



PRESS RELEASE

2019 REVENUES: €250.29M

Reims, Monday January 27, 2020 - 5:45 pm

The LANSON-BCC Group is reporting **€250.29m** in consolidated revenues for 2019, down **-9.8%**. Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues came to **€246.16m**, down **-9.5%**.

Revenues (€m)	2019	2018	Change (%)
H1	79.47	88.20	-9.9
H2	170.81	189.30	-9.8
Year to December 31	250.29	277.50	-9.8

According to the CIVC's initial estimates, the global Champagne wine market decreased in volume by - 1.6% in 2019 to 297.4 million bottles shipped, but with contrasting trends depending on the destination: -4% for France, +1% for Europe and +0.4% for the rest of the world.

In this context, if our most exporting Maisons, which serves traditional customers, obtained respectable performances, the two Group's Maisons most exposed to mass retail sector - Chanoine Frères and especially Maison Burtin - were unable to reflect the increase in the price of grapes (+22.6% cumulative over 10 years) in their selling prices. In addition, there was a negative volume effect linked to the delicate rollout of the French Egalim Law. The losses recorded in this mass retail sector will have a significant impact on the expected 2019 full-year earnings.

The fourth quarter's consolidated revenues represent 50% of consolidated revenues for the full year.

2019 full-year earnings will be released on Wednesday March 18, 2020 (after close of trading).

<p>LANSON-BCC is a group built around eight Maisons that produce Champagne wines, created and led by Champagne families. It unites together outstanding Maisons, renowned for their unique wines and benefiting from the effective fit between their customer segments. The blend of ancestral know-how and leading-edge technical capabilities, creative independence and rational synergies enables each one of its Maisons to develop its performances, ensuring the LANSON-BCC Group's sustainability.</p> <ul style="list-style-type: none"> • Champagne Lanson, prestigious Maison founded 1760, Reims, with 80% distributed on international markets. • Champagne Chanoine Frères, Maison founded 1730, Reims, wines intended primarily for the European mass retail market (Chanoine brand), reputed above all for its Tsarine cuvee. • Champagne Boizel, Maison founded 1834, Epernay, French mail-order specialist (BtoC), distributed in the traditional sector for international markets. • Champagne De Venoge, Maison founded 1837, Epernay, sold on selective retail markets, notably with its Princes range and its Louis XV grande cuvee. • Champagne Besserat de Bellefon, Maison founded 1843, Epernay, distributed through traditional networks (restaurants, wine stores). • Champagne Philipponnat, Maison founded 1910, Mareuil sur Aÿ, which owns the renowned Clos des Goisses, with wines exclusively available on selective retail markets as well as in the world's leading restaurants. • Maison Burtin, Epernay, private-label supplier for the European mass retail market and also producer of Champagne Alfred Rothschild. • Champagne Alexandre Bonnet, Les Riceys, owner of a vast vineyard, with wine sold in traditional sectors. <p>www.lanson-bcc.com</p>	<p>Euronext Growth ISIN: FR0004027068 Ticker: ALLAN Reuters: ALLAN.PA Bloomberg: ALLAN:FP Indices: CAC All Shares, CAC Consumer Goods, EnterNext PEA-PME 150</p> <hr/> <p>Eligible for SME share-based savings schemes (implementing order of March 5, 2014)</p> <hr/> <p>LANSON-BCC Nicolas Roulleaux Dugage Tel: +33 (0)3 26 78 50 00 investisseurs@lansonbcc.com actionnaires@lansonbcc.com</p> <hr/> <p>CALYPTUS Cyril Combe Tel: +33 (0)1 53 65 68 68 cyril.combe@calyptus.net</p>
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