



## Financial press release

**2015 third-quarter revenues: €61.9 million, up +7.3%**

***Third quarter driven by strong Champagne sales, up +8.5%***

Reims, 22 October 2015

Vranken-Pommery Monopole is reporting €154.8 million in revenues for the nine months to 30 September 2015, compared with €179.8 million for the same period in 2014.

This change primarily reflects a change in scope following the consolidation of Listel SAS on an equity basis since 30 June 2014.

On a comparable basis, revenues from brand wine sales are up +0.7%, compared with -3.9% at 30 June 2015.

<i>In millions of euros</i>	(1 January / 30 September)			
	2015	2014 restated	Change	Change as %
Champagne	122.4	123.7	-1.3	-1.1%
Provence and Camargue wines	12.8	10.6	2.2	20.8%
Other	12.6	12.4	0.2	1.6%
<b>Subtotal for brand sales</b>	<b>147.8</b>	<b>146.7</b>	<b>1.1</b>	<b>0.7%</b>
Inter-industry sales (semi-finished products) and generic wines	7.0	11.8	-4.8	-40.7%
<b>Subtotal</b>	<b>7.0</b>	<b>11.8</b>	<b>-4.8</b>	<b>-40.7%</b>
<b>Total revenues (1 Jan / 30 Sep) (with 2014 restated)</b>	<b>154.8</b>	<b>158.5</b>	<b>-3.7</b>	<b>-2.3%</b>
<b>Total revenues (1 Jan / 30 Sep) (with 2014 reported)</b>		<b>179.8</b>		
<b>Consolidation impact</b>		<b>21.3</b>		

**As announced, Champagne wine sales, Vranken-Pommery's core business, were marked by a significant upturn of +8.5% for the third quarter of 2015, in line with the press release for 2015 second-quarter revenues.**

Like-for-like, Provence and Camargue wine sales have continued to progress in a buoyant market, particularly in the United States, where Château La Gordonne is enjoying sustained success. This business has also benefited from a positive basis for comparison in relation to the third quarter of 2014.

### **Outlook**

The full-year targets from the budgets are being maintained. Given the seasonal nature of its business, the group does not announce target figures.

<i>In millions of euros</i>	(1 January / 30 September)			
	2015	2014	Change	Change as %
Champagnes (*)	122,4	123,7	-1,3	-1,1%
Provence and Camargue wines (*)	12,8	36,9	-24,1	-65,3%
Other	12,6	12,1	0,5	4,1%
<b>Sub-total of brand sales</b>	<b>147,8</b>	<b>172,7</b>	<b>-24,9</b>	<b>-14,4%</b>
Trade sales (semi-finished products) and generic wines	7,0	7,1	-0,1	-1,4%
<b>Sub-total</b>	<b>7,0</b>	<b>7,1</b>	<b>-0,1</b>	<b>-1,4%</b>
<b>Total sales revenue (1 January / 30 September)</b>	<b>154,8</b>	<b>179,8</b>	<b>-25,0</b>	<b>-13,9%</b>

<i>In millions of euros</i>	Q3 (1 July / 30 September)			
	2015	2014	Change	Change as %
Champagnes (*)	48,7	44,9	3,8	8,5%
Provence and Camargue wines (*)	4,6	8,0	-3,4	-42,5%
Other	4,0	4,3	-0,3	-7,0%
<b>Sub-total of brand sales</b>	<b>57,3</b>	<b>57,2</b>	<b>0,1</b>	<b>0,2%</b>
Trade sales (semi-finished products) and generic wines	4,6	0,5	4,1	820,0%
<b>Sub-total</b>	<b>4,6</b>	<b>0,5</b>	<b>4,1</b>	<b>820,0%</b>
<b>Total sales revenue (1 July / 30 September)</b>	<b>61,9</b>	<b>57,7</b>	<b>4,2</b>	<b>7,3%</b>

<i>In millions of euros</i>	H1 (1 January / 30 June)			
	2015	2014	Change	Change as %
Champagnes (*)	73,7	78,8	-5,1	-6,5%
Provence and Camargue wines (*)	8,2	28,9	-20,7	-71,6%
Other	8,6	7,8	0,8	10,3%
<b>Sub-total of brand sales</b>	<b>90,5</b>	<b>115,5</b>	<b>-25,0</b>	<b>-21,6%</b>
Trade sales (semi-finished products) and generic wines	2,4	6,6	-4,2	-63,6%
<b>Sub-total</b>	<b>2,4</b>	<b>6,6</b>	<b>-4,2</b>	<b>-63,6%</b>
<b>Total sales revenue (1 January / 30 June)</b>	<b>92,9</b>	<b>122,1</b>	<b>-29,2</b>	<b>-23,9%</b>

(\*) excluding trade sales

## Forthcoming statements

FY 2015 sales revenue: 21 January 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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