



Financial press release

2018 REVENUE

3.8% growth in revenue like-for-like
Sustained growth abroad

Reims, 28 January 2019

Cumulative data in € millions	31 December 2018	31 December 2017	Change	as a %
Champagnes	232.6	227.2	+5.3	+2.3%
Provence and Camargue wines	11.2	8.5	+2.8	+33.0%
Others (port, sparkling and sundry wines)	22.8	20.1	+2.7	+13.4%
Semi-finished products and generic wines	33.0	32.8	+0.1	+0.4%
Like-for-like sales (*)	299.6	288.7	+10.9	+3.8%
Listel	0.8	11.6	-10.8	N.S.
Revenue (**)	300.4	300.2	+0.2	N.S.

(*) Sales excluding Listel, deconsolidated in July 2017

(**) under audit

The Vranken-Pommery Monopole group's revenue came to €300 million, up 3.8% like-for-like. On a reported basis, revenue was stable compared with that of 2017, which included €11.6 million in sales of Listel, deconsolidated in July 2017.

These excellent results reflect the group's diversification, innovation and penetration strategy. Vranken-Pommery Monopole now generates more than half of its sales abroad.

- **Champagne**

Revenue generated from end-customers rose by 2.3% to €233 million.

Sales in France followed market trends, with the unprecedented year-end conditions depriving the group of a portion of its expected performance.

The group continued to expand its presence in international markets, where demand is particularly strong for ever more high-quality, exclusive and high added value vintages. Growth was particularly strong in markets such as Benelux, Scandinavia, the United States and Australia.

International revenue consequently accounted for 55% of sales in 2018.

- **Provence and Camargue wines**

Revenue from packaged wines increased by 33% to €11 million.

The Château La Gordonne Provence wines are one of the region's leading offerings, produced from 300 hectares of vines on the first-rate Pierrefeu terroir. The excellent quality of these wines enables Château La Gordonne to regularly penetrate new markets.

The "Pink Flamingo" Camargue brand, created by Domaine Royal de Jarras, continues to see its distribution soar both in France and abroad. The creation of a "gris" wine, a "gris de gris" and a rosé sparkling wine are testament to the brand's dynamism, reinforced by the attractiveness of its "Sable de Camargue" wines.

- **Port, sparkling wines and sundry**

Revenue increased by 13.4% to €23 million.

In port wines, the appeal of the new Douro Superior vineyard, *Douro Wine Terras de Grifo*, was confirmed, strengthening the group's drive to become a major Douro Valley player.

The Rozès vintage ports and aged wines are awakening this high-end category of the French market with dynamic sales for the group. Produced on some of the highest-ranking vineyards for vintage wines, these ports are made with extensive know-how and are proving very successful.

In sparkling wines, Louis Pommery California continues to increase its foothold in the US markets, with growing interest from businesses and consumers alike.

Next date

Publication of the group's annual earnings on 28 March 2019, after the stock market close.

About Vranken-Pommery Monopole

Vranken-Pommery Monopole is one of the major actors in Europe and the second largest Champagne group.

The group operates 2,600 hectares of land ownership, rent or wine-growing contracts, spread over four vineyards in Champagne, Provence, Camargue and Douro. The group's activities include wine-growing, wine-making, distribution and marketing, with a strong commitment to the promotion of terroirs, sustainable wine-growing and environmental conservation.

Its brand portfolio includes:

- the Vranken, Pommery & Greno, Heidsieck & Co Monopole, Charles Lafitte, and Bissinger & Co champagnes;
- the Rozès and Sao Pedro port wines and the Douro Terras do Grifo wines;
- the Domaine Royal de Jarras, Pink Flamingo and Provence Château La Gordonne Camargue wines;
- the Louis Pommery California, Louis Pommery England and Brut de France sparkling wines.

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

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