



Financial press release

Vranken-Pommery Monopole

2017 first-half revenues: €101.4 million
Sharp increase in revenues over the half-year: +6.5%
Disposal of the stake in Listel SAS

Reims, 20 July 2017

All of the Group's businesses contributed to an increase in revenues in the first half of the year, with particularly robust growth in the second quarter. There was a 7.3% increase in international brand sales.

The Group now intends to focus on the development and distribution of Domaines et Châteaux brands, and accordingly ended the Listel joint venture put in place with the Castel group.

Consequently, it sold its stake in Listel SAS holding to Castel on 19 July 2017.

This transaction, which took place in the second half of 2017, will have a positive impact on the Group's financial statements. It will be disclosed in detail under "Events after the reporting period" in the 2017 interim financial statements, which will be published on 11 September 2017*.

Champagne

The Pommery and Heidsieck & Co Monopole brands supported dynamic Champagnes sales, particularly in European Union countries other than France and non-European markets.

Rosé de Camargue and Rosé de Provence wines

The results recorded during this half-year, showing growth of 12.5%, demonstrate the relevance of the strategy put in place for developing and distributing "gris" and rosé wines produced by the Group's estates.

Sales increased by nearly 17% in France and abroad in the second quarter.

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VRANKEN-POMMERY MONOPOLE - SOCIÉTÉ ANONYME AU CAPITAL DE 134 056 275 EUROS

5, PLACE GÉNÉRAL GOURAUD - BP 1049 - 51689 REIMS CEDEX 2 - TÉL. : 33 (0)3 26 61 62 63 - FAX : 33 (0)3 26 61 63 88

348 494 915 RCS REIMS - SIRET : 00054 - N° TVA : FR 36 348 494 915 - APE : 4634 Z

Growth in consolidated revenues

<i>in millions of euros</i>	H1 (1 January - 30 June)			
	2017	2016	Change	% change
Champagne	73.3	72.8	0.5	0.7%
Provence and Camargue wines	10.8	9.6	1.2	12.5%
Other	8.2	8.0	0.2	2.5%
Sub-total, brand sales	92.3	90.4	1.9	2.1%
Inter-industry (semi-finished product) and generic wine sales	9.1	4.8	4.3	89.6%
Total H1 revenues	101.4	95.2	6.2	6.5%

<i>in millions of euros</i>	Q2 (1 April - 30 June)			
	2017	2016	Change	% change
Champagne	36.2	34.3	1.9	5.5%
Provence and Camargue wines	7.6	6.5	1.1	16.9%
Other	4.8	4.5	0.3	6.7%
Sub-total, brand sales	48.6	45.3	3.3	7.3%
Inter-industry (semi-finished product) and generic wine sales	0.5	1.0	- 0.5	-50.0%
Total Q2 revenues	49.1	46.3	2.8	6.0%

<i>in millions of euros</i>	Q1 (1 January - 31 March)			
	2017	2016	Change	% change
Champagne	37.1	38.5	-1.4	-3.6%
Provence and Camargue wines	3.2	3.1	0.1	3.2%
Other	3.4	3.5	-0.1	-2.9%
Sub-total, brand sales	43.7	45.1	-1.4	-3.1%
Inter-industry (semi-finished product) and generic wine sales	8.6	3.8	4.8	126.3%
Total Q1 revenues	52.3	48.9	3.4	7.0%

Outlook

The very promising launch of the Louis Pommery California sparkling wine brand will enable the Group to expand its North American subsidiary's product offering and gain market share in a very strong growth segment.

The Pommery brands will be able to increase their market share in this rapidly expanding segment thanks to the Group's cross-selling, advertising and reputational franchise.

The increase in Vranken-Pommery America's revenues arising from the marketing of Louis Pommery California is estimated at more than 10%.

Group subsidiary Les Grands Domaines du Littoral has earmarked Domaine du Bosquet in Aigues-Mortes for the creation of a new wine growing and making unit, exclusively for the production of Brut de France.

Next date

Publication of the 2017 interim financial report: 11 September 2017*

Contrary to what was previously announced, the Group has brought forward publication of its 2017 interim results to 11 September.

** publication initially scheduled for 14 September 2017*

About Vranken-Pommery Monopole

Vranken-Pommery Monopole is the second largest Champagne group.

With sites in Champagne, Provence, Camargue and Douro, it is Europe's leading wine grower.

Its brand portfolio includes:

- the leading Champagne brands VRANKEN, POMMERY, HEIDSIECK & CO MONOPOLE and CHAMPAGNE CHARLES LAFITTE;
- the ROZES and SAO PEDRO ports and TERRAS DO GRIFO Douro wine brands;
- the Sable de Camargue DOMAINE ROYAL DE JARRAS rosé wines and Côtes de Provence CHATEAU LA GORDONNE.

Vranken-Pommery Monopole is listed on NYSE Euronext (Paris and Brussels).

(Codes "VRAP" (Paris), and "VRAB" (Brussels); ISIN: FR0000062796).

Contacts**Vranken-Pommery Monopole :**

Patrice Proth, General secretary

+33 3 26 61 62 34, comfi@vrankenpommery.fr

Press

Claire Doligez, +33 1 53 70 74 25, cdoligez@image7.fr

Caroline Simon, +33 1 53 70 74 65, caroline.simon@image7.fr