Pernod Ricard

Appendices 12 months 2006/07 (*)

Analysis of sales at June, 30th 2007 (€ millions)

	June, 30th 2006 (**) (12 months)		June, 30th 2007 (12 months)		Change		Organic growth, including bulk spirits sales		Organic growth, excluding bulk spirits sales	
Wine & Spirits France	654	11%	682	11%	28	4.2%	23	3.6%	23	3.6%
Wine & Spirits Europe	2 000	33%	2 091	32%	91	4.5%	120	6.3%	124	6.6%
Wine & Spirits Americas	1 694	28%	1 786	28%	92	5.4%	200	12.3%	186	11.6%
Wine & Spirits Asia/Rest of the world	1 717	28%	1 884	29%	166	9.7%	194	11.4%	194	11.4%
Total Group	**6 066**	**100%**	**6 443**	**100%**	**376**	**6.2%**	**536**	**9.1%**	**527**	**9.0%**

Analysis of sales for the 2nd semester 2007 (€ millions)

	June, 30th 2006 (**) (6 months)		June, 30th 2007 (6 months)		Change		Organic growth, including bulk spirits		Organic growth, excluding bulk spirits	
Wine & Spirits France	298	11%	314	11%	16	5.4%	17	5.7%	17	5.7%
Wine & Spirits Europe	864	31%	916	31%	52	6.0%	57	6.7%	74	9.0%
Wine & Spirits Americas	800	29%	802	27%	2	0.3%	72	9.3%	58	7.7%
Wine & Spirits Asia/Rest of the world	837	30%	904	31%	67	8.0%	89	10.8%	89	10.8%
Total Group	**2 798**	**100%**	**2 935**	**100%**	**137**	**4.9%**	**234**	**8.6%**	**237**	**8.8%**

Analysis of sales for the 4th quarter 2007 (€ millions)

	June, 30th 2006 (**) (3 months)		June, 30th 2007 (3 months)		Change		Organic growth, including bulk spirits		Organic growth, excluding bulk spirits	
Wine & Spirits France	173	12%	188	12%	15	8.8%	15	8.9%	15	8.9%
Wine & Spirits Europe	480	32%	482	31%	2	0.4%	2	0.5%	2	0.4%
Wine & Spirits Americas	433	29%	455	29%	23	5.3%	54	12.6%	55	13.1%
Wine & Spirits Asia/Rest of the world	410	27%	419	27%	8	2.0%	11	2.8%	11	2.8%
Total Group	**1 496**	**100%**	**1 544**	**100%**	**48**	**3.2%**	**83**	**5.5%**	**83**	**5.7%**

(**) € 13 million of AD sales reclassified between Americas and Europe

Detail of the Group structure impact	**M€**
AD brands - July 06	185
AD brands - July 05	(46)
Brands disposed and discontinued distribution	(129)
Group Structure impact	**10**

Detail of the Bulk sales variations	**change (M€)**
Scotch Whisky bulk sales	(4)
Canadian whisky bulk sales	13
including sale of Rich & Rare inventories	*11*
Other bulk spirits sales	1
Total movement in bulk spirits sales	**10**

Strategic brands volume and organic growth

2007 12 months	Volume % change	Volume organic growth **	Net sales organic growth
Chivas Regal	4%	4%	6%
Ballantine's	11%	17%	22%
Ricard	2%	2%	3%
Martell	17%	17%	28%
Malibu	8%	11%	15%
Kahlua	4%	7%	12%
Jameson	11%	11%	18%
Beefeater	6%	10%	14%
Stolichnaya	18%	19%	21%
Havana Club	15%	15%	14%
The Glenlivet	15%	15%	16%
Jacob's Creek	5%	5%	4%
Mumm	3%	3%	6%
Perrier Jouet	15%	14%	21%
Montana	17%	18%	22%
15 Strategic brands	**8%**	**9%**	**13%**

** organic growth of volume measured from August to June for AD brands

Currency effect on Wine and Spirits	Currency effect 12 months sales	Currency effect %
US dollar and related currencies,	(95)	56%
MYR, HKD, CNY	(15)	9%
Australian Dollar	(4)	3%
New Zealand Dollar	(5)	3%
Indian Rupee	(9)	5%
Mexican Peso	(13)	8%
Japanese Yen	(8)	5%
South African Rand	(9)	5%
Canadian Dollar	(8)	5%
Other currencies	(4)	2%
TOTAL	**(170)**	**100%**

(*) period from 1st July 2006 to June, 30th 2007