



PRESS RELEASE

2013 FIRST-HALF REVENUES: €93.5 MILLION

Reims, Thursday August 29th, 2013 - 5:45 pm - The LANSON-BCC Group recorded **93.5 million euros** in consolidated revenues for the first half of 2013, compared with 93 million euros at June 30th, 2012 (+0.5%). Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues are up from 90.9 million euros to **91.4 million euros** (+0.5%).

Revenues in million euros (excl. CGV)	2013	2012	Change (%)
First quarter	44.9	41.4	+ 8.4
Second quarter	46.5	49.5	- 6.1
First half	91.4	90.9	+ 0.5

Positive half-year earnings

In a global Champagne wine market that contracted by 3.1% in terms of volumes during the first half of 2013 (source: CIVC), LANSON-BCC recorded a 4.6% drop in its sales volumes, primarily on lower value segments, focusing on the value strategy that has been applied for several years now.

Faced with an unfavorable economic environment in France and the European region, the positive price mix effect achieved over the period will make it possible to partially offset the volume effect, clearly paving the way for consolidated net income to remain positive at June 30th, 2013.

Like each year, it is important to note that LANSON-BCC records around one third of sales over the first six months of the year, but half of fixed costs, and profitability at June 30th cannot be representative of the level for the whole year.

The audited and definitive results for the first half of 2013 will be released on Tuesday September 10th (after close of trading).

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).

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Reuters: LAN.PA
Bloomberg: LAN:FP
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