



Pernod Ricard

Appendices Q1 2006/07 (*)

Net sales split as at 30 September 2006 (€ million)

	Q1 05/06		Q1 06/07		Variation		Organic growth, excluding bulk spirits sales		Organic growth, including bulk spirits sales	
Wines & Spirits France	142	11%	150	10%	8	5%	1	0,6%	1	0,6%
Wines & Spirits Europe	436	33%	458	31%	22	5%	18	4,6%	12	3,2%
Wines & Spirits Americas	368	28%	405	28%	37	10%	6	1,7%	18	5,6%
Wines & Spirits Asia/Rest of the world	388	29%	443	30%	56	14%	38	10,0%	38	10,0%
Total Group	1 334	100%	1 457	100%	122	9,2%	62	5,1%	69	5,6%

	Forex impact		Perimeter impact		Bulk impact
Wines & Spirits France	0	0%	7	5%	0
Wines & Spirits Europe	0	0%	10	2%	-5
Wines & Spirits Americas	-13	-3%	31	8%	13
Wines & Spirits Asia/Rest of the world	-11	-3%	29	8%	0
Total Group	-24	-1,8%	78	5,8%	7

Volume and organic growth of strategic brands

Q1 2007	Variation in volume	Volume organic growth	Net sales organic growth
Chivas regal	-8%	-8%	-6%
Ballantine's	-11%	7%	27%
Ricard	-2%	-2%	-3%
Martell	16%	16%	22%
Malibu	-6%	1%	10%
Kahlua	-8%	3%	3%
Jameson	8%	8%	14%
Beefeater	-2%	12%	14%
Stolichnaya	16%	21%	25%
Havana Club	10%	10%	8%
The Glenlivet	4%	4%	4%
Jacob's Creek	-1%	-1%	-1%
Mumm	-7%	-8%	-3%
Perrier Jouet	-8%	-17%	2%
Montana	-2%	-5%	-8%
15 Strategic brands	-1%	2%	7%

Forex impact

	Forex impact Q1 2007	% forex impact
US Dollar and ass, MYR, HKD, CNY	-12	50%
Australian Dollar	-2	9%
New Zealand Dollar	-3	12%
Indian Roupie	-3	14%
Mexican Peso	-2	8%
Other currencies	0	-1%
TOTAL	-24	100%

(*) period from 1st July 2006 to 30th September 2006