



PRESS RELEASE

2013 FIRST-QUARTER REVENUES

Reims, Friday May 3rd, 2013, 5:45 pm.

Good start to the year

The LANSON-BCC Group recorded **46.09 million euros** in consolidated revenues for the first quarter of 2013, compared with 42.01 million euros for Q1 2012, **up 9.7%**.

Excluding the brokerage subsidiary CGV, whose activity is traditionally subject to fluctuations, consolidated revenues came to 44.92 million euros, compared with 41.43 million euros (Q1 2012), an increase of 8.4%.

The Group would like to remind you, as each year, that the first quarter's business is not particularly significant and represents only around 15% of full-year sales.

Constant strategy for a global Champagne player, effective value development model

LANSON-BCC is reasserting its long-term value development strategy. Thanks to its complementary Houses with strong identities and growing reputations, the Group is able to constantly take action across all the Champagne wine market segments.

The LANSON-BCC Group, in line with its cautious policy, would like to remind you that it will not be publishing any quantified targets for 2013.

Next date: General Meeting to be held on Friday May 24th, 2013 (10 am) at Champagne Lanson, 66 rue de Courlancy, Reims.

LANSON-BCC fully owns seven Champagne Houses

- **Champagne Lanson** (Reims), the prestigious international brand.
- **Champagne Chanoine Frères** (Reims), wines intended primarily for the European mass retail market (Chanoine brand), notably with the **Tsarine** Cuvée range.
- **Champagne Boizel** (Epernay), French mail-order market leader, with wines distributed in the traditional sector for international markets.
- **Maison Burtin** (Epernay), a European mass retail supplier and owner of the **Besserat de Bellefon** brand, distributed through traditional networks (restaurants, wine stores).
- **Champagne De Venoge** (Epernay), sold on selective retail markets, notably with its **Louis XV** grande cuvée.
- **Champagne Philipponnat** (Mareuil sur Aÿ), which owns the prestigious **Clos des Goisses**, with wines also available on selective retail markets as well as in leading restaurants.
- **Champagne Alexandre Bonnet** (Les Riceys), owner of a vast vineyard (wine sold in traditional sectors).

Euronext Compartment B
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 Ticker: LAN
 Reuters: LAN.PA
 Bloomberg: LAN:FP
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