



Pernod Ricard

Appendices Q1 2007/08 (*)

Net sales split as at 30 September 2007 (€ million)

	Q1 06/07		Q1 07/08		Variation		Organic growth		Forex impact		Perimeter impact	
Wines & Spirits France	150	10%	157	10%	7	5%	8	5%	0	0%	(0)	0%
Wines & Spirits Europe	458	32%	508	33%	50	11%	55	12%	(1)	0%	(5)	-1%
Wines & Spirits Americas	405	28%	393	25%	(13)	-3%	43	11%	(25)	-6%	(31)	-8%
Wines & Spirits Asia/Rest of the world	443	30%	498	32%	55	12%	58	13%	(3)	-1%	0	0%
Total Group	1 457	100%	1 557	100%	100	7%	164	12%	(28)	-2%	(36)	-2%

Volume and organic growth of strategic brands

Q1 2007/08	Volume growth	Organic sales growth
Chivas regal	19%	19%
Ballantine's	20%	22%
Ricard	-3%	-1%
Martell	20%	39%
Malibu	9%	13%
Kahlua	0%	5%
Jameson	18%	24%
Beefeater	4%	7%
Stolichnaya	3%	6%
Havana Club	18%	22%
The Glenlivet	10%	13%
Jacob's Creek	7%	10%
Mumm	12%	19%
Perrier Jouet	-5%	-6%
Montana	-11%	0%
15 Strategic brands	9%	16%

Forex impact

	Forex impact (M€)	% of total impact
US Dollar	USD (21.8)	77.4%
Venezuelan Bolivar	VEB (1.7)	6.0%
Mexican Peso	MXN (2.7)	9.4%
Korean Won	KRW (3.8)	13.5%
Japanese Yen	JPY (2.0)	7.1%
Chinese Yuan	CNY (2.0)	7.2%
New Zealand Dollar	NZD 2.3	-8.2%
Australian Dollar	AUD 2.0	-7.2%
Thai Baht	THB 3.4	-12.2%
Indian Roupie	INR 2.5	-9.0%
Other currencies	(4.5)	15.9%
TOTAL	(28.2)	100.0%

Perimeter impact

	M€
Disposal Seagram Coolers & Smooth USA	(7.1)
End of Copacking Agreement Fortune Brands	(8.3)
Disposal LDI USA	(4.7)
Disposal Rich & Rare	(14.6)
Others	(0.8)
Perimeter impact	(35.5)

(*) period from 1st July 2007 to 30th September 2007