



Financial press release

Revenue at 30 September 2017: €160.4 million
Sales up by 4%

Reims, 19 October 2017

Vranken-Pommery Monopole's revenue came to €160.4 million at 30 September 2017, compared with €154.4 million for the same period in 2016, up 4%.

Champagnes

In France, ahead of the peak of activity in the last quarter, there has been a noticeable pick up in restaurant business in recent weeks, which suggests year-end festive season activity will be more robust.

Sales by large retailers are on track, although ordering has been deferred until the last quarter to a certain extent.

Expansion is continuing apace abroad, with a double-digit increase in shipments to both the European Union (+15%) and other international markets (12%). This is reflected in the sound revenue level at 30 September.

Rosé de Provence and Gris de Camargue wines

The negative effects of the poor harvest in the Mediterranean region will fortunately be offset by existing inventory at Domaine Royal de Jarras and mitigated by good water management at Château La Gordonne.

With the largest organic conversion programme ever launched in France, the Group is strengthening its leadership positions in the alternative and sustainable production market.

Vranken-Pommery Monopole will be managing 900 hectares of organic-certified vines by 2019.

Growth in sales of rosé wines is continuing (+15% in the United States).

Outlook

The Group is committed to using its strong innovative capabilities to anticipate new consumer trends.

The Vranken "Brut Nature" Champagne was successfully launched in France and Belgium.

The traditional method "Brut de France" sparkling wine produced in Camargue will be marketed internationally from the last quarter of 2017 to capitalise on the fast-growing sparkling wine market.

Vranken-Pommery Monopole is pressing ahead with campaigns abroad.

Following new agreements, the development in Russia of Champagne Pommery should be significant.

Given the seasonal nature of the business, the Group does not provide quantified objectives.



Group revenue

In € millions	1 January - 30 September			
	2017	2016	Change	% change
Champagne	119.4	120.9	- 1.5	- 1.2%
Provence and Camargue wines	16.8	14.7	2.1	14.3%
Other	12.4	12.1	0.3	2.5%
Sub-total, brand sales	148.6	147.7	0.9	0.6%
Inter-industry (semi-finished product) and generic wine sales	11.8	6.7	5.1	76.1%
Total revenue 1 January - 30 September	160.4	154.4	6.0	3.9 %

In € millions	Q3 (1 July - 30 September)			
	2017	2016	Change	% change
Champagne	46.1	48.1	- 2.0	- 4.2%
Provence and Camargue wines	6.0	5.1	0.9	17.6%
Other	4.2	4.1	0.1	2.4%
Sub-total, brand sales	56.3	57.3	- 1.0	- 1.7%
Inter-industry (semi-finished product) and generic wine sales	2.7	1.9	0.8	42.1%
Total Q3 revenue	59.0	59.2	- 0.2	- 0.3%

In € millions	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 revenue	101.4	95.2	6.2	6.5%

Next release

Publication of 2017 full-year revenue: 25 January 2018

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

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