



Half Yearly Results 12 May 2009

Imperial Tobacco Group PLC



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HY09 Overview

a good start to the year



- Cigarette volumes up 25% to 152bn
- Profit from operations up 49% to £1,369m
 - up 6% on comparable basis excluding FX
- EPS up 14%* to 71.8p
- Interim DPS of 21.0p
 - 1/3rd of FY08 full year dividend per share*

*Note: Results are adjusted and presented on our usual basis to reflect business performance (see slide 62 for details); * adjusted for the bonus element of the rights issue*

Altadis Integration

considerable achievements

- Completed all European consultations
- Progressing implementation of projects
- Integrated sales and marketing teams
- Good progress on manufacturing
- Delivered cumulative synergies of €82m
- Leveraging brand and product portfolio

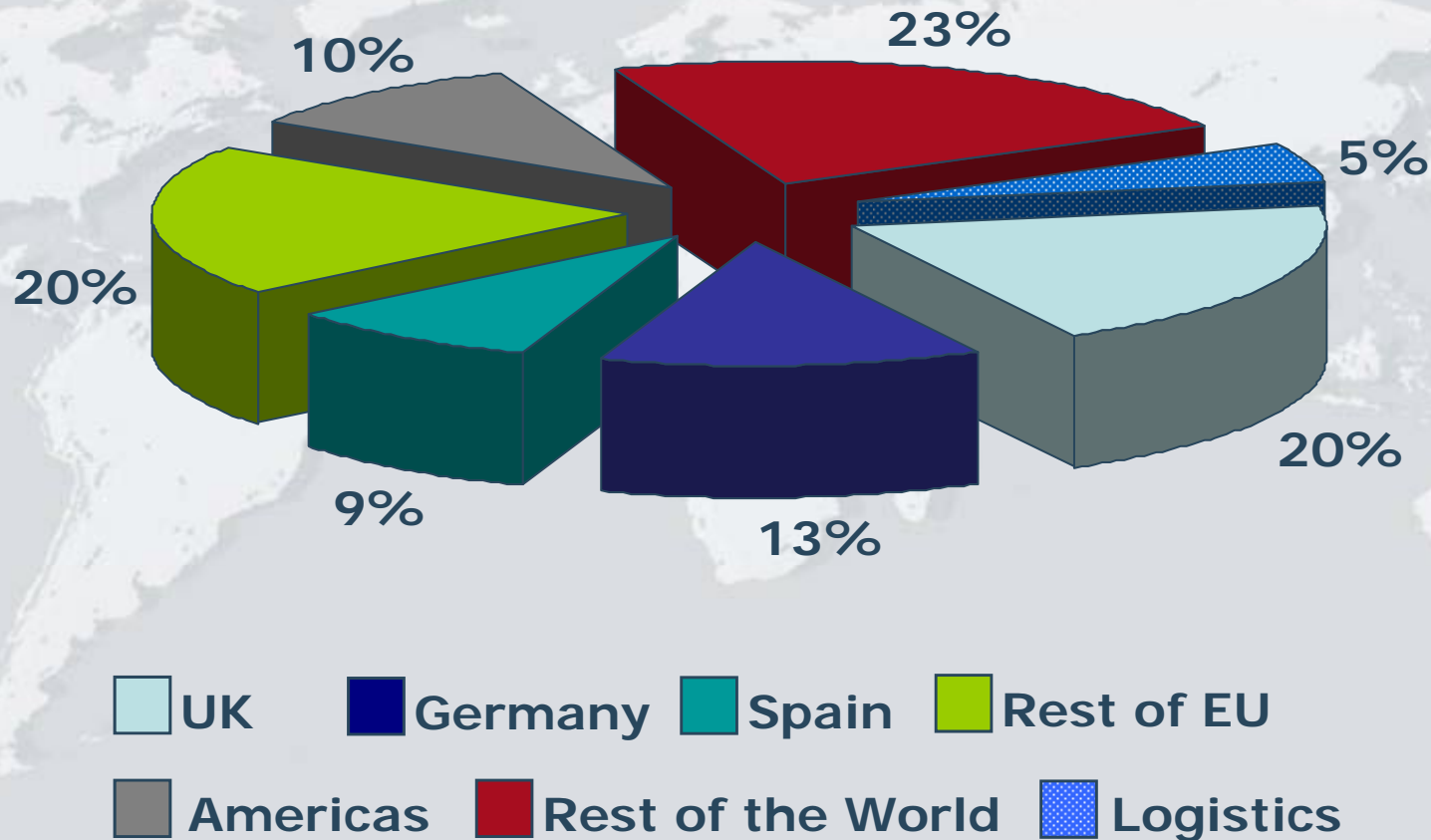
Alison Cooper

Chief Operating Officer

Our New Footprint

HY09: profit up 49% to £1.4bn

Profit from operations



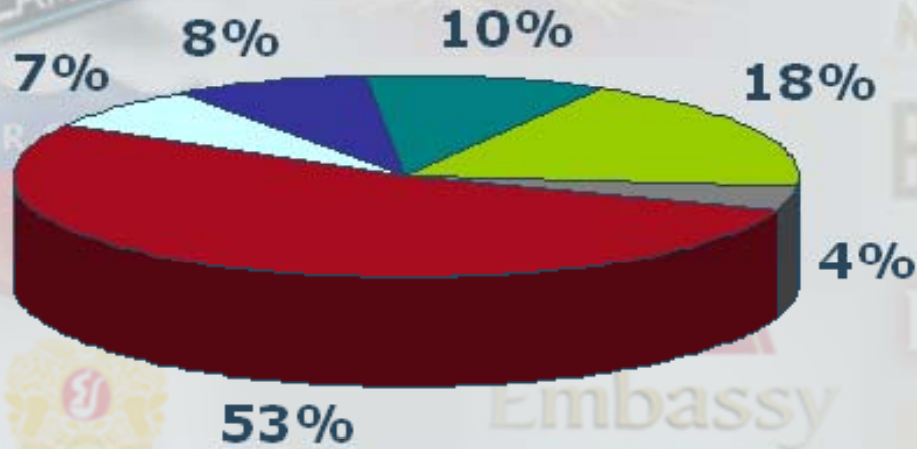
Note: Results are adjusted and presented on our usual basis

Cigarette Portfolio

HY09: volumes up 25% to 152bn

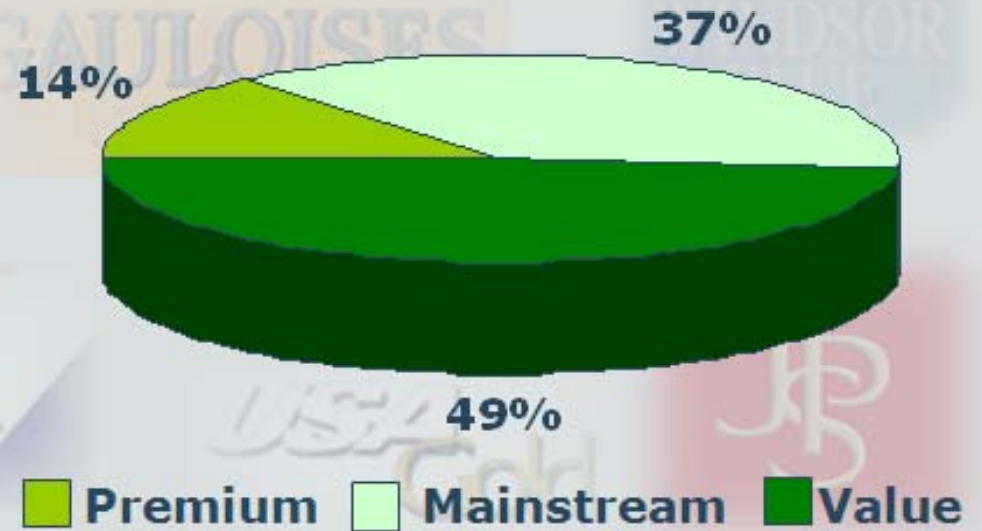


By region



- UK
- Germany
- Spain
- Rest of EU
- Americas
- Rest of the World

By price segment



- Premium
- Mainstream
- Value

Focus on Driving Growth



- **Brand and product portfolio with value strength**
- **Sales focus underpinned by cost efficiency**
- **Manufacturing standardisation**
- **Local market approach within Group framework**
- **Portfolio alignment with consumer preferences**

Focus on Driving Growth

HY09 operational highlights



- **UK: launch of new value brand JPS Silver**
- **Germany: further increases from JPS**
- **Spain and France: good performances in blonde**
- **USA: cigarette and fine cut tobacco shares up**
- **Africa & ME: strong brand and share growth**
- **Eastern Europe: volume and profit gains**
- **Asia: improved financial performance**

Tobacco



UK *clear market leader*

20% of
Adjusted
Profit from
Operations



- **Cigarette market decline of 2%**
- **Fine cut tobacco market up 15%**
- **April Budget increase of 7p**
- **Price increase in January**
- **JPS Silver success**
- **Richmond share growth**
- **L&B strength**
- **GV volume gains**

Net Revenue: £418m (-3%)
Profit from ops: £276m (-5%)
Cigarette vols: 9.8bn (-9%)
Cigarette share: 45.5% (46.1%)
FCT vols: 1,200t (+4%)
FCT share: 58.7% (62.2%)

Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis

Germany

further JPS cigarette gains

13% of
Adjusted
Profit from
Operations



- **Cigarette market decline of 3%**
- **Low price sector growth to 27%**
- **JPS cigarette share gains to 8.4%**
- **Premium brands performed well**
- **West stabilising**
- **Route 66 OTP gains**
- **June price increase**
- **Minimum pack: 17 to 19**

Net Revenue: £376m (+32%)
Profit from ops: £183m (+48%)
Cigarette vols: 11.5bn (+11%)
Cigarette share: 27.3% (27.5%)
FCT vols: 2,650t (+26%)
OTP share: 20.0% (20.1%)

Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis

Spain

good domestic performance

9% of Tobacco
Adjusted
Profit from
Operations



- **Cigarette market down 5%**

- **January price increase**

- **Fortuna stable at 11.9%**

- **Further Nobel growth**

- **Ducados Rubio up**

- **FCT volume gains**

- **Cigar economic impact**

Net Revenue: £298m (+>100%)

Profit from ops: £126m (+>100%)

Cigarette vols: 15.8bn (+>100%)

Cigarette share: 36.8% (37.5%)

FCT vols: 1,000t (+100%)

FCT share: 45.8% (49.4%)

Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis

Rest of European Union *cigarette share gains*

20% of
Adjusted
Profit from
Operations



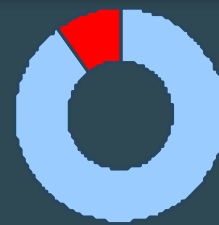
- **Regional cigarette market volumes down 7%**
 - main impact from market declines in Poland and Czech
- **France: JPS, Fortuna and Gauloises Blondes growth**
- **Netherlands: JPS improved our share to 13.4%**
- **Greece: strong Davidoff performance**
- **Austria: JPS gains lift share to 17.4%**
- **Czech: share up to 13.8%**
- **Good snus performance**

Net Revenue: £708m (+34%)
Profit from ops: £272m (+30%)
Cigarette vols: 27.2bn (+11%)
FCT vols: 5,850t (-3%)*

*Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis; * adjusted for divested brands*

Americas USA

10% of
Adjusted
Profit from
Operations



- **Cigarette market decline of 3%**
- **January and March price increases**
- **Cigarette destocking in advance of FET increases**
- **USA Gold stable and Sonoma gains**
- **FCT share growth**
- **Cigar: strong first half**
 - pricing
 - premium gains
 - advance sales

Net Revenue: £443m (+>100%)

Profit from ops: £141m (+>100%)

Cigarette vols: 6.7bn (0%)

USA cig share: 4.3% (4.1%)

USA FCT vols: 450t (+>100%)

USA FCT share: 9.0% (3.4%)

Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis

Rest of the World *another strong performance*

23% of
Adjusted
Profit from
Operations



- **Africa & Middle East: volume, profit and share gains**
 - Davidoff, Gauloises, Fine and Gitanes all up
- **Eastern Europe: profit and volume growth**
- **Australia: strengthening competitive position**
- **New Zealand: cigarette and FCT share increased**
- **Asia: improved financial performance**
- **Habanos cigars**
 - economic impact
 - pricing benefit

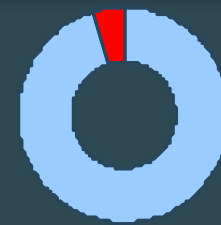
Net Revenue: £1,009m (+72%)

Profit from ops: £303m (+79%)

Cigarette vols: 80.5bn (+29%)

FCT vols: 1,000t (0%)

Note: Results are adjusted and presented on our usual basis; Imperial estimates and definitions; Volume comparatives include Altadis from acquisition date; Share comparatives based on full six months of Altadis



■ Tobacco logistics

- good performance in Italy
- France ahead of expectations
- volume weakness in Spain
- Logista contract renewal

■ Other logistics

- economic impact, particularly Spain
- cost saving initiatives implemented

Imperial Tobacco

H2 2009 operational outlook



- **UK: anticipate a stronger second half**
- **Germany: price increases across portfolio**
- **Spain: seasonal uplift and integrated sales team**
- **Rest of EU: domestic progress but challenges remain**
- **USA: well positioned brand and product portfolio**
- **Rest of the World: maintaining growth momentum**
- **Logistics: benefit of cost saving initiatives**

Bob Dyrbus

Finance Director

Group Results



(£m)	Adjusted results			As reported
	HY09	HY08	% Change	HY09
Tobacco net revenue	3,252	2,126	+53	
Logistics distribution fees	467	159	+ >100	
Tobacco profit from operations	1,301	897	+45	1,139
<i>Operating margin %</i>	40.0	42.2		
Logistics profit from operations	78	28	+ >100	10
<i>Distribution margin %</i>	16.7	17.6		
Eliminations	(10)	(7)		(10)
Profit from operations	1,369	918	+49	1,139
Interest	371	238	+56	
<i>Tax rate %</i>	26.5	26.5		22.8
EPS	71.8p	62.9p*	+14	(14.7p)

Note: Results are adjusted and presented on our usual basis; * adjusted for bonus element of rights issue

Reconciliation: Reported to Adjusted



	Reported HY09	Amortisation of acquired intangibles	Fair value gains & losses on derivatives	Post employment net financing	Restructur- ing costs	Adjusted HY09
Profit from operations	1,139	224	0	0	6	1,369
Finance costs	(1,323)	0	937	15	0	(371)
Profit before tax	(184)	224	937	15	6	998
Tax	42	(37)	(262)	(5)	(2)	(264)
Profit after tax	(142)	187	675	10	4	734
Minority interest	(7)					(7)
Earnings attributable	(149)	187	675	10	4	727
EPS (p)	(14.7)	18.5	66.6	1.0	0.4	71.8

Note: Results are adjusted and presented on our usual basis

Tobacco

HY09 regional net revenue analysis



(£m)	HY09			HY08		% Change	
	Actual ⁽¹⁾	FX	Constant ⁽²⁾	Actual ⁽¹⁾	Constant ⁽²⁾		
UK	418	0	418	430	-3	-3	
Germany	376	59	317	285	+32	+11	
Spain	298	49	249	113	+ > 100	+ > 100	
Rest of EU	708	105	603	530	+34	+14	
Americas	443	109	334	181	+ > 100	+85	
Rest of World	1,009	144	865	587	+72	+47	
Total	3,252	466	2,786	2,126	+53	+31	

Note: ⁽¹⁾ based on average exchange rates for six months ended 31 March 2009; ⁽²⁾ assumes that average exchange rates in HY09 were the same as in HY08.

Tobacco

HY09 regional profit analysis



(£m)	HY09			HY08		% Change	
	Actual ⁽¹⁾	FX	Constant ⁽²⁾	Actual ⁽¹⁾	Constant ⁽²⁾		
UK	276	(4)	280	291	-5	-4	
Germany	183	28	155	124	+48	+25	
Spain	126	22	104	40	+ > 100	+ > 100	
Rest of EU	272	41	231	210	+30	+10	
Americas	141	28	113	63	+ > 100	+79	
Rest of World	303	58	245	169	+79	+45	
Total	1,301	173	1,128	897	+45	+26	

Note: ⁽¹⁾ based on average exchange rates for six months ended 31 March 2009; ⁽²⁾ assumes that average exchange rates in HY09 were the same as in HY08. Results are adjusted and presented on our usual basis

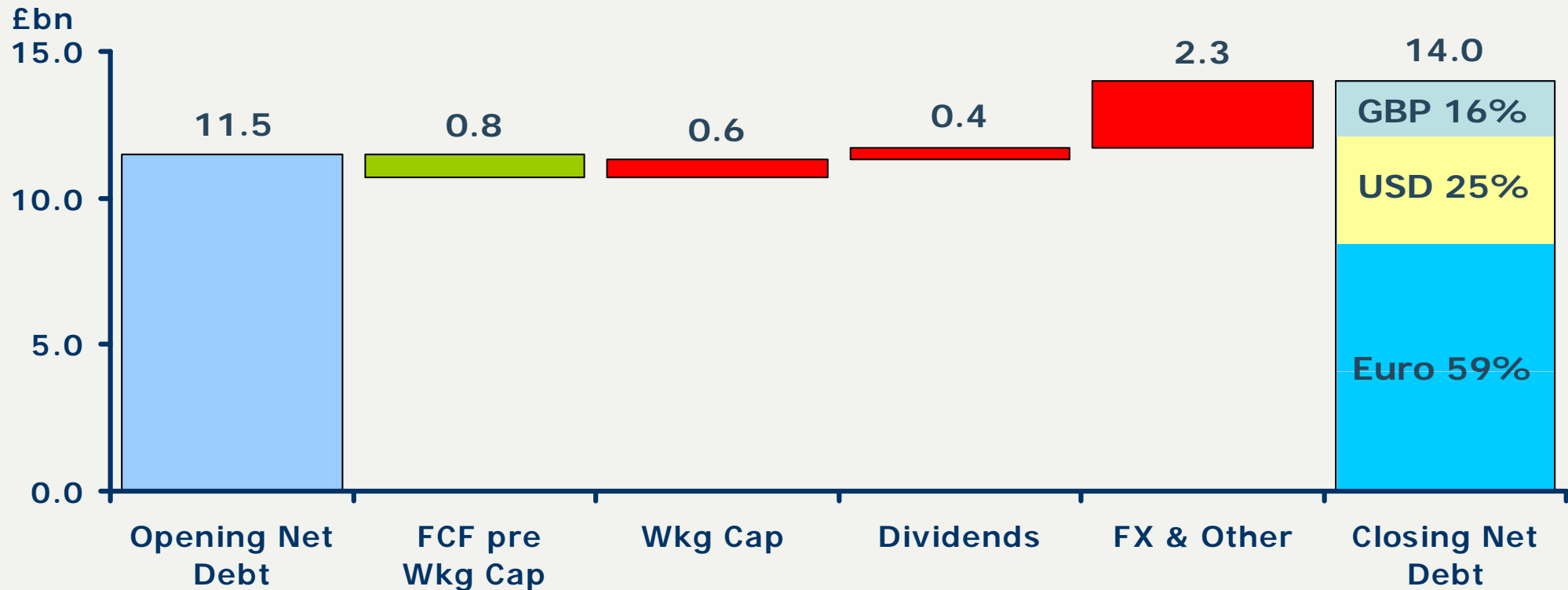
(£m)	HY09			HY08	% Change	
	Actual ⁽¹⁾	FX	Constant ⁽²⁾		Actual ⁽¹⁾	Constant ⁽²⁾
Distribution fees	467	73	394	159	+ > 100	+ > 100
Profit from operations	78	12	66	28	+ > 100	+ > 100
Operating margin %	16.7		16.8	17.6		

Note: ⁽¹⁾ based on average exchange rates for six months ended 31 March 2009; ⁽²⁾ assumes that average exchange rates in HY09 were the same as in HY08. Results are adjusted and presented on our usual basis

- **Pre-tax operating cash flows**
 - HY09: £803m (HY08: £295m)
- **Tax paid £228m (HY08: £86m)**
- **Net interest paid £315m (HY08: £240m)**
- **Total restructuring charge £6m**
- **Gross capex £112m (HY08: £97m)**
- **Sale of fixed assets £40m**

Net Debt

adjusted net debt movement



Average level of net debt £13.5bn (HY08: £8.9bn)

Note: Adjusted debt figures exclude accrued interest and fair value gains and losses on derivatives providing commercial cash flow hedges and finance lease liabilities

- February bond issues c.£2.3bn
- Committed facilities in place c.£16bn
- Average all in cost of debt 5.5% (HY08: 5.4%)
- Net interest charge £371m (HY08: £238m)
 - derivatives fair value net losses £937m (HY08: £166m)
 - other net finance costs: £15m (HY08: gains £25m)
- Adjusted interest cover 3.7x (HY08: 3.9x)

Imperial Tobacco Outlook



- Resilient but not immune from current climate
- Capitalising on downtrading
- Growth in premium cigarette brands
- Focus on improving our fine cut tobacco position
- Cigar cost and portfolio management
- Managing inflationary pressures on leaf costs
- Strength of portfolio and geographic footprint



Half Yearly Results

12 May 2009

Imperial Tobacco Group PLC

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Financial

HY09 Income Statement



(£m)	HY09	HY08	Change %
Revenue	12,420	8,056	+54
Adjusted profit from operations	1,369	918	+49
Acquisition accounting adjustments	-	(117)	
Amortisation of acquired intangibles	(224)	(96)	
Restructuring Costs	(6)	-	
Net finance costs**	(1,323)	(379)	
Profit before tax	(184)	326	
Tax	42	(86)	
Profit after tax	(142)	240	
Minority interests	(7)	(7)	
Basic EPS	(14.7)p	30.1p*	
Adjusted EPS	71.8p	62.9p*	+14

Note: *HY08 has been adjusted for the bonus element of the rights issue of 1.1509 to ensure consistency; **including fair value losses on derivatives

Main Foreign Currencies



£1 =	Average		Closing	
	HY09	HY08	HY09	HY08
Euro	1.1521	1.3665	1.0796	1.2557
US dollar	1.5038	2.0135	1.4330	1.9870

Balance Sheet

31 March 2009



(£m)		HY09	HY08
Non-current assets:	tangible	2,757	2,935
	intangible	23,182	19,603
Current assets:	inventories	3,713	3,092
	other	4,075	4,528
Current liabilities		(8,094)	(16,704)
Non-current liabilities		(19,473)	(11,565)
Net assets		6,160	1,889

HY09 Cash Flow



(£m)	HY09	HY08
Cash flows from operating activities pre tax	803	295
Tax paid	(228)	(86)
Cash flows from operating activities	575	209
Net capex (includes software)	(72)	(89)
Net acquisitions (businesses and trademarks)	(46)	(8,851)
ESOT	1	(22)
Dividends paid (inc. minority interests)	(435)	(330)
Net interest paid	(315)	(240)
Net cash flow	(292)	(9,323)
Opening net debt	(11,687)	(4,888)
Closing net debt before non-cash movements	(11,979)	(14,211)
Non-cash movements		
Debt acquired with subsidiary	-	(1,828)
Exchange movement	(1,755)	(1,084)
Interest accretion and derivative fair value adjustments	(1,480)	(14)
Closing Net Debt after non-cash adjustments	(15,214)	(17,137)

Net Finance Costs



(£m)	HY09	HY08
Net finance costs	1,323	379
Adjusted for:		
- expected return on retirement benefit assets	91	112
- interest on retirement benefit liabilities	(100)	(87)
- unwind of discount on social plan	(6)	-
- fair value net loss on derivatives	(937)	(166)
Adjusted net finance costs	371	238

Cash Conversion



(£m)	HY09	HY08
Net cash flow from operating activities	575	209
Tax	228	86
Net capex	(72)	(89)
Cash flow post capex pre interest & tax	731	206
Adjusted profit from operations	1,369	918
Cash conversion	53%	22%
Working capital outflow	(597)	(557)

Net Debt Reconciliation



(£m)	Reported HY09	Accrued interest	Fair value of derivatives	Finance lease creditors	Adjusted HY09
Opening net debt	(11,687)	158	(40)	26	(11,543)
Free cash flow	189			(1)	188
Dividends	(435)				(435)
Acquisitions and other	(46)				(46)
Accretion of interest	(28)	28			0
Change in fair values	(1,452)		1,032		(420)
Exchange movements	(1,755)	2		4	(1,749)
Closing net debt	(15,214)	188	992	29	(14,005)

Note: For further details on the methodology for adjustments please see Slide 62

Volumes

Cigarette Market Volumes

main markets



Billions sticks	HY09	HY08	% Change
Australia	23.2	23.4	-1
Czech Republic	18.2	29.4	-38
France	52.2	51.8	+1
Germany	82.6	85.3	-3
Morocco	14.4	14.6	-1
Poland	53.4	64.0	-17
Russia	354.4	353.4	-
Spain	81.0	85.0	-5
UK	44.2	45.2	-2
USA	338.6	349.2	-3

Note: annualised duty paid volumes for 6 months; Imperial estimates

HY09 Cigarette Volumes



Billions sticks	HY09	HY08
UK (exc PMI ⁽¹⁾)	9.8	10.8
Germany	11.5	10.4
Spain	15.8	6.4
Rest of European Union	27.2	24.6
Americas	6.7	6.7
<i>Asia & Australia</i>	8.9	9.3
<i>Eastern Europe</i>	36.1	32.4
<i>Africa & Middle East</i>	33.4	18.2
<i>Duty Free/Other</i>	2.1	2.2
Total Rest of the World	80.5	62.2
Total Group	151.5	121.1

Note: ⁽¹⁾ 1.7bn sales of PMI brands (HY08: 1.8bn); HY08 includes Altadis from acquisition date

HY09 Fine Cut Tobacco Volumes



Tonnes	HY09	HY08
UK	1,200	1,150
Germany	2,650	2,100
Spain	1,000	500
Rest of European Union	5,850	6,750
Americas	450	150
<i>Asia & Australia</i>	650	600
<i>Duty Free/Other</i>	350	400
Total Rest of the World	1,000	1,000
Total Group	12,150	11,650

Note: fine cut tobaccos are roll-your-own and make-your-own products. Rest of EU in HY08 includes 650 tonnes in relation to brands divestments; HY08 includes Altadis from acquisition date

HY09 Cigar Volumes

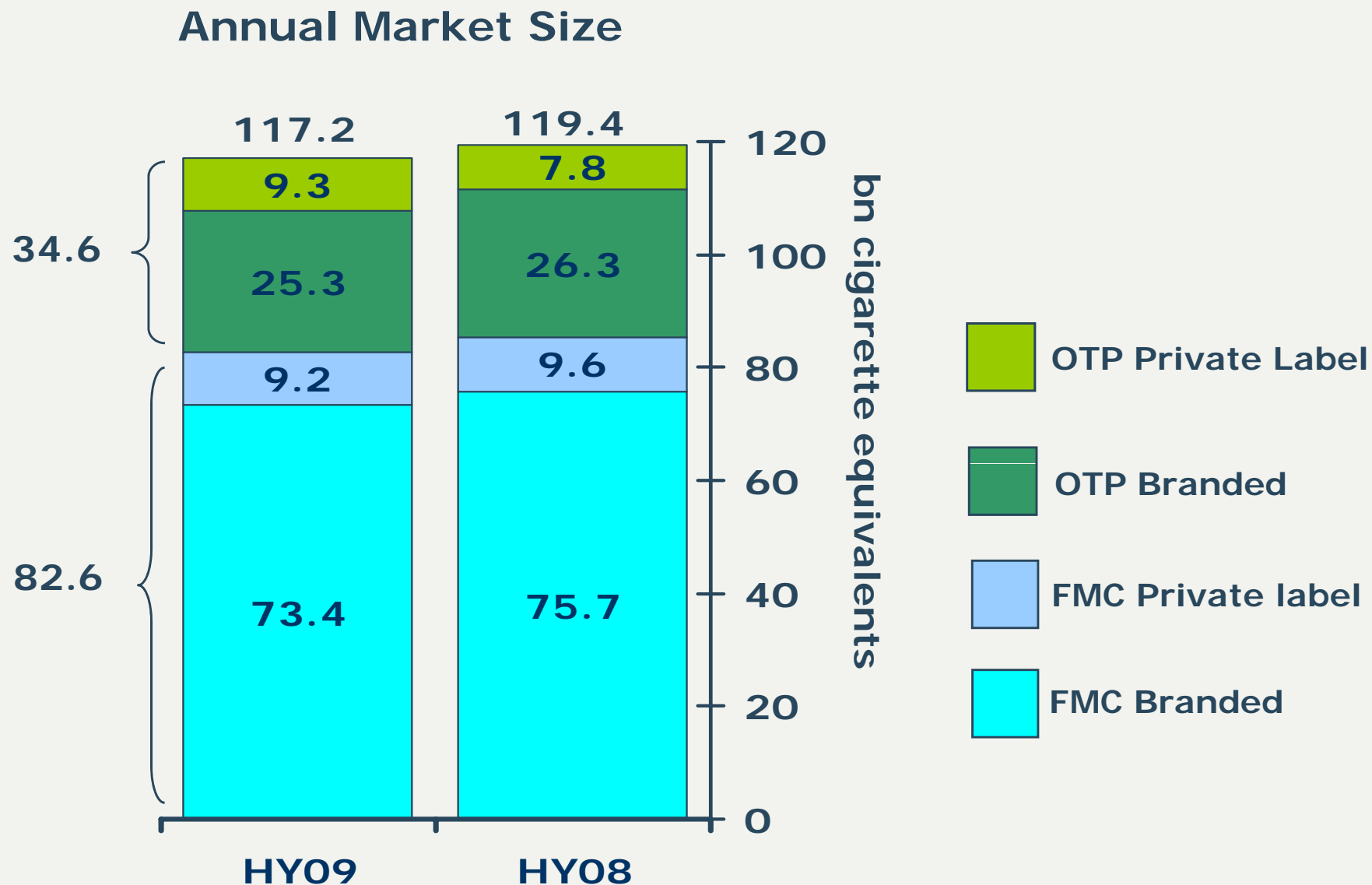


Millions	HY09	HY08
UK*	97	138
Germany	10	3
Spain	152	69
Rest of European Union	211	97
Americas	885	386
Total Rest of the World	44	27
Total Group	1,399	720

*Note: excludes eco-cigarillos; *Henri Wintermans distribution agreement terminated on 9 January 2009; HY08 includes Altadis from acquisition date*

Germany

HY09 market volumes



Note: Imperial estimates and definitions

Market Shares

Cigarette & FCT Brand Shares

UK and Germany



UK %	6 month average	
	HY09	HY08
<u>Cigarette</u>		
Total share	45.5	46.1
Lambert & Butler	15.6	16.6
Richmond	16.1	15.9
Superkings	3.4	3.7
Regal	2.9	3.1
Windsor Blue	2.7	2.8
Embassy	2.5	2.8
JPS Silver	0.9	-
<u>Fine cut tobacco</u>		
Total share	58.7	62.2
Golden Virginia	42.2	45.7
Drum	12.8	14.5
Gold Leaf	3.7	2.0

Germany %	6 month average	
	HY09	HY08
<u>Cigarette</u>		
Total share	27.3	27.5
JPS	8.4	7.7
West	6.0	6.5
Gauloises Blondes	5.5	5.5
R1	1.8	1.8
Davidoff	0.9	0.9
Route 66	0.2	0.2
<u>Other tobacco products</u>		
Total share	20.0	20.1*
West	3.1	3.5
JPS	7.9	8.8
Route 66	3.8	2.2

Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;
* restated for change in basis

Cigarette & FCT Brand Shares

Spain and France



Spain %	6 month average	
	HY09	HY08
<u>Cigarette</u>		
Total share	36.8	37.5
Fortuna	11.9	12.2
Ducados Negro	7.3	7.6
Ducados Rubio	6.7	6.1
Nobel	5.3	4.9
JPS	2.3	2.7
<u>Fine cut tobacco</u>		
Total share	45.8	49.4*
Golden Virginia	36.7	40.1
Drum	3.5	6.3

France %	6 month average	
	HY09	HY08
<u>Cigarette</u>		
Total share	28.9	29.3
Gauloises Blondes	6.0	5.9
News	5.3	5.2
Gauloises Brunnes	4.5	5.1
JPS	4.3	4.0
Fortuna	3.0	2.8
<u>Fine cut tobacco</u>		
Total share	22.8	24.9*
Drum	6.0	7.0
Gauloises	5.0	6.1
JPS	3.4	2.0

Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;
* excluding divested brands

Cigarette Market Shares

Rest of European Union



%	HY09	HY08
Austria	17.4	16.5
Belgium	16.0	16.8
Czech Republic	13.8	11.5
Finland	20.5	19.6[*]
Greece	10.9	10.1
Hungary	12.0	12.9
Ireland	25.8	26.6
Italy	2.5	2.8
Netherlands	13.4	13.2
Poland	24.1	25.7
Portugal	5.2	4.5
Slovakia	37.9	41.5
Slovenia	45.8	48.2

Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;

** restated due to change of source*

Fine Cut Tobacco Market Shares

Rest of European Union



%	HY09	HY08
Austria	21.8	25.6
Belgium	10.8	12.1[*]
Czech Republic	45.2	49.5
Finland	79.0	80.6
Greece	35.5	37.4
Hungary	45.9	37.3
Ireland	64.0	64.0
Italy	43.8	48.5^{**}
Netherlands	49.8	50.7
Poland	2.2	1.8
Portugal	8.6	17.2
Slovakia	32.9	34.4
Slovenia	60.1	54.2

*Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;
^{*} restated due to change of source; ^{**} excluding divested brands*

Cigarette & FCT Market Shares *Americas*



%	HY09	HY08
<u>Cigarette</u>		
USA	4.3	4.1*
USA Gold	2.5	2.5
Sonoma	1.6	1.5
Argentina	2.6	2.4
<u>Fine cut tobacco</u>		
USA	9.0	3.4

*Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;
* restated due to change in approach*

Cigarette Market Shares

Rest of the World

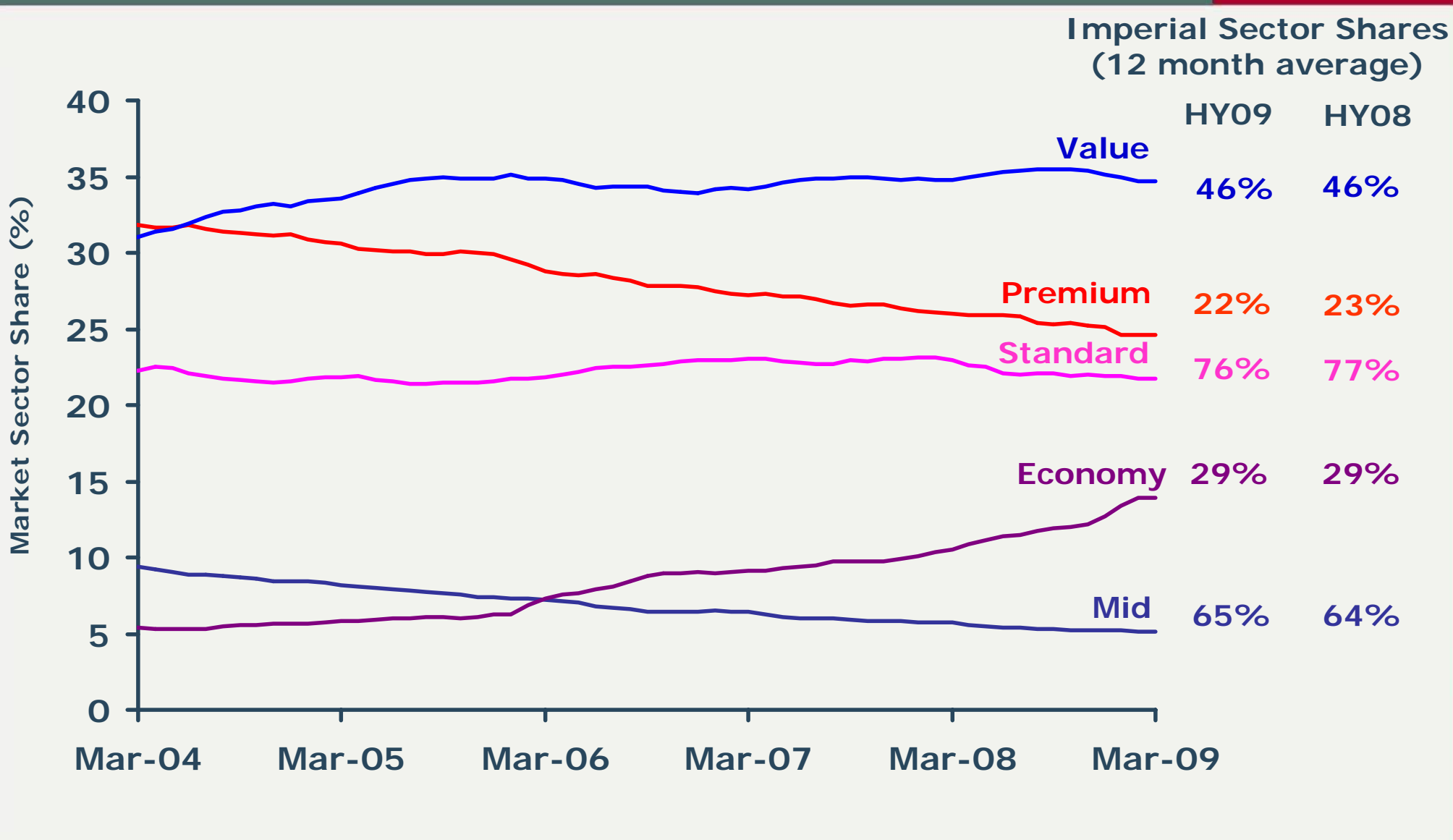


%	HY09	HY08
Australia	15.6	16.8
Azerbaijan	41.8	39.7
Cambodia	23.4	22.3
Ivory Coast	87.1	85.4
Lebanon	21.8	22.0
Madagascar	98.2	95.1
Morocco	85.6	88.0
Laos	88.6	87.4
New Zealand	18.8	17.9
Nigeria	6.2	6.0
Russia	10.2	11.2
Saudi Arabia	9.6	6.4*
Taiwan	9.4	10.0
Turkey	3.5	3.0
Ukraine	21.5	21.5
Vietnam	8.1	8.7

*Note: Imperial estimates; HY08 comparatives based on full six months of Altadis;
* restated due to change of source*

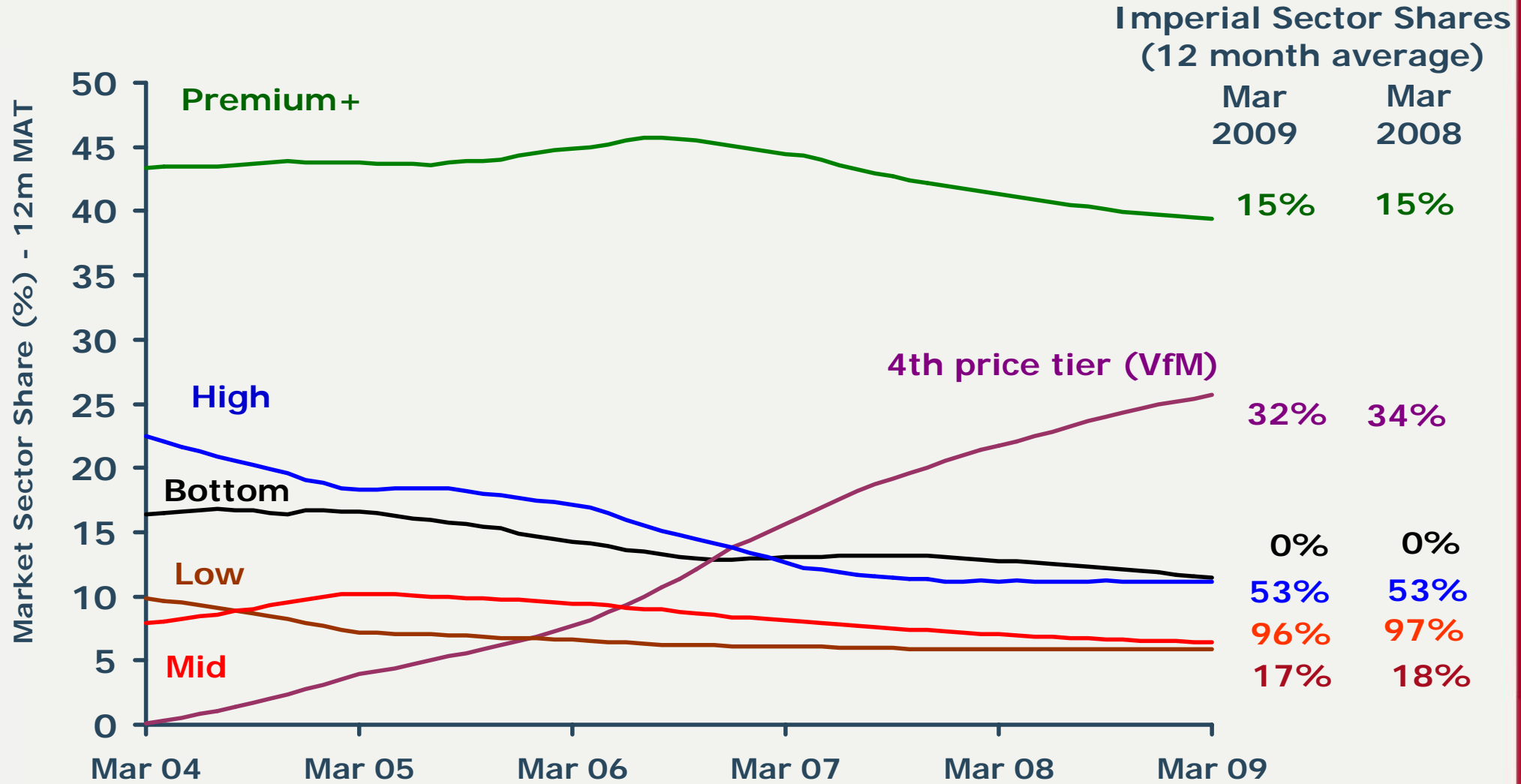
Miscellaneous

UK Cigarette Sector Trends



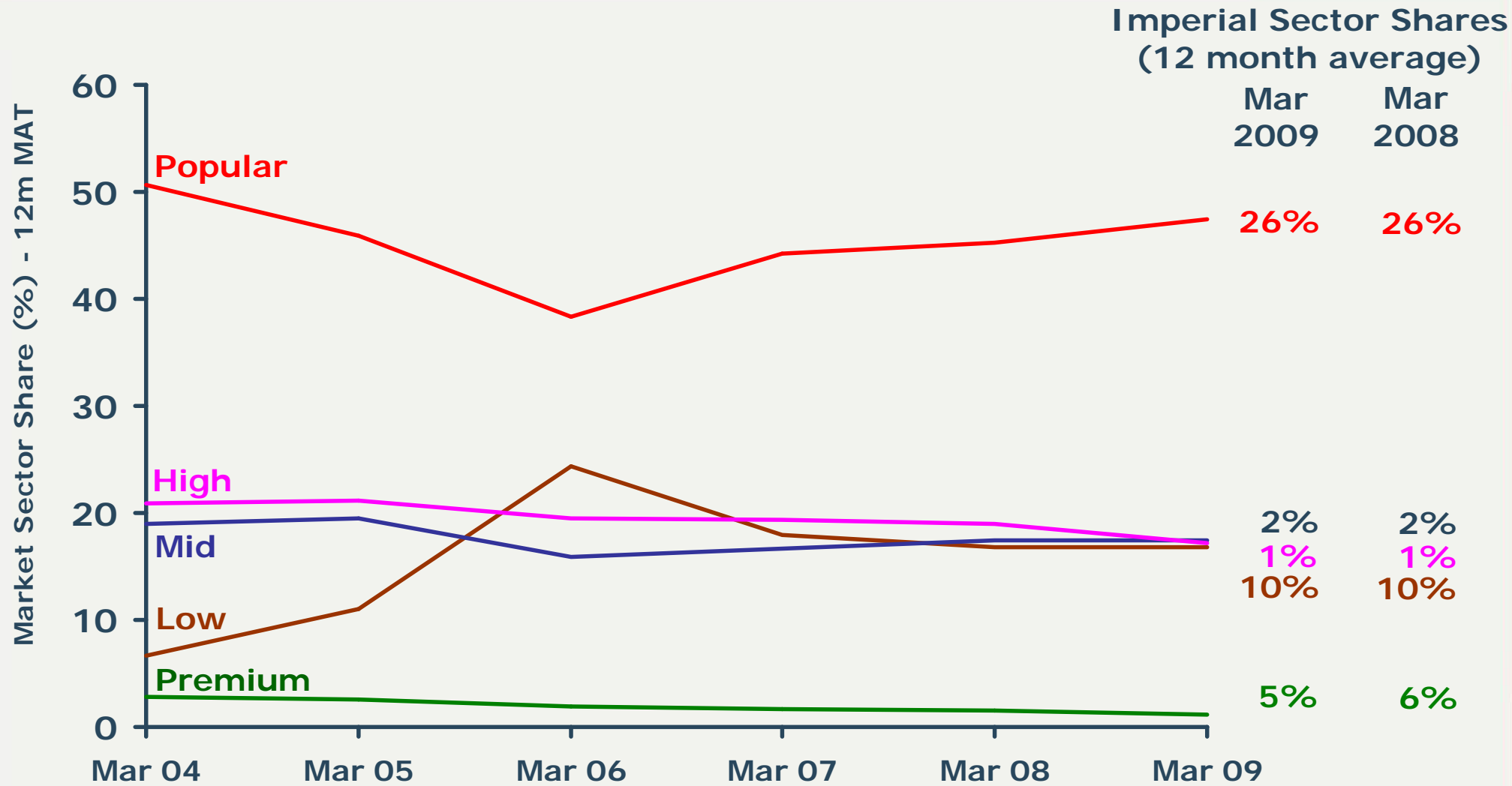
Note: Imperial estimates (excluding PMI and private label)

Germany Cigarette Sector Trends



Note: Imperial estimates

Spain Cigarette Sector Trends



Note: Imperial estimates

Senior Bank Facilities

31 March 2009



Amount	Description	Maturity date	£m equiv.	Margin
€3,000m	Committed 3 Year Term Loan Facility	Jul-10	2,778	0.675%
\$2,000m	Committed 3 Year Revolving Credit Facility	Jul-10	1,396	0.675%
£621m	Committed 3 Year Revolving Credit Facility	Jul-10	621	0.675%
€580m	Committed 5 Year Term Loan Facility	Jul-12	537	0.725%
€3,798m	Committed 5 Year Revolving Credit Facility	Jul-12	3,517	0.725%
Total/Weighted Average			8,849	0.700%

Note: Amounts adjusted for Lehman Brothers collapse

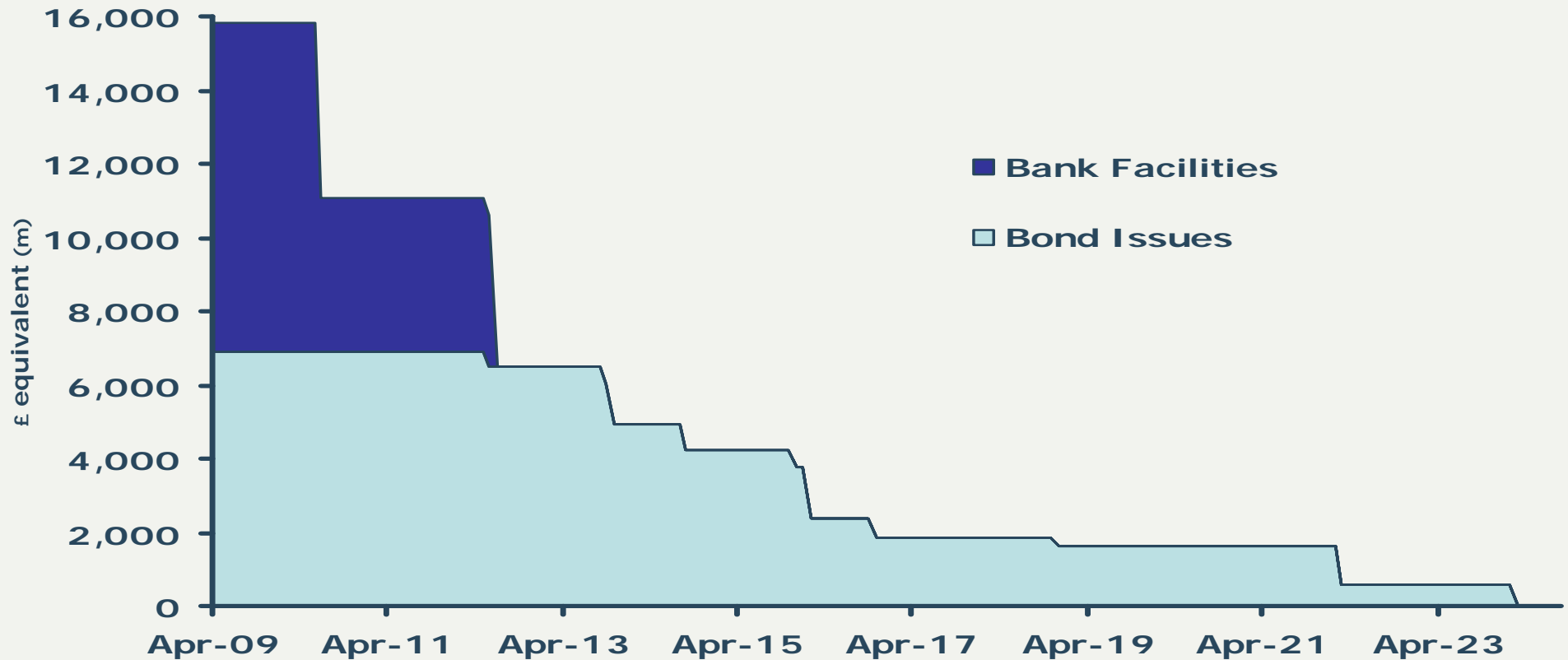
Bond Issues

31 March 2009



Amount	Issuer	Coupon	Issue Date	Maturity Date	£m equiv.	Margin
£350m	Imperial Tobacco Finance PLC	6.875%	Jun-02	Jun-12	512	1.3%
€500m	Altadis Finance BV	5.125%	Oct-03	Oct-13	463	0.8%
€1,200m	Imperial Tobacco Finance PLC	4.375%	Nov-06	Nov-13	1,112	0.6%
€750m	Imperial Tobacco Finance PLC	7.250%	Sep-08	Sep-14	695	2.7%
€500m	Altadis Emisiones Financieras SAU	4.000%	Dec-05	Dec-15	463	0.6%
€1,500m	Imperial Tobacco Finance PLC	8.375%	Feb-09	Feb-16	1,389	5.0%
£450m	Imperial Tobacco Finance PLC	5.500%	Nov-06	Nov-16	620	0.6%
£200m	Imperial Tobacco Finance PLC	6.250%	Dec-03	Dec-18	271	1.1%
£1,000m	Imperial Tobacco Finance PLC	9.000%	Feb-09	Feb-22	1,000	5.0%
£600m	Imperial Tobacco Finance PLC	8.125%	Sep-08	Mar-24	600	3.2%
Total/Weighted Average					7,126	2.6%

Financing maturity profile at 31 March 2009



- 56% bank, 44% capital markets
- Facilities in place as at 31 March: c.£16bn
- \$600m US Dollar Bond matured on 1 April 2009
- Headroom as at 31 March c.£1.3bn

Basis of Results Presentation



Use of Adjusted Measures

Management believes that reporting adjusted measures provides a useful comparison of business performance and reflects the way in which the business is controlled. Accordingly, adjusted measures of profit from operations, net finance costs, profit before tax, taxation, attributable earnings and earnings per share exclude, where applicable, amortisation of acquired intangibles, restructuring costs, post-employment benefits net financing income or expense, fair value gains and losses on derivative financial instruments in respect of commercially effective hedges, one-off acquisition accounting adjustments, brand divestment gains and related taxation effects. Reconciliations between adjusted and reported measures are included in our published financial statements. Adjusted measures are not defined terms under IFRS and may not be comparable with similarly titled measures reported by other companies.

ITG also uses the following non-GAPP measures in presenting its results:

Net Revenue

Net revenue comprises the Tobacco segment revenue less duty and similar items. Management considers this an important measure in assessing the profitability of Tobacco operations.

Distribution Fees

Distribution fees comprises the Logistics segment revenue excluding the cost of distributed products. Management considers this an important measure in assessing the profitability of Logistics operations.

Adjusted Net Debt

Management monitors the Group's borrowing levels using adjusted net debt which excludes interest accruals, the fair value of derivative financial instruments providing commercial cashflow hedges and finance lease liabilities.

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