

2005/2006 full-year sales:
€ 6,066 million, +68%

27 July 2006



Highlights

Very satisfactory ending of the Allied Domecq integration year

- Very good Q4 for original brands
 - Organic growth: **+5.1%** (excl. bulk spirits*)
 - Sales of 12 key brands: **+ 8%**
- Strong organic growth for the 12 months of the financial year: **+4.3%**
- Rapid and successful integration of AD brands

Upward revision of the 2005/06 underlying earnings per share guidance

- Cash flow from operations + disposals of assets on excellent terms and conditions

Significant reduction in net indebtedness at 30 June 2006

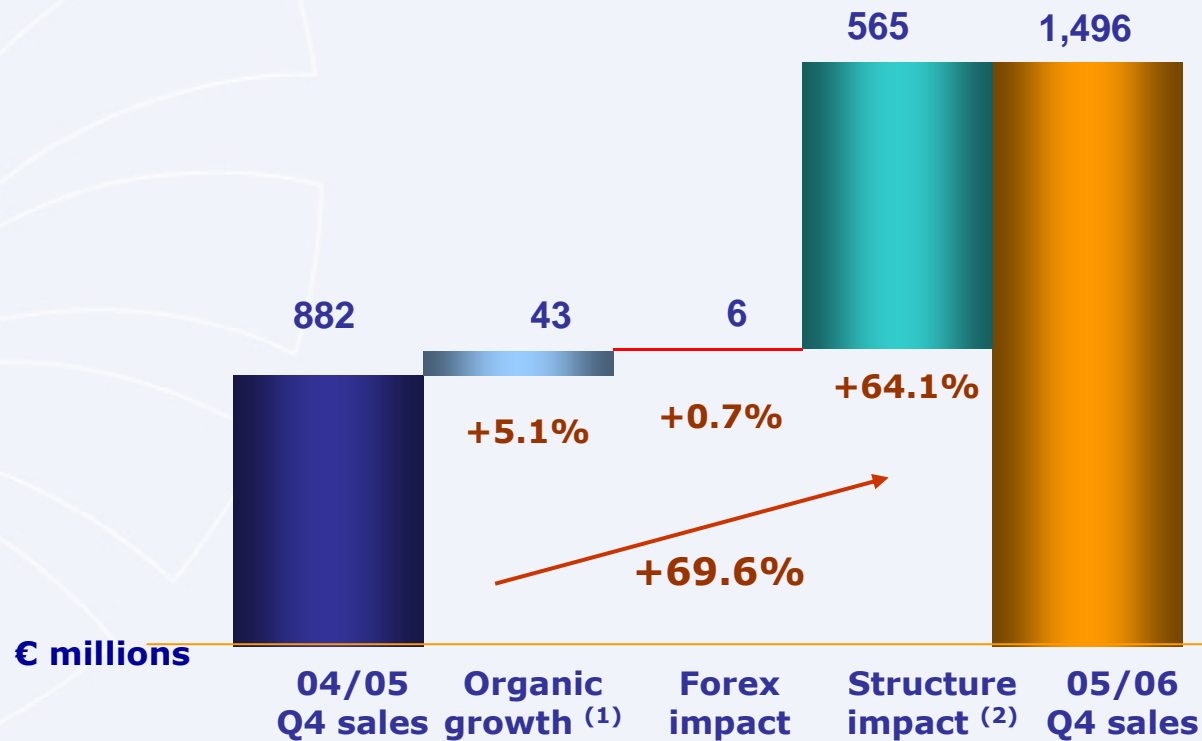
** All organic growth rates exclude variations of bulk spirits sales (impact €-30M)*



Focus on Quarter 4

Strong growth in original PR brands sales:

- ▶ Organic growth : **+5.1%**
(spirits **+5.5%**, wine **+3.5%**)
- ▶ Contribution by Allied Domecq brands: **€ 613 million**



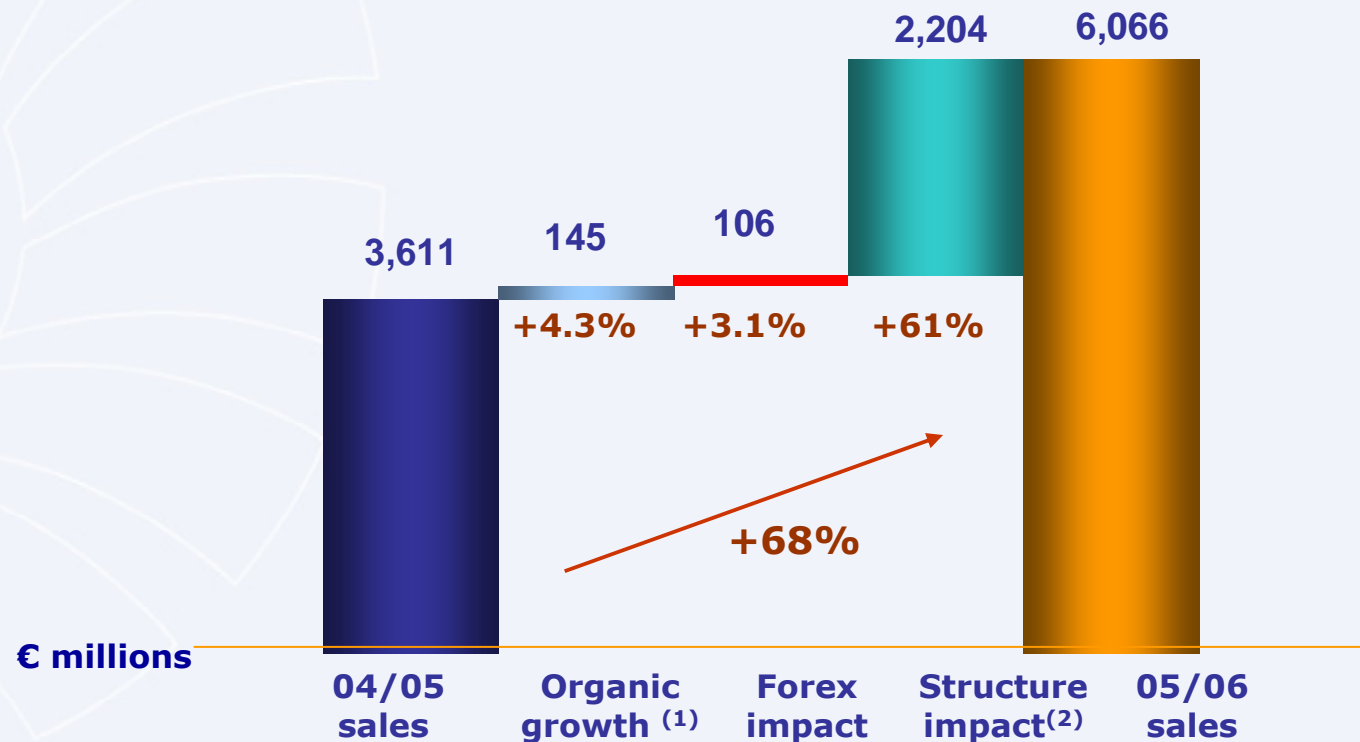
(1) Excluding impact of spirit bulk sales

(2) Including changes in spirit bulk sales



2005/06 full-year sales

- ▶ Organic growth: **+4.3%**, including **+5.3%** (spirits) and **-1.3%** (wine)
- ▶ Contribution by Allied Domecq brands (since 26 July 2005): **€ 2,390 million**
- ▶ Disposals (Bushmills, Larios, Seagram's vodka, Glen Grant...):
Impact on sales: **- € 155 million**



(1) Excluding impact of spirit bulk sales

(2) Including changes in spirit bulk sales



Original Pernod Ricard brands



Original Pernod Ricard brands

▶ Excellent Q4

- 12 key brand volumes: **+4%** ⇒ sales (organic growth): **+8%**
- Recovery by Ricard (stable), Ramazzotti (+10%), Jacob's Creek (+6%), Clan Campbell (+2%)

▶ Very strong growth by the Group's premium brands over the whole year:

	Volume	Sales*
– Chivas	+11%	+14%
– Martell	+11%	+21%
– Jameson	+12%	+15%
– The Glenlivet	+10%	+15%

⇒ Continuing dynamic growth in spite of the integration of AD: **+4.3%***

* Organic growth



Strong growth by premium brands



Chivas: 3.9 Mc9L

Vol.	H1	Q4	FY
	+13%	+15%	+11%

- ▶ Record-breaking Chivas sales > 3.9 million cases
- ▶ Europe: growing brand ⇒ good performance in Greece, France, Russia and the United Kingdom, offsetting slower sales in Spain, Italy and Germany
- ▶ Americas
 - USA: slight decline
 - 12 month depletions: -3%
 - NABCA 12 months: -2%
 - Nielsen 12 months: 0%
 - Dramatic Q4 growth (+51%) in Latin America (Venezuela, Central America and Brazil all experiencing growth)
- ▶ Asia: +23% full-year growth
 - Fast growth in China (+51%)
 - Double-digit growth on most markets (Hong Kong, Malaysia, Indonesia, Singapore, Vietnam, India)



Strong growth by premium brands

Martell: 1.3 Mc9L

Vol.	H1	Q4	FY
	+9%	+20%	+11%



- ▶ Accelerated growth of superior qualities (XO, Cordon Bleu, Noblige, VSOP)
- ▶ Doubling in Q4 of XO volumes, confirming its success 12 months after the launch
- ▶ Asia: remaining extremely dynamic (China, Malaysia, Singapore)
- ▶ Europe: slight decline over the year (UK, France, Spain and Italy), in spite of the strong recovery in Q4 Very strong growth in Russia and Ukraine
- ▶ USA: decline of VS, offset by the growth of superior qualities resulting in improved brand profitability



Strong growth by premium brands

Jameson: 2.1 Mc9L

Vol.	H1	Q4	FY
	+12%	+8%	+12%



- ▶ Sustained growth (+8%) in Europe, driven by Ireland, France and the United Kingdom
- ▶ USA: continuing remarkable performance
 - 12 month Depletions: +21%
 - 12 month NABCA: +20%
 - 12 month Nielsen: +21%
- ▶ Growth still very strong in South Africa (+43%, # 100 thousand cases)



Strong growth by premium brands

The Glenlivet: 0.46 Mc9L



Vol.	H1	Q4	FY
	+10%	+1%	+10%

- ▶ Growth in Europe driven by France and Duty Free, despite the slight decline in the United Kingdom
- ▶ USA: The Glenlivet out-performed the market in a growing category (single malt)
 - 12 month depletions: +7%
 - NABCA 12 months : +10%
 - Nielsen 12 months : +9%
- ▶ Remarkable growth in Asia (Taiwan and Japan)



Original Pernod Ricard brands

Ricard: 5.6 Mc9L

Vol.	H1	Q4	FY
	-5%	0%	-4%



- ▶ Continuing slight decline of the aniseed market in France over the fiscal year
 - IRI 12 month Panel Study on aniseeds: -1.8%
- ▶ Strong recovery in Q4
 - IRI Q4 on Panel Study Ricard: +5.4%



Original Pernod Ricard brands

Jacob's Creek: 7.5 Mc9L



Vol.	H1	Q4	FY
	0%	+6%	+1%

- ▶ Continuing growth in Q4 in Australia
- ▶ Recovery in the United Kingdom: brand stable over the 12-month period
- ▶ Decline in the US for the full year (depletions -5%) but recovery in Q4



Original Pernod Ricard brands

Havana Club: 2.4 Mc9L

Vol.	H1	Q4	FY
	+15%	+10%	+13%



▶ Europe

- Strong growth of the brand in Germany, France and the United Kingdom
- Decline in Italy

▶ Latin America: strong growth



ALLIED DOMEQ BRANDS



Allied Domecq brands

▶ In Q4

- As announced, Q4 brand performances were adversely affected by overstocking carried out by Allied Domecq in June 2005

▶ For the full year:

- Destocking and termination of sales generating parallel business
⇒ decline of a number of brands (Ballantine's, Beefeater, Kahlua)
- In spite of the integration, Malibu, Stolichnaya, Perrier-Jouët, Montana were highly dynamic



Allied Domecq key brands

Ballantine's: 5.3 Mc9L

Vol.	H1	H2	FY
	-11%	-12%	-12%



- ▶ Growth in France and Germany but decline in Spain and Italy
- ▶ Confirmation of brand potential in Central and Eastern Europe
- ▶ Favourable prospects in Asia for the premium quality range

Premium qualities already account for circa 45% of brand contribution



Allied Domecq key brands

Beefeater: 2.3 Mc9L

Vol.	H1	H2	FY
	-7%	-5%	-6%



- ▶ Return to volume growth in Spain (leading brand market)
 - Nielsen Spain 12 months: +2.6%
- ▶ USA: slight growth
 - 12 month Depletions: +2%
 - NABCA 12 months: +2%
 - Nielsen 12 months: -1%
- ▶ Strong growth in Russia and France



Allied Domecq key brands

Malibu: 3.3 Mc9L

Vol.	H1	H2	FY
	+3%	+1%	+2%



- ▶ Growth adversely affected by an unfavourable base for comparison (launch of “Flavors” the previous year)
- ▶ Strong growth in the US:
 - 12 month depletions: +9%
 - NABCA 12 months: +14%
 - Nielsen 12 months: +9%
- ▶ Firmness in Europe, in spite of a number of destocking sales:
 - Strong growth in France and Germany, decline in Spain and the United Kingdom
- ▶ Latin America:
 - Termination of low-price sales in Brazil
 - Termination of parallel business (Central America)



Allied Domecq key brands

Kahlua: 2.1 Mc9L

Vol.	H1	H2	FY
	-12%	-4%	-8%



▶ **Downturn in the US**

- 12 month depletions: -1%
- NABCA 12 months: -5%
- Nielsen 12 months: -3%

▶ **Growth in Europe (Germany) and Asia (Japan, Korea), but strong decline in Australia (technical impact of the takeover of distribution by Pernod Ricard)**



Allied Domecq key brands

Stolichnaya: 2.6 Mc9L

Vol.	H1	H2	FY
	+10%	+21%	+16%



- ▶ **Continuing strong growth on the US market**
 - Successful launch of the “Blueberi” flavoured version
 - 12 month depletions: +6%
 - NABCA 12 months: +9%
 - Nielsen 12 months: +8%
- ▶ **Promising brand development in Greece, the United Kingdom and Spain**



Allied Domecq key brands

Mumm, Perrier-Jouët, Montana

Volumes	H1	H2	FY
Mumm	-1%	-1%	-1%
Perrier-Jouët	-4%	+11%	+1%
Montana	+14%	-6%	+4%



- ▶ Good Q4 for Mumm in France
- ▶ Perrier-Jouët growth in the US and Japan
- ▶ Montana:
 - Depletions increase in the US
 - UK: Q4/05 trade-loading correction and decrease in discounts granted (Nielsen FY: +45%)
 - Very good performances in New Zealand

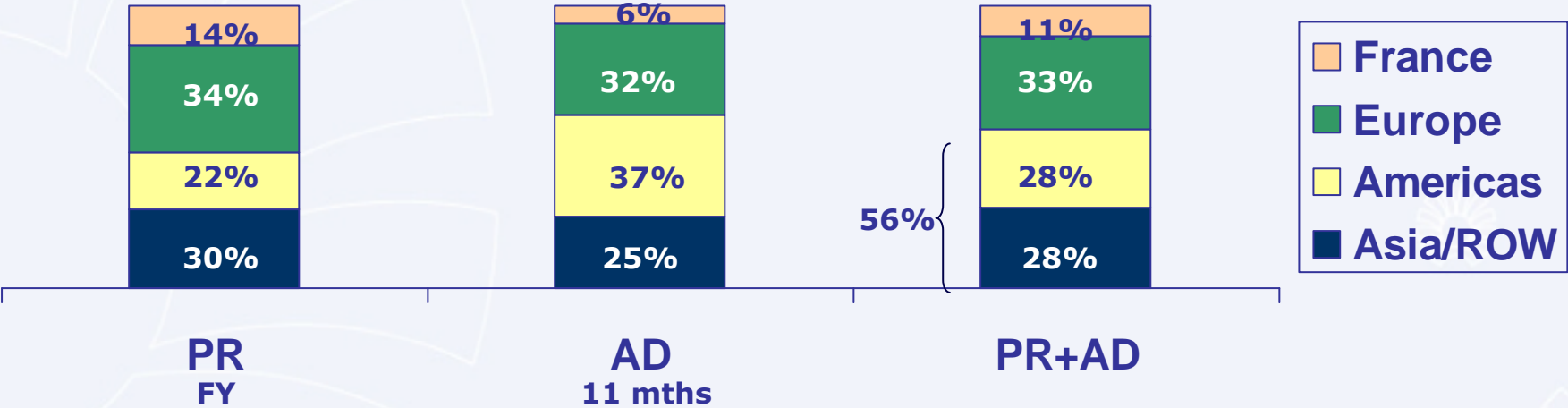


Analysis of net sales by region

Growth in all areas in Q4



Analysis of net sales by region



56% of sales in regions growing strongly (Americas, Asia/ROW)



Asia – Rest of World

€ millions	04/05	05/06	FY organic growth	Q4 organic growth	Structure impact
Net sales	977	1,717	+9.6%	+11.5%	+61.5%

▶ Asia:

- Strong growth driven by China, India, Malaysia, Duty Free
- Modest growth in Japan
- Continuing fall in Thailand (decline in Master Blend but an improvement in 100 Pipers)

▶ Rest of World:

- Stability in Australia thanks to premium wine and spirits, in spite of the sharp decline in “bag in box” sales
- Remarkable sales growth in South Africa



Americas

€ millions	04/05	05/06	FY organic growth	Q4 organic growth	Structure impact
Net sales	741	1,681	+6.7%	+5.6%	+113.8%

▶ USA: 12 month organic growth +4%

- Good performance in the US market despite the significant disruption brought about by the integration of AD brands:
 - PR spirits depletions: +3% (Jameson, The Glenlivet, Wild Turkey and Seagram's Gin continue to growth; decline of Chivas)
 - AD spirits depletions: +2%; Stolichnaya and Malibu on the increase; slight decline by Khalua
 - A more difficult situation for the PR wine portfolio (depletions: -6%)

▶ Central and South America: 12 month organic growth: +18%

- Continuing strong growth by Chivas and Something Special in Venezuela and Montilla in Brazil



Europe

€ millions	04/05	05/06	FY organic growth	Q4 organic growth	Structure impact
Net sales	1,330	2,014	+0.8%	+2.1%	+52.2%

- ▶ Weak growth for the full year, but a more favourable trend in Q4
- ▶ Excellent year in Russia, in spite of Q4 disruptions due to new tax provisions
- ▶ Satisfactory growth in Greece, Ireland and Scandinavia
- ▶ Contrasted position in Spain
- ▶ Difficult year in Italy and Germany (markets on a downward trend, unfavourable technical factors)



France

€ millions	04/05	05/06	FY organic growth	Q4 organic growth	Structure impact
Net sales	519	654	-1.1%	+0.5%	+27.3%

- ▶ **Pernod Ricard portfolio: improvement in Q4**
 - Ricard growth, both in terms of shipments and according to panel studies, but Pastis 51 experienced further decline
 - Continuing excellent performances by Chivas, Aberlour, Havana Club and Wyborowa

- ▶ **Very good full year performance by most AD brands, following the takeover of distribution by Pernod SA. (Ballantine's, Mumm) and Ricard SA. (Beefeater, Perrier-Jouët, Malibu, Kahlua, Stolichnaya)**



Conclusion and Outlook 1/2

12 months after the acquisition of AD, the stated objectives have been either met or exceeded

- ⇒ **Continuing strong growth for original Pernod Ricard brands**
- ⇒ **Successful integration of AD brands within the consolidated distribution network**

⇒ **Confidence in the dynamism of this portfolio for the coming months**

- ⇒ **Faster than planned synergy implementation**
- ⇒ **Integration costs lower than anticipated – all disposals were carried out on excellent terms and conditions**



Conclusion and Outlook 2/2

These excellent results are reflected in the following:

⇒ A significant reduction in net indebtedness:

circa € 6.3 billion at 30 June 2006, that is a € 3.6billion decrease since 26 July 2005

⇒ Upward revision* of the 2005/2006 guidance of underlying earnings** per share

between € 7.80 and € 8.00

* Previous guidance: "higher end of the € 7.25 to € 7.60 per share bracket"

** Earnings per share excluding non recurring items





Appendices



2005/06 FY sales

Sales split as at 30 juin 2006 (€ millions)

	30.06.05 12 months		30.06.06 12 months		Variation		Organic growth (excluding bulk impact)		Organic growth (including bulk impact)	
Wine & Spirits France	518.6	15%	654.3	11%	135.7	26%	-5.9	-1.1%	-5.9	-1.1%
Wine & Spirits Europe	1,330.0	37%	2,013.7	33%	683.7	51%	10.1	0.8%	-20.4	-1.6%
Wine & Spirits Americas	740.5	21%	1681.0	28%	940.4	127%	46.9	6.7%	46.9	6.7%
Wine & Spirits Asia/ROW	977.2	27%	1717.2	28%	740.0	76%	93.8	9.6%	93.8	9.6%
Total Wine & Spirits	3,566.4	99%	6,066.2	100%	2,499.9	70%	144.9	4.3%	114.4	3.3%
Total Other Business	45.0	1%	0.0	0%	-45.0	-100%	0.0	0.0%	0.0	0.0%
Total Group	3,611.4	100%	6,066.2	100%	2,454.8	68%	144.9	4.3%	114.4	3.3%

Under IFRS norms

	Forex impact		Perimeter impact (excluding bulk impact)		Bulk impact **
Wine & Spirits France	0.0	0.0%	141.6	27.3%	0.0
Wine & Spirits Europe	9.2	0.7%	694.9	52.2%	-30.5
Wine & Spirits Americas	50.6	7.2%	842.9	113.8%	0.0
Wine & Spirits Asia/ROW	45.6	4.7%	600.6	61.5%	0.0
Total Wine & Spirits	105.5	3.1%	2,280.0	63.9%	-30.5
Total Other Business	0.0	0.0%	-45.0	-100.0%	0.0
Total Group	105.5	3.1%	2,235.0	61.9%	-30.5

Under IFRS norms

** Including - 3.6 M€ during Q4



2005/06 FY sales

Volume Growth by Historical PR key brands

	30.06.06 12 months growth	30.06.06 Volumes (i)
Havana Club	13%	2.4
Jameson	12%	2.1
Chivas Regal	11%	3.9
Martell	11%	1.3
The Glenlivet	10%	0.5
Seagram's Gin	2%	3.4
Wild Turkey	2%	0.8
Jacob's Creek	1%	7.5
Clan Campbell	-1%	1.6
Ricard	-4%	5.6
Pastis 51	-9%	1.6
Amaro Ramazzotti	-10%	1.2
12 Key Brands	2%	31.8

(i) Volumes in millions of 9l cases



Allied Domecq key brands

Volume Growth by Allied Domecq key brands

	30.06.06 12 months growth	30.06.06 Volumes (i)
Stolichnaya	16%	2.6
Montana	4%	1.2
Malibu	2%	3.3
Perrier Jouet	1%	0.2
Mumm	-1%	0.6
Beefeater	-6%	2.3
Kahlua	-8%	2.1
Ballantine's	-12%	5.3

(i) Volumes in millions of 9l cases



2005/06 FY sales

Forex impact Wine & Spirits

		Var	Currency impact (M€)	Currency impact (%)
US Dollar US and ass.	USD	5%	48.6	46%
	<i>USD</i>	5%	30.7	29%
	<i>MYR, HKD, CNY</i>	5%	17.9	17%
Canadian Dollar	CAD	12%	4.7	4%
Australian Dollar	AUD	4%	6.5	6%
Brasilian Real	BRL	27%	19.8	19%
Indian Roupie	INR	4%	5.1	5%
Thai Bath	THB	5%	8.3	8%
Other Currencies			12.6	12%
Total			105.5	100%

