



PRESS RELEASE

## 2023 REVENUES: €271.7 M

**Reims, Thursday January 25, 2024 - 5:45pm**

### Global Champagne wine market

After two years of vigorous post covid recovery, the global 2023 Champagne wine market recorded a -8.2% drop in volume shipments to 298.8 million bottles, while generating almost stable revenues of over €6 billion. France (42.5% of volumes) and exports (57.5% of volumes) declined uniformly by -8.2% (CIVC estimate). Distributors around the world had surplus inventories at the beginning of 2023, due to excess precautionary purchases and logistical difficulties in 2022. In addition, the inflation context and fears caused by rising interest rates weighed on demand.

### Our Maisons

In this environment, the LANSON-BCC Group recorded a higher volume contraction than the industry overall, with consolidated revenues down -6.1 % to €271.7 million. Excluding the brokerage subsidiary, which activity is traditionally subject to fluctuations, consolidated revenues came to €266.4 million, down -5.8%. Revenues in France fell by -5.4 %, and export revenues by -6.1 %. The decline in volumes shipped by the Group was mainly due to surplus inventory in export markets (USA, Australia) and the discontinuation an entry price range at Champagne Chanoine Frères in France.

Revenues (€m)	2023	2022	Change (%)
H1	109.07	115.02	-5.2%
H2	162.63	174.21	-6.6%
<b>Year to December 31</b>	<b>271.70</b>	<b>289.23</b>	<b>-6.1%</b>

A family-owned pure player for Champagne, LANSON-BCC is continuing to focus on its premiumization development strategy. The Group's ambition to further strengthen its positioning in the world of high-end wines is more than ever firmly anchored at the heart of its plans. This policy is essential given the increase of grape prices and the higher cost of financing the maturation of wines.

**2023 full-year earnings will be released on Thursday March 7, 2024 (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, 85% of its Champagne production sold on international markets.
- **Champagne Philipponnat**, Maison founded 1910 with a tradition dating back to 1522, 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 in France and for export, 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) in France and for export.
- **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 exports markets, known above all for its **Tsarine** cuvee.
- **Maison Burtin**, Maison founded 1933, 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, producing "grower champagnes" sold in traditional sectors in France and for export, also producer of **Rosé des Riceys**.

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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 4, 2014)

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