

PERRIER VITTEL SA REINFORCES ITS POSITION IN THE USA

December 12, 2000 – In the context of its North American development strategy, Perrier Vittel SA, through its local subsidiary The Perrier Group of America, has just acquired Black Mountain Spring Water Incorporated.

Black Mountain Spring Water bottles and distributes spring water from one Northern California plant. Black Mountain Spring Water was founded in 1937 and has a turnover estimated at €42 million this year. The company is ranked second in the Home and Office delivery channel in Northern California with strong market density and share.

This acquisition of Black Mountain Spring follows the announcement on October 19th that the Perrier Group of America had also acquired the Aberfoyle bottled water company based in Canada. With this year's turnover estimated at €95 million, 75% in the US and 25% in Canada, Aberfoyle Spring Limited is the fifth company on the North American bottled water market.

These two recent acquisitions will allow Perrier Vittel SA to reinforce its leadership in the North American region.

Perrier Vittel SA carries out nearly 40% of its worldwide activity in North America.

With an average annual growth of 10% over the last few years, the North American market (USA / Canada) plays a critical role for both current and future volume and profit growth.

Perrier Vittel SA is the water division of Nestlé SA

With a turnover of nearly 4 billion € in 1999, and with more than 70 brands in nearly 140 countries, Perrier Vittel SA is the worldwide leader on the bottled water market.

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