

**Press Release**



Good Food, Good Life

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**THE PERRIER VITTEL GROUP ACQUIRES CANADIAN ABERFOYLE SPRINGS LIMITED**

**Paris, October 19, 2000** - The Perrier Vittel Group, Nestlé SA's Water Division, announced today Perrier Vittel's acquisition of Aberfoyle Springs, Ltd, an Ontario, Canada based bottler of natural spring water. The transaction will be finalized upon the approval of the Canadian authorities. Terms of the deal were not disclosed.

Aberfoyle Springs manufactures and distributes bottled spring water from two plants, one in Ontario and one in British Columbia. The company, started by the Elliot family, has 169 employees and expects year 2000 revenues to reach C\$ 125 million (Euros 95 million). Aberfoyle is the fifth largest manufacturer of portable bottled water products in North America. 75% of Aberfoyle's revenues are derived from the U.S. market, and the remaining 25% represent Canadian sales.

This acquisition reinforces Perrier Vittel Group's positioning in the U.S. market, that represents already 34% of its 1999 total turnover.

The Perrier Vittel Group is the leader in the United States bottled water market, with 1999 sales of \$1.5 billion (Euro 1.7 billion). The company produces and distributes ten american brands, which include five of the U.S.'s top ten brands: Poland Spring, Deer Park, Zephyrhills, Arrowhead, Calistoga, Ice Mountain, Ozarka, Oasis, Great Bear and Utopia. It produces and distributes the Canadian brand Montclair. It imports and distributes also four international spring water brands throughout the United States and Canada : Perrier, Aqua Panna, Vittel and San Pellegrino.

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