

APPENDICES 2007/2008 HALF-YEAR RESULTS

CONSOLIDATED INTERIM INCOME STATEMENT

(€ millions)	31/12/2006	31/12/2007
Net sales	3,507	3,713
Cost of sales.....	(1,419)	(1,464)
Gross Margin	2,088	2,249
Distribution costs.....	(125)	(123)
Gross margin after distribution costs	1,963	2,126
A&P expenditure.....	(561)	(623)
Contribution after A&P expenditure.....	1,402	1,503
Selling, general and administrative expenses	(516)	(537)
Operating profit from ordinary activities	886	966
Other operating income and expenses	(21)	5
Operating profit	865	970
Net financing cost.....	(165)	(168)
Other financial income and expenses	(4)	(18)
Financial income and expenses.....	(169)	(185)
Income tax	(183)	(184)
Share of net profit / (loss) of associates	0	0
Net profit from continuing operations	514	601
Net profit from discontinued operations	0	0
Net profit	514	601
Including:		
Attributable to minority interests	14	13
Attributable to equity holders of the Parent	500	588

CONSOLIDATED INTERIM BALANCE SHEET

Assets (€ millions)	30/06/2007	31/12/2007
Net amounts		
Non-current assets		
Intangible assets	7,836	7,477
Goodwill	3,477	3,367
Property, plant and equipment	1,675	1,598
Biological assets	60	54
Non current financial assets	121	106
Investments in associates	2	2
Deferred tax assets	839	701
Total non current assets.....	14,010	13,304
Current assets		
Inventories	3,563	3,482
Operating receivables.....	1,228	1,827
Income tax receivable	91	80
Other current assets.....	145	126
Current derivative instruments.....	51	35
Cash and cash equivalents.....	383	435
Total current assets.....	5,462	5,986
Total assets.....	19,472	19,291

Liabilities and shareholders' equity (€ millions)	30/06/2007	31/12/2007
Shareholders' equity		
Share capital	340	340
Additional paid-in capital.....	2,053	2,059
Retained earnings and currency translation adjustments ...	3,067	3,393
Net profit attributable to equity holders of the parent.....	831	588
Shareholders' equity - attributable to equity holders of the parent.....	6,290	6,381
Minority interests	168	169
Total shareholders' equity	6,458	6,550
Non-current liabilities		
Non-current provisions.....	534	477
Provisions for pensions and other long-term employee benefits	773	622
Deferred tax liabilities.....	2,326	2,197
Bonds	2,511	2,479
Non-current derivative instruments	73	100
Other non-current financial liabilities.....	3,938	3,259
Total non-current liabilities	10,155	9,134
Current liabilities		
Current provisions	355	320
Operating payables.....	1,773	1,919
Income tax payable.....	198	80
Other current liabilities.....	141	31
Other current financial liabilities.....	375	1,229
Current derivative instruments	16	28
Total current liabilities.....	2,859	3,607
Total liabilities and shareholders' equity.....	19,472	19,291

CONDENSED INTERIM CASH FLOW STATEMENT

(€ millions)	31/12/2006 6 months	31/12/2007 6 months
Operating profit	865	970
Depreciation and amortization	70	79
Net changes in provisions	(41)	(65)
Net changes in impairment of goodwill and intangible assets	0	11
Impact of derivatives hedging trading transactions	(1)	2
Fair value adjustments on biological assets	1	2
Net (gain) / loss on disposal assets	(11)	(12)
Stock options impact	14	19
Net cash provided by operating activities before changes in working capital	897	1,006
Decrease/(increase) in working capital	(284)	(550)
Net cash from operating activities	612	456
Financial Expenses (Paid) / Received	(147)	(195)
Tax Expenses (Paid) / Received	(132)	(86)
(Acquisition) and proceeds from sales of fixed assets	(36)	(56)
Changes in receivables and payables related to non-current assets	(9)	(11)
Free Cash Flow	289	109
Proceeds/(cash expenditures) from disposals/acquisitions of non-current financial assets	(86)	(90)
Changes in consolidation scope	(552)	(79)
Dividends paid	(228)	(273)
Other changes in shareholders' equity	14	7
(Acquisition)/disposal of treasury shares	6	(7)
Increase / (decrease) in net debt (before effect of exchange rate changes)	(557)	(333)
Net effect of exchange rate changes	106	217
Increase / (decrease) in net debt (after effect of exchange rate changes)	(452)	(117)
Net debt at beginning of period	(6,351)	(6,515)
Net debt at end of period	(6,803)	(6,631)

SEGMENT REPORTING

Total:

(€ millions)	31/12/2006 6 months		31/12/2007 6 months		Variation		Organic growth		Change in Group structure	Forex impact
		% Net sales		% Net sales						
Net sales (Excl. T&D)	3,507	100.0%	3,713	100.0%	206	6%	348	10%	(54)	(88)
Gross margin after distribution costs	1,963	56.0%	2,126	57.3%	163	8%	251	13%	(7)	(80)
Advertising & promotion.....	(561)	16.0%	(623)	16.8%	(62)	11%	(83)	15%	0	20
Contribution after A&P	1,402	40.0%	1,503	40.5%	101	7%	168	12%	(7)	(60)
Profit from ordinary activities.....	886	25.3%	966	26.0%	80	9%	135	15%	(6)	(49)

Asia / Rest of the world:

(€ millions)	31/12/2006 6 months		31/12/2007 6 months		Variation		Organic growth		Change in Group structure	Forex impact
	% Net sales		% Net sales							
Net sales (Excl. T&D)	980	100.0%	1,085	100.0%	105	11%	123	13%	0	(19)
Gross margin after distribution costs	473	48.2%	557	51.4%	84	18%	103	22%	0	(18)
Advertising & promotion.....	(177)	18.1%	(205)	18.9%	(28)	16%	(35)	20%	0	7
Contribution after A&P	295	30.1%	352	32.5%	57	19%	68	23%	0	(11)
Profit from ordinary activities.....	194	19.8%	233	21.5%	39	20%	48	25%	0	(9)

Americas:

(€ millions)	31/12/2006 6 months		31/12/2007 6 months		Variation		Organic growth		Change in Group structure	Forex impact
	% Net sales		% Net sales							
Net sales (Excl. T&D)	984	100.0%	970	100.0%	(14)	-1%	91	10%	(45)	(61)
Gross margin after distribution costs	563	57.2%	552	56.9%	(11)	-2%	51	9%	(7)	(55)
Advertising & promotion.....	(150)	15.2%	(159)	16.4%	(9)	6%	(22)	14%	0	12
Contribution after A&P	413	41.9%	393	40.5%	(20)	-5%	29	7%	(6)	(43)
Profit from ordinary activities.....	277	28.2%	265	27.3%	(13)	-5%	27	10%	(6)	(35)

Europe (Excl. France):

(€ millions)	31/12/2006 6 months		31/12/2007 6 months		Variation		Organic growth		Change in Group structure	Forex impact
		% Net sales		% Net sales						
Net sales (Excl. T&D)	1,175	100.0%	1,262	100.0%	87	7%	105	9%	(9)	(9)
Gross margin after distribution costs	674	57.4%	747	59.2%	73	11%	80	12%	(1)	(7)
Advertising & promotion.....	(151)	12.8%	(172)	13.7%	(22)	14%	(23)	15%	0	1
Contribution after A&P	524	44.6%	575	45.6%	51	10%	57	11%	(1)	(6)
Profit from ordinary activities.....	330	28.1%	372	29.5%	43	13%	48	15%	(1)	(5)

France:

(€ millions)	31/12/2006 6 months		31/12/2007 6 months		Variation		Organic growth		Change in Group structure	Forex impact
		% Net sales		% Net sales						
Net sales (Excl. T&D)	368	100.0%	396	100.0%	28	8%	29	8%	(0)	0
Gross margin after distribution costs	253	68.8%	270	68.1%	17	7%	17	7%	(0)	0
Advertising & promotion.....	(83)	22.5%	(87)	21.8%	(4)	5%	(4)	5%	0	0
Contribution after A&P	170	46.3%	183	46.3%	13	8%	13	8%	(0)	0
Profit from ordinary activities.....	86	23.2%	96	24.2%	11	12%	11	12%	(0)	0