

Appendices Q3 2007/2008 (*)

Net sales split as at 31 march 2008 (€ million)

	March YTD 2006/07		March YTD 2007/08		Variation		Organic Growth		Group Structure		Forex impact	
Wines & Spirits France	494	10%	524	10%	29	6%	31	6%	(2)	0%	(0)	0%
Wines & Spirits Europe excl. France	1 608	33%	1 695	34%	86	5%	124	8%	(15)	-1%	(22)	-1%
Wines & Spirits Americas	1 331	27%	1 280	25%	(51)	-4%	107	8%	(61)	-5%	(97)	-7%
Wines & Spirits Asia / Rest of the World	1 465	30%	1 593	31%	127	9%	183	13%	(1)	0%	(55)	-4%
Wines & Spirits World	4 898	100%	5 091	100%	192	4%	445	9%	(78)	-2%	(174)	-4%

	Q3 2006/07		Q3 2007/08		Variation		Organic Growth		Group Structure		Forex impact	
Wines & Spirits France	126	9%	127	9%	1	1%	3	2%	(1)	-1%	(0)	0%
Wines & Spirits Europe excl. France	434	31%	433	31%	(0)	0%	19	4%	(6)	-1%	(13)	-3%
Wines & Spirits Americas	346	25%	310	23%	(37)	-11%	15	5%	(16)	-5%	(36)	-11%
Wines & Spirits Asia / Rest of the World	485	35%	508	37%	23	5%	60	12%	(1)	0%	(36)	-7%
Wines & Spirits World	1 391	100%	1 378	100%	(13)	-1%	97	7%	(24)	-2%	(86)	-6%

Volume and organic growth of strategic brands

March YTD 2007/08	Volumes change	Net Sales organic growth
Chivas Regal	9%	11%
Ballantine's	9%	12%
Ricard	-1%	0%
Martell	5%	24%
Malibu	6%	12%
Kahlua	-3%	-3%
Jameson	14%	20%
Beefeater	1%	4%
Stolichnaya	10%	14%
Havana Club	14%	16%
The Glenlivet	12%	14%
Jacob's Creek	8%	12%
Mumm	12%	20%
Perrier Jouet	3%	14%
Montana	-5%	8%
15 Strategic Brands	6%	12%

(*) period from 1st July 2007 to 31st march 2008

Forex impact

		Forex impact (€ million)	% of total impact
US Dollar	USD	(99.2)	57.0%
Korean Won	KRW	(25.4)	14.6%
British Pound	GBP	(22.0)	12.6%
Chinese Yuan	CNY	(13.5)	7.7%
Mexican Peso	MXN	(12.2)	7.0%
Venezuelan Bolivar	VEB	2.2	-1.3%
Argentinian Peso	ARS	(5.1)	2.9%
Russian rouble	RUB	(5.0)	2.9%
Japanese Yen	JPY	(3.9)	2.2%
NZ Dollar	NZD	3.1	-1.8%
Australian Dollar	AUD	4.5	-2.6%
Brasilian Real	BRL	5.5	-3.1%
Thai Baht	THB	5.5	-3.2%
Other		(8.6)	
Total		(173.9)	100%

Group structure

	€ million
Disposal Seagram Coolers & Smooth USA	(14.9)
End of Copacking Agreement Fortune Brands	(16.1)
Disposal LDI USA	(22.6)
Disposal Rich & Rare	(16.3)
Disposal Beirao	(4.8)
Others	(3.5)
Group Structure	(78.3)