume sales ('000 cases)



Turnover (€m)



Liqueurs & Spirits



Champagne

Volume sales ('000 cases)



Turnover (€m)



Champagne

Current
Operating
Profit
(€m)

Currency
impact

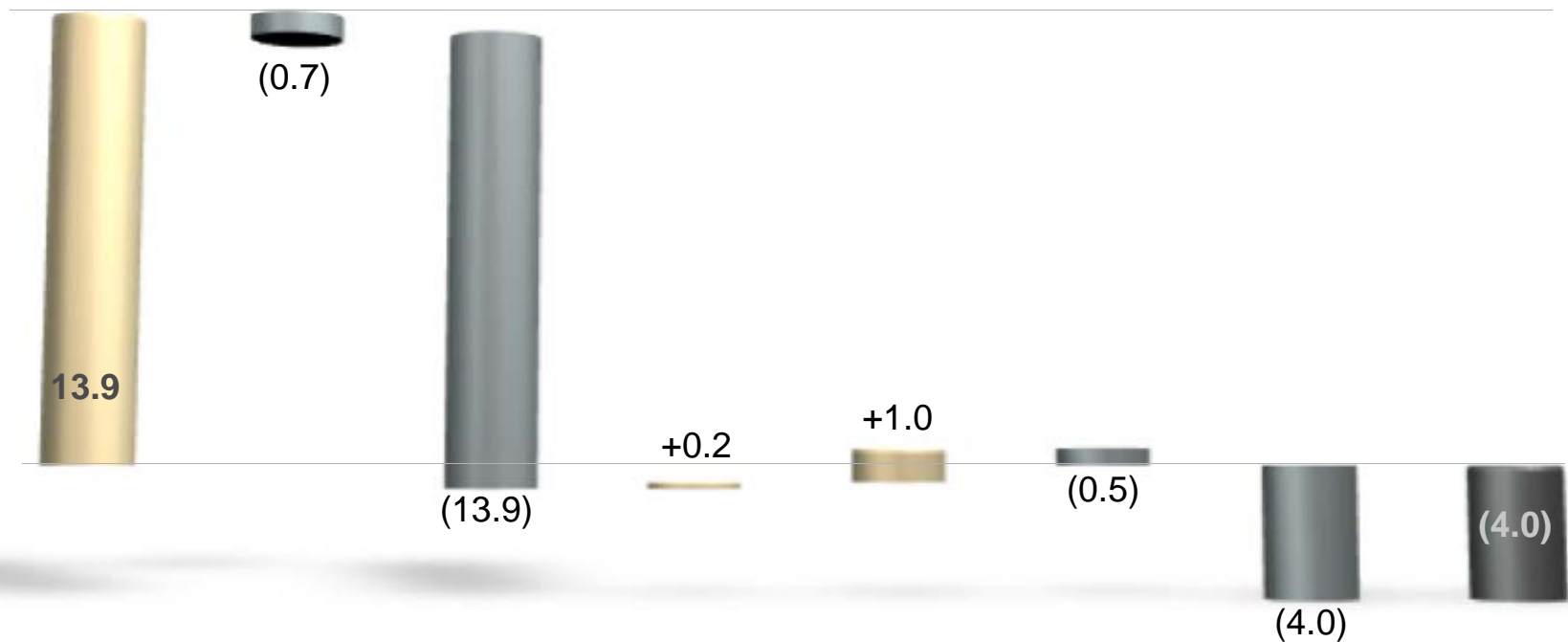
Volume/
Mix

Price

A & P

Impact
of new
network

Others



March 09

Operating
margin: 11.0%

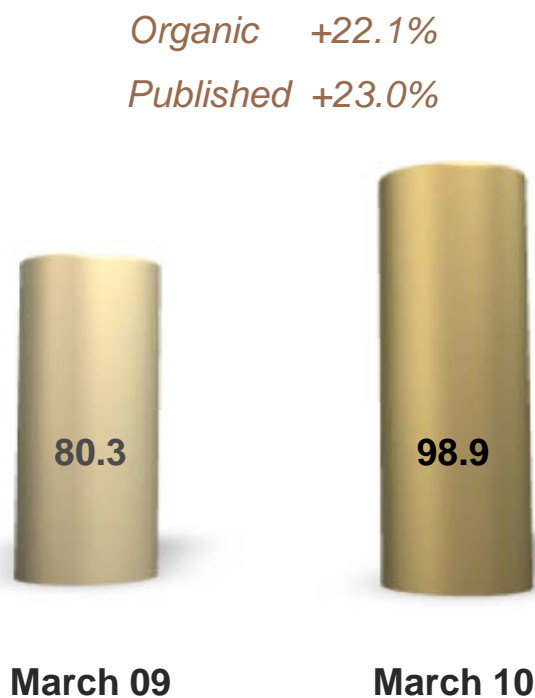
March 10

(4.1)%
(org. (3.4)%)

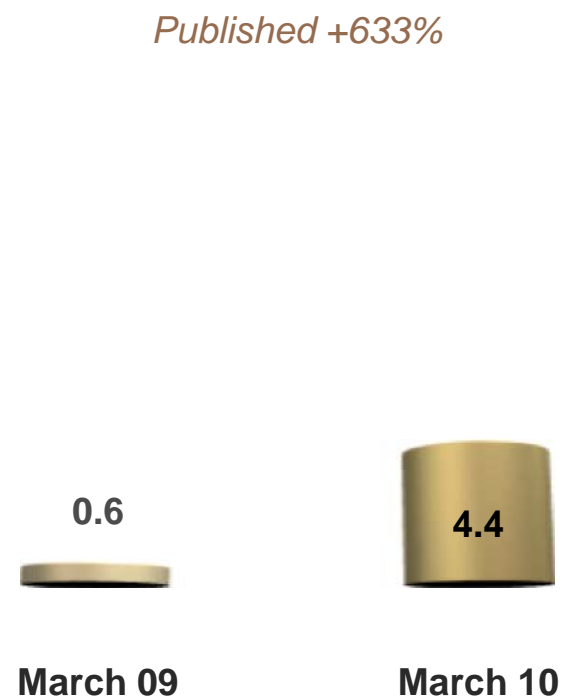


Partner Brands

Turnover (€m)



Current operating profit (€m)



Consolidated Preliminary Results

Véronique Gerbod

Corporate Finance and Reporting Manager



Analysis of Operating Profit

(€m)	March 10	March 09
Turnover	807.8	714.1
Gross profit	470.4	411.8
Sales & marketing expenses	(254.3)	(201.7)
Administrative expenses	(81.7)	(80.7)
Other income & expenses	5.6	7.6
Current operating profit	140.0	137.0
Operating margin	17.3%	19.2%
Other operating expenses	(7.5)	14.9
Operating profit	132.5	151.9



Net Profit from Continuing Operations

(€m)	March 10	March 09
Operating profit	132.5	151.9
Financial charges	(22.3)	(31.3)
Profit before tax	110.2	120.6
Taxation	(29.1)	(37.5)
Share in profit of associates (Dynasty Joint Venture)	4.9	3.0
Net profit from continuing operations	86.0	86.1



Financial Charges

(€m)	March 10	March 09
Average net financial debt	642.8	477.8
Cost of net financial debt	(24.8)	(26.5)
Interest and movement in value of vendor loan	7.9	9.2
Provisions update	(0.1)	(10.7)
Exchange gain/(loss)	(2.1)	4.7
Others	(3.2)	(8.0)
Other financial income and expenses	2.5	(4.8)
Financial charges	(22.3)	(31.3)



Net Profit (Group Share)

(€m)	March 10	March 09
Net profit from continuing operations	86.0	86.1
Profit/(loss) from discontinued operations	3.0	-
Net profit	89.0	86.1
Attributable to owners of the parent company	86.3	86.1



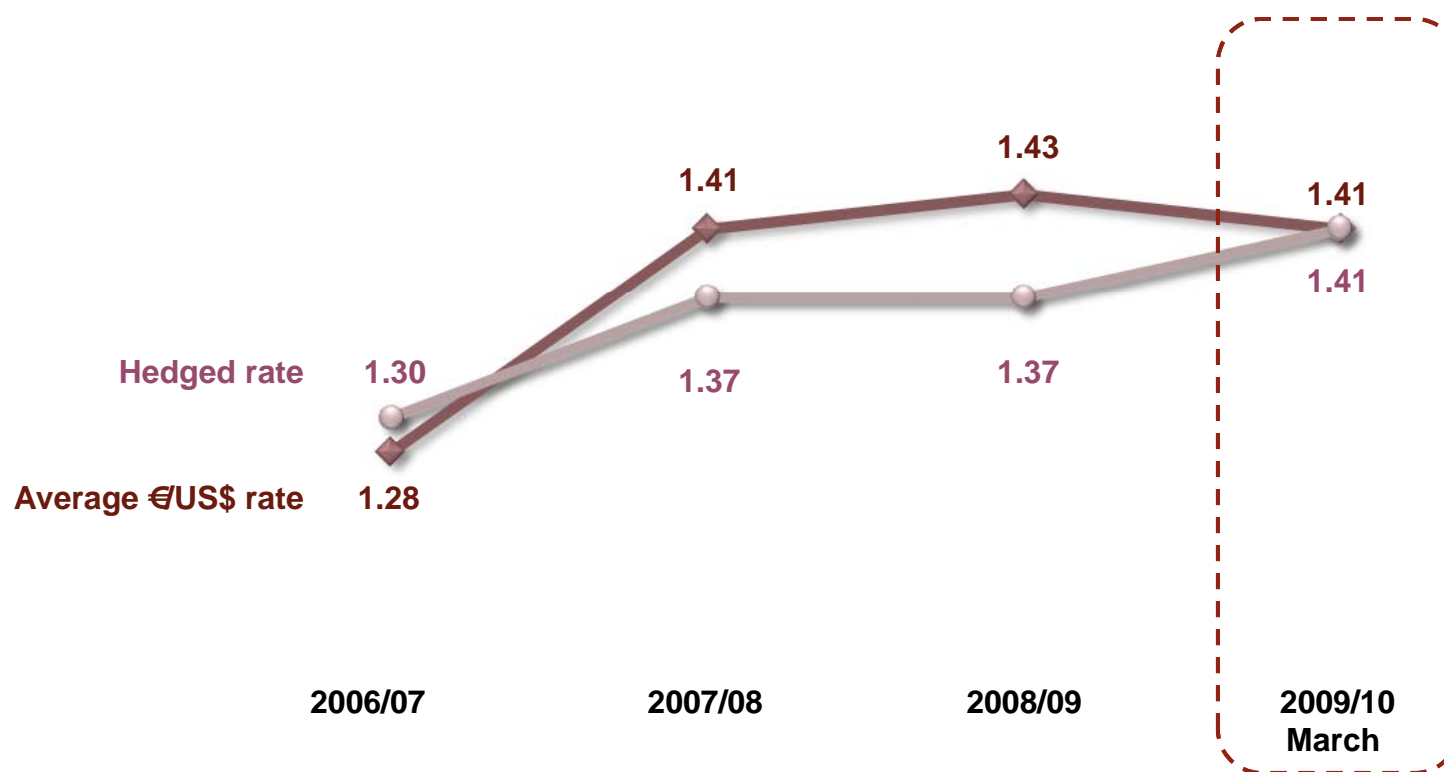
Financial Debt and Cash Flow

(€m)	March 10	March 09
Net debt	501.4	531.9
Net cash flow from operating activities exc. Maxxium	88.3	164.1
Maxxium compensation and related expenses	-	(226.2)
Proceeds from disposal of Maxxium shares		60.4
Net cash flow used in investing activities exc. Maxxium	(31.1)	(31.9)
Increase/(decrease) in cash flow before financing activities	57.2	(336)

Net debt ratio/EBITDA = 3.17



Change: Impact of Hedging



Balance Sheet – Assets

<i>(€m)</i>	March 10	March 09
Property, plant & equipment & intangible assets	838.5	826.8
Investments in associates	64.3	62.1
Other investments	71.2	61.1
Deferred tax assets	27.1	22.4
Non-current assets	1,001.1	972.4
Inventories	969.8	958.4
Trade receivables	248.1	282.1
Income tax recoverable	8.3	6.0
Derivative financial instruments	3.2	10.8
Cash and cash equivalents	86.3	89.4
Assets held for sale	-	0.2
Current assets	1,315.7	1,346.9
Total assets	2,316.8	2,319.3



Balance Sheet – Equity and Liabilities

(€m)	March 10	March 09
Shareholders' equity	1,018.5	968.9
Non-current liabilities	766.4	822.9
Current liabilities	531.9	527.5
Total equity and liabilities	2,316.8	2,319.3



Debt Structure

(€m)	March 10	March 09
Long term		
Bonds	191.5	191.0
Syndicated loan	344.8	370.0
Other confirmed credit lines	-	30.0
Others	1.4	1.4
	537.7	592.4
Short term		
Accrued interest not yet due	2.4	8.3
Syndicated loan	25.2	-
Special purpose entities' financial debt	6.2	7.9
Other financial debt and overdrafts	16.2	12.7
Cash and cash equivalents	(86.3)	(89.4)
	(36.3)	(60.5)
Net debt	501.4	531.9



Outlook for 2010/11

In the current economic environment, Rémy Cointreau

- brands are now supported by a powerful distribution network
- is maintaining a strategic course for long-term success
- continues its premium brands' pricing policy
- anticipates a high level of advertising and promotional investment
- remains vigilant in respect of its organisational costs (Champagne)
- is confident that it will comply with its banking covenant

