



PRESS RELEASE

2022 REVENUES: €289.2M (+6.7%)

Reims, Thursday January 26, 2023 - 5:45pm

Following a good year in 2021, marking a post-health crisis recovery, the global Champagne wine market made further progress in 2022, with volumes climbing +1.6% to 326 million bottles shipped and record revenues of over €6bn. France (42.5% of volumes) is down -1.7%, while exports (57.5% of volumes) are up +4.3% (CIVC estimate).

In this favorable environment, the LANSON-BCC Group recorded a controlled contraction in its volumes by -3.7%, with +6.7% consolidated revenue growth to €289.2m. Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues are up +7.0% to €282.7m. Revenue growth came to +2.4% in France and +11.3% for exports.

Revenues (€m)	2022	2021	Change (%)
H1	115.0	99.1	+ 16.0
H2	174.2	172.0	+ 1.3
Year to December 31	289.2	271.1	+ 6.7

The governance objective rolled out across our Maisons since 2019, and presented in our previous press releases, is to create more value through premiumization rather than through volumes. This policy, which is essential faced with the continued increases in grape prices, was adversely affected in 2020 by the pandemic. It received a positive response from the markets in 2021 and 2022, and will continue moving forward in 2023 and beyond.

The progress with business in 2023 will be driven exclusively by the continued improvements in the product/destination mix, with volumes still restricted following the small harvests in 2020 and 2021. The outstanding 2022 harvest will only see volumes pick up again in three to four years.

2022 full-year earnings will be released on Tuesday March 14, 2023 (after close of trading).

LANSON-BCC is a group built around eight Maisons producing 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 combination of ancestral know-how and modern technical capabilities, creative independence and rational synergies enables each one of its Maisons to develop its performances, ensuring the LANSON-BCC Group's sustainability.

- **Champagne Lanson**, prestigious Maison founded 1760, Reims, holder of a Royal Warrant since the time of Queen Victoria, 80% of Champagne sold on international markets.
- **Champagne Philipponnat**, Maison founded 1910, Mareuil sur Aÿ, owner of **Clos des Goisses**, Champagne sold on selective retail markets and in the world's leading restaurants.
- **Champagne De Venoge**, Maison founded 1837, Epernay, Champagne sold on selective retail markets, notably with its **Cordon Bleu** and **Princes** ranges and its **Louis XV** grande cuvee.
- **Champagne Besserat de Bellefon**, Maison founded 1843, Epernay, producer of the **Cuvée des Moines**, Champagne distributed through traditional networks (restaurants, wine stores).
- **Champagne Boizel**, Maison founded 1834, Epernay, Champagne distributed through mail order in France (BtoC) and in traditional sectors for international markets.
- **Champagne Chanoine Frères**, Maison founded 1730, Reims, Champagne sold primarily on mass retail and export markets, reputed above all for its **Tsarine** cuvee.
- **Maison Burtin**, Maison founded 1930, Epernay, mass retail supplier, producer of "custom" Champagne for key accounts, including the **Alfred Rothschild** range.
- **Domaine Alexandre Bonnet**, Les Riceys, owner of a vast vineyard, with "grower" champagnes sold in traditional sectors, also producer of **Rosé des Riceys**.

LANSON-BCC shares are listed on Euronext Growth Paris
Ticker: ALLAN | ISIN: FR0004027068 | Reuters: ALLAN.PA | Bloomberg: ALLAN:FP
Indices: EN Growth Allshare, EN Family Business
LANSON-BCC shares are eligible for SME share-based savings schemes (PEA-PME - implementing order of March 5, 2014)

LANSON-BCC

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