



Tours-sur-Marne, July 18, 2013

LAURENT-PERRIER GROUP

## Financial Press Release

### **Laurent-Perrier sees 10.5% dip in turnover in first quarter of the fiscal year 2013-2014, amplified by high comparison base**

Turnover in the first quarter of the fiscal year 2013-2014 (April 1 - 30 June 2013) came out at €40.7 million, down 10.5% on the year-earlier quarter.

Analysis of first-quarter performance should allow for a very high comparison basis, as first quarter growth in the year-earlier period stood at +11%.

This performance masks the progress made in the first quarter, which, combined with the price increases applied at the start of the financial year contributed to generating an especially high price/mix ratio of 5.2%:

- The proportion of Laurent-Perrier brand sales in total Group turnover has increased;
- The percentage of premium champagnes also increased, to stand at over 40% of brand turnover, a gain of close to one percentage point relative to the first quarter of 2012-2013.

### **Outlook for 2013-2014**

The comparison base for the next two quarters will be lower than in the first quarter.

However, visibility for the end of the year is limited due to the persistently difficult business climate in European markets. Group growth will, therefore, be driven by faster sales outside Europe, where demand remains upbeat.



## Breakdown of changes in turnover

	2012-2013	2013-2014
	Q1 April 1-June 30	Q1 April 1-June 30
Turnover (€ million)	45.5	40.7
Change / Y-1	+ 11.0%	- 10.5%
o/w		
Volume effect	+ 5.8%	- 14.4%
Price / Mix effect	+ 2.7%	+ 5.2%
Foreign exchange effect	+ 2.5%	- 1.3%

*Laurent-Perrier is one of the few champagne houses listed on the French stock exchange dedicated exclusively to champagne and focused on the premium segment. Laurent-Perrier offers a broad range of products renowned for their quality, and sold under the Laurent-Perrier, Salon, Delamotte, and Champagne de Castellane brands.*

ISIN: FR 0006864484

Bloomberg: LAUR FP

Reuters: LPER.PA

Laurent-Perrier belongs to compartment B of Euronext Paris, now Enter Next.

It is part of the CAC Mid & Small, CAC Mid 60 and CAC All-Tradable indices

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## Provisional financial calendar

Results for the six months ending September 30, 2013:

November 28, 2013