



# RÉMY COINTREAU

17 April 2008

## CONSOLIDATED TURNOVER FOR THE 12 MONTHS APRIL 2007 - MARCH 2008

### Strong 9.7% growth in sales

Rémy Cointreau's annual turnover in the 12 months ended 31 March 2008 was €817.8 million, reflecting organic growth of 9.7% during the period. This represents the strongest organic growth since 2000. The Group's own brands recorded overall growth of 10%.

During the quarter, the Group's growth was 15.6%. In Asia, sales growth remained very strong. Europe also delivered a good performance and the US retained its momentum. The price increases announced for 2008/09 also contributed to some early orders.

### Divisional analysis:

(€ Millions)	12 months to 31/03/08	12 months to 31/03/07	% Change	
			Published	Organic *
Cognac	362.3	347.6	+ 4.2	+ 11.5
Liqueurs & Spirits	211.7	209.3	+ 1.1	+ 4.3
Champagne	142.4	126.0	+ 12.9	+ 15.4
<b>Sub-total</b>	<b>716.4</b>	<b>682.9</b>	<b>+ 4.9</b>	<b>+ 10.0</b>
Partner Brands	101.4	103.0	(1.6)	+ 7.4
<b>Total</b>	<b>817.8</b>	<b>785.9</b>	<b>+ 4.0</b>	<b>+ 9.7</b>

*\*On a like-for-like basis*

**Cognac** – Rémy Martin recorded organic growth of 11.5% for the 12 months of the financial year, with growth of 20.5% in the fourth quarter, benefiting from a strong Chinese New Year. The superior qualities progressed well. Growth in Europe was driven by Russia and Benelux, while the US retained its momentum.

**Liqueurs & Spirits** – Cointreau continued to benefit from its position in cocktails in the US and Europe. Passoa remained attractive in France and Benelux. Metaxa and Mount Gay Rum continued to grow in their principal markets.

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**Champagne** – The good sales performance by Champagne confirms the sound basis of the strategic refocus initiated three years ago. Piper-Heidsieck achieved the strongest growth in its traditional markets (Benelux, the UK, the US, Germany and Spain). In the US, demand remained strong. Charles Heidsieck grew strongly in France, Benelux and the UK and began to develop in Asia.

**Partner Brands** – Russian Standard vodka as well as Edrington Scotch Whiskies continued to grow strongly in the American market.

These results confirm the Group's guidance of significant organic growth in Rémy Cointreau's current operating profit for the 2007/08 financial year.

*The Group's Preliminary results for the 2007/08 financial year will be announced on 24 June 2008.*

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