



Appendices 12 months 2007/08 (*)

Net sales split as at 30 June 2008 (€ million)

	June YTD 2006/07		June YTD 2007/08		Variation		Organic Growth		Group Structure		Forex impact	
Wines & Spirits France	682	11%	711	11%	29	4%	31	5%	(2)	0%	(0)	0%
Wines & Spirits Europe excl. France	2 091	32%	2 171	33%	81	4%	140	7%	(23)	-1%	(36)	-2%
Wines & Spirits Americas	1 786	28%	1 700	26%	(87)	-5%	139	8%	(77)	-4%	(148)	-8%
Wines & Spirits Asia / Rest of the World	1 884	29%	2 007	30%	123	7%	237	13%	(2)	0%	(112)	-6%
Wines & Spirits World	6 443	100%	6 589	100%	146	2%	547	9%	(104)	-2%	(297)	-5%

	Q4 2006/07		Q4 2007/08		Variation		Organic Growth		Group Structure		Forex impact	
Wines & Spirits France	188	12%	187	12%	(1)	0%	(0)	0%	(0)	0%	(0)	0%
Wines & Spirits Europe excl. France	482	31%	477	32%	(6)	-1%	16	4%	(8)	-2%	(14)	-3%
Wines & Spirits Americas	455	29%	420	28%	(36)	-8%	32	7%	(17)	-4%	(51)	-11%
Wines & Spirits Asia / Rest of the World	419	27%	414	28%	(4)	-1%	54	13%	(1)	0%	(58)	-14%
Wines & Spirits World	1 544	100%	1 498	100%	(46)	-3%	103	7%	(26)	-2%	(123)	-8%

	HY2 2006/07		HY2 2007/08		Variation		Organic Growth		Group Structure		Forex impact	
Wines & Spirits France	314	11%	314	11%	1	0%	2	1%	(2)	-1%	(0)	0%
Wines & Spirits Europe excl. France	916	31%	910	32%	(6)	-1%	35	4%	(14)	-2%	(27)	-3%
Wines & Spirits Americas	802	27%	729	25%	(72)	-9%	48	6%	(33)	-4%	(88)	-11%
Wines & Spirits Asia / Rest of the World	904	31%	922	32%	19	2%	114	13%	(2)	0%	(94)	-10%
Wines & Spirits World	2 935	100%	2 876	100%	(60)	-2%	200	7%	(50)	-2%	(209)	-7%

Volume and organic growth of strategic brands

June YTD 2007/08	Volumes (Million of 9 litre cases)	Volumes change	Net Sales organic growth
Chivas Regal	4.5	10%	11%
Ballantine's	6.4	9%	11%
Ricard	5.6	-3%	-1%
Martell	1.6	2%	24%
Malibu	3.7	6%	10%
Kahlua	2.1	-4%	-5%
Jameson	2.6	15%	21%
Beefeater	2.4	1%	4%
Stolichnaya	3.4	9%	12%
Havana Club	3.2	15%	17%
The Glenlivet	0.6	10%	14%
Jacob's Creek	8.0	2%	6%
Mumm	0.7	11%	18%
Perrier Jouet	0.2	3%	14%
Montana	1.4	-2%	9%
15 Strategic Brands	46.3	5%	11%

(*) period from 1st July 2007 to 30th June 2008

Forex impact

		Forex impact (€ million)	% of total impact
US Dollar	USD	(145.3)	49.0%
Korean Won	KRW	(47.4)	16.0%
British Pound	GBP	(39.2)	13.2%
Chinese Yuan	CNY	(16.6)	5.6%
Mexican Peso	MXN	(16.2)	5.5%
Argentinian Peso	ARS	(7.7)	2.6%
Russian rouble	RUB	(7.0)	2.4%
South-African Rand	ZAR	(6.7)	2.3%
Japanese Yen	JPY	(3.8)	1.3%
Venezuelan Bolivar	VEB	(0.5)	0.2%
Australian Dollar	AUD	3.1	-1.0%
Polish Zloty	PLN	4.1	-1.4%
Brasilian Real	BRL	7.4	-2.5%
Other		(20.9)	
Total		(296.7)	100%

Group structure

	€ million
Disposal Seagram Coolers & Smooth USA	(22.0)
End of Copacking Agreement Fortune Brands	(20.2)
Disposal LDI USA	(30.9)
Disposal Rich & Rare	(16.7)
Disposal Beirao	(8.3)
Others	(6.3)
Group Structure	(104.4)