

## Financial press release

**Vranken-Pommery Monopole**  
**1st quarter 2016 revenues**  
**€48.9 million +5.2%**

Reims, 21 April 2016

At 31 March 2016, the Group's revenues totalled €48.9 million, compared with €46.5 million in 2015.

Building on its Champagne expertise and intent on making use of the close ties forged in the vineyards by its subsidiaries, Vranken-Pommery America bottled its Californian Sparkling Wine, from the 2015 harvest.

The Group also made the decision to establish itself in the UK vineyards. It has recently joined forces with Hattingley Valley Wine to produce a British Sparkling Wine as of the 2016 harvest.

### Champagne

In the first quarter, Vranken-Pommery Monopole's Champagne business reached €38.5 million, in line with forecasts. All current indicators demonstrate sustained global demand thanks to the development of sales in Anglo-Saxon countries. With its international subsidiaries, the Group is eager to pursue the same rhythm in the full year.

### Rosé de Provence and Gris de Camargue wines

The grey and rosé wines sector remains very buoyant. The Group's sales rose by 24% in the first quarter, suggesting a new year of development sustained, in particular, by sales in North America.

<i>In millions of euros</i>	Q1 (1 January - 31 March)			
	2016	2015	Change	Change as %
Champagne	38.5	39.1	- 0.6	- 1.5 %
Provence and Camargue wines	3.1	2.5	0.6	24.0 %
Other	3.5	3.9	- 0.4	- 10.3 %
<b>Subtotal for brand sales</b>	<b>45.1</b>	<b>45.5</b>	<b>- 0.4</b>	<b>- 0.9 %</b>
Inter-industry sales (semi-finished products) and generic wines	3.8	1.0	2.8	280.0%
<b>Subtotal</b>	<b>3.8</b>	<b>1.0</b>	<b>2.8</b>	<b>280.0 %</b>
<b>Total Q1 revenues</b>	<b>48.9</b>	<b>46.5</b>	<b>2.4</b>	<b>5.2 %</b>

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## Outlook

Vranken-Pommery has created a new *cuvée* of Pommery Champagne “Royal Blue Sky” to be served on ice, on sale from end-April.

It was decided to market the Sable de Camargue “Pink Flamingo”, which is exclusively organic and produced from the Domaine de la Félicité and Domaine de Quincandon.

The seasonality of the business should be noted: first quarter figures should by no means be extrapolated over a full year.

## Next date

2016 first half revenues: 21 July 2016

## 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.

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).

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## Contacts

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