



Financial press release

Continued growth in business

Sales revenue at 30 September 2014: €179.8m (+1.1%)
On a comparable consolidation basis: €189.5m (+6.5%)

Reims, 23 October 2014

Vranken-Pommery Monopole recorded sales revenue of €179.8 million for the first nine months of the year, compared to €177.9 million for the same period in 2013, an increase of 1.1%.

On a comparable consolidation basis, sales revenue would have risen 6.5% to €189.5 million. This takes into account the contribution of assets on 30 June 2014 to the subsidiary Listel established by Vranken-Pommery Monopole and Castel, which led to a reduction in the group's consolidation scope equivalent to €9.7 million in sales revenue.

Listel is accounted for in the consolidated financial statements according to the equity method. The business carried out through the new company was not included in the third quarter 2014 accounts, as it had been for financial year 2013.

The figures below show the sales revenue for each segment as it would have been without the Listel deal.

Champagne

Figures from the Comité Interprofessionnel des Vins de Champagne trade organisation show a slight upturn in business for Champagne Houses with international brands, both in France and abroad.

Vranken-Pommery Monopole, which is an active player in the segment, saw its Champagne sales revenue rise by 3.7% to €44.9 million in the third quarter.

Sales growth is supported by the integrated distribution network, whether in Europe, the United States or Australia.

Provence and Camargue

Grands Domaines du Littoral, a subsidiary of Vranken-Pommery Monopole and owner of Château La Gordonne in Provence and Domaine Royal de Jarras in Camargue recorded sales revenue of €8.0 million for the third quarter of 2014 alone. This figure was impacted by the removal of the "Listel Négoce" business which was brought in to the new Listel company.

On a comparable consolidation basis, including the Listel business, sales revenue would have been €15.3 million.

The rise in Domaines et Châteaux wine sales in the first half of the year, continued in the third quarter in both the French and export markets, particularly in the United States, where the vins gris of Sable de Camargue and rosé wines of Côtes de Provence are extremely successful.

Other activities

The group's "other activities" including sales of Port and Douro wines remained buoyant in the third quarter and contributed to the €1.1 million overall growth, with sales of €4.3 million.

At a constant consolidation scope, sales revenue from other products would have been €3.9 million.

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Trade sales and generic wines

These sales stood at €0.5 million for the third quarter.

At a constant consolidation scope, sales revenue would have come to €3.3 million.

Outlook

Given the seasonal nature of the business, the group does not announce a target in figures.

Vranken-Pommery Monopole continues to apply its strategic plan, which is intended to lead, in particular, to the announced debt reduction.

<i>In millions of euros</i>	(1 January / 30 September)			
	2014	2013	Change	Change as %
Champagnes (*)	123.7	117.5	6.2	5.3%
Provence and Camargue wines (*)	36.9	41.8	-4.9	-11.7%
Other	12.1	9.5	2.6	27.4%
Sub-total of brand sales	172.7	168.8	3.9	2.3%
Trade sales (semi-finished products) and generic wines	7.1	9.1	-2.0	-22.0%
Sub-total	7.1	9.1	-2.0	-22.0%
Total sales revenue 1 January / 30 September	179.8	177.9	1.9	1.1%

<i>In millions of euros</i>	Q3 (1 July / 30 September)			
	2014	2013	Change	Change as %
Champagnes (*)	44.9	43.3	1.6	3.7%
Provence and Camargue wines (*)	8.0	14.8	-6.8	-45.9%
Other	4.3	3.2	1.1	34.4%
Sub-total of brand sales	57.2	61.3	-4.1	-6.7%
Trade sales (semi-finished products) and generic wines	0.5	4.7	-4.2	-89.4%
Sub-total	0.5	4.7	-4.2	-89.4%
Total sales revenue 1 July - 30 September	57.7	66.0	-8.3	-12.6%

<i>In millions of euros</i>	H1 (1 January /30 June)			
	2014	2013	Change	Change as %
Champagnes (*)	78.8	74.2	4.6	6.2%
Provence and Camargue wines (*)	28.9	27.0	1.9	7.0%
Other	7.8	6.4	1.4	21.9%
Sub-total of brand sales	115.5	107.6	7.9	7.3%
Trade sales (semi-finished products) and generic wines	6.6	4.3	2.3	53.5%
Sub-total	6.6	4.3	2.3	53.5%
Total H1 sales revenue (1 January / 30 June)	122.1	111.9	10.2	9.1%

(*) excluding trade sales

Forthcoming statements

FY 2014 sales revenue: 23 January 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 et Charles Lafitte;
 - the Rozes Port and Terras do Grifo Duoro 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 code: FR0000062796).

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