

## Financial press release

### Vranken-Pommery Monopole Group revenues for the first quarter of 2015: €46.5 million, up +3.1% like-for-like

Reims, 23 April 2015

The Group's revenues came to €46.5 million at 31 March 2015, compared with €53.8 million in 2014. The change in scope, following the creation in 2014 of the company Listel with the Castel group, has mechanically led to the disappearance of corresponding revenues in 2015. Listel's accounts are consolidated on an equity basis.

On a comparable basis, Vranken-Pommery Monopole's revenues for 2014 would have represented €45.1 million. Business would have increased by 3.1% over the first quarter of 2015.

Listel's sales, which are not included in these revenues, are up by more than 9% to €9.5 million, compared with €8.7 million in 2014.

#### Champagnes

The Comité Interprofessionnel des Vins de Champagne trade association has confirmed a positive trend for shipments by the main operators, with a 1% increase for the first quarter of 2015, confirming the slight upturn already seen during the last quarter of 2014.

The Vranken-Pommery Monopole brand portfolio outperformed the market in terms of sales, with 6.8% growth, supported by the dynamic development achieved internationally.

#### Provence rosés and Camargue grey wines

Excluding the Trading business transferred to Listel in 2014, the Group's rosé wine sales have progressed well, climbing 8.7%.

The Group's sales strategy is now focused on wines from Domaines and Châteaux, Château La Gondonne in Provence and Domaine Royal de Jarras in Camargue.

The North American continent has continued to see a sustained level of sales.

In million euros	Q1 (1 January - 31 March)			
	2015	2014	Change	Change as %
Champagne	39.1	36.6	2.5	6.8%
Provence and Camargue wines	2.5	2.3	0.2	8.7%
Camargue and Provence France Trading Business		8.7	- 8.7	-100.0%
Other	3.9	3.6	0.3	8.3%
<b>Subtotal for brand sales</b>	<b>45.5</b>	<b>51.2</b>	<b>- 5.7</b>	<b>-11.1%</b>
Inter-industry sales (semi-finished products) and generic wines	1.0	2.6	- 1.6	-61.5%
<b>Subtotal</b>	<b>1.0</b>	<b>2.6</b>	<b>- 1.6</b>	<b>-61.5%</b>
<b>Total Q1 revenues</b>	<b>46.5</b>	<b>53.8</b>	<b>- 7.3</b>	<b>-13.6%</b>



## Outlook

Given the seasonal nature of the business, the figures for the first quarter may not under any circumstances be extrapolated over a full year.

The Group is currently looking into the possibility of setting up in California, through a wine-growing and production partnership.

## Next date

2015 first-half revenues: 23 July 2015

## 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 and Côtes de Provence CHATEAU LA GORDONNE rosé wines.

In addition, it is the joint owner, with the Castel Group of the LISTEL brand portfolio.

Vranken-Pommery Monopole is listed on the 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](mailto:comfi@vrankenpommery.fr)

### Press

Claire Doligez, +33 1 53 70 74 25, [cdoligez@image7.fr](mailto:cdoligez@image7.fr)  
 Caroline Simon, +33 1 53 70 74 65, [caroline.simon@image7.fr](mailto:caroline.simon@image7.fr)