



Financial press release
3rd quarter 2013 turnover
of the Vranken-Pommery Monopole Group
Q3 turnover: + 5.6%

Reims, 23 October 2013

The Group saw strong business progress in the third quarter of 2013, with growth of 5.6%, up € 3.5 million compared with the same quarter in 2012.

The accumulated turnover as at 30 September 2013 therefore amounts to € 177.9 million

Third-quarter sales, made in the context of a strategy focusing on the development of the Brands, recorded a sharp rise for wines from the four vineyards in which the Group operates: Champagne, Provence, Camargue and Portugal. This dynamism was intensified, as announced, by the natural rebalancing of sales to end customers following the integration of the company Bissinger into the perimeter in December 2012.

Within the Champagne sector of activity, sales of Premium Brands performed particularly well both in France and for Export.

As regards Provence and Camargue, the qualitative policy initiated by the Group over the past few years, on a buoyant market and in the context of a strengthening international development, has also enabled strong growth in sales of rosé wines (+16.6%).

Sales of Château La Gordonne in Provence and Domaine de Jarras in Camargue continue to progress and gain visibility.

Outlook

Business in Provence and Camargue wines is expected to continue to progress. Moreover, as announced in the three-year plan, the process of disposing of non-strategic assets is under way.

With regard to Champagne, the Group believes that it is in a position to reach its sales objectives in all the European networks and in the rest of the world.

The sales mix in the last quarter, which usually accounts for almost 50 % of annual business, will as always prove decisive.

For the harvest, the decisions taken by the Champagne Committee have led to a further reduction in the volume of the harvest placed on the market, bringing this slightly below the estimated marketing volume for 2013.

Finally, having completed the streamlining of its industrial sites, limiting future investments to equipment renewal, the Group is continuing to bring its stocks into line with the future sales targets of its leading brands.

Business analysis

<i>In millions of euros</i>	Q3 (1 July / 30 September)			
	2013	2012	Var.	Var. in %
Champagnes (*)	43.3	34.1	9.2	27.0%
Provence and Camargue Wines (*)	14.8	12.7	2.1	16.6%
Other	3.2	3.8	-0.6	-15.8%
Sub-Total Brand sales	61.3	50.6	10.7	21.1%
Inter-professional sales (semi-finished products) and generic wines	4.7	11.9	-7.2	NS
Sub-Total	4.7	11.9	-7.2	NS

Total Turnover Q3	66.0	62.5	3.5	5.6 %
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(*) excluding inter-profession sales

<i>In millions of euros</i>	H1 (1 January / 30 June)			
	2013	2012	Var.	Var. in %
Champagnes (*)	74.2	73.1	1.1	1.5%
Provence and Camargue wines (*)	27.0	26.4	0.6	2.1%
Other	6.4	5.8	0.6	10.4%
Sub-Total Brand sales	107.6	105.3	2.3	2.1%
Inter-professional sales (semi-finished products) and generic wines	4.3	20.2	-15.8	NS
Sub-Total	4.3	20.2	-15.8	NS

Total turnover H1	111.9	125.5	-13.6	NS
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(*) excluding inter-professional sales

<i>In millions of euros</i>	(1 January / 30 September)			
	2013	2012	Var.	Var. in %
Champagnes (*)	117.5	107.2	10.3	9.6%
Provence and Camargue wines (*)	41.8	39.2	2.6	6.6%
Other	9.5	9.5	0.0	0.0%
Sub-Total Brand sales	168.8	155.9	12.9	8.3%
Inter-professional sales (semi-finished products) and generic wines	9.1	32.1	-23.0	NS
Sub-Total	9.1	32.1	-23.0	NS

Total turnover 1 January - 30 September	177.9	188.0	-10.1	NS
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(*) excluding inter-professional sales

Forthcoming statement

Turnover for 4th quarter 2013: 23 January 2014

About Vranken-Pommery Monopole

Vranken-Pommery Monopole is the second largest champagne group. Its portfolio comprises the leading brands of VRANKEN with its Diamant and Demoiselle vintages, POMMERY with its Louise and Pop vintages, HEIDSIECK & CO MONOPOLE with its Impératrice vintage and CHARLES LAFITTE with its Orgueil de France vintage. Vranken-Pommery Monopole owns the premium ROZES port wine brand and TERRAS DO GRIFO Douro wines. The group is the leading distributor of rosé wines with Sables de Camargue - Gris de Gris wines - from DOMAINES LISTEL and Côtes de Provence – rosé wines – from the CHATEAU LA GORDONNE.

Vranken-Pommery Monopole owns the largest vineyard in Europe, spread among Champagne, Provence, the Camargue and Portugal.

Vranken-Pommery Monopole is listed on the NYSE Euronext Paris and Brussels.
(Code "VRAP" (Paris), code "VRAB" (Brussels); code ISIN: FR0000062796).

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