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## 2019 outlook

Marie Brizard Wine and Spirits (Euronext: MBWS) today publishes an estimate of its 2019 annual EBITDA outlook.

Since the Group announced its strategic plan last March, numerous structural decisions have been adopted to provide the Group with a solid foundation that will help restore a profitable growth by 2022. Distribution synergies with COFEPP internationally have been implemented, Porto Pitters has been sold and the sale of Sobieski Trade is in progress, a project to redeploy its sales forces in France is underway and a strategic partnership has been established for the distribution of the Group's brands in the United States. All these decisions were made on the basis of their ability to create value and allocate the Group's financial resources to activities that generate the highest levels of profitability.

In Poland, the vodka market remains extremely competitive, negatively impacting the gross margin of the Group's Polish subsidiary. In this context, Marie Brizard Wine & Spirits is considering all necessary measures to ensure a turnaround of its performance.

Marie Brizard Wine & Spirits estimates that its 2019 full-year EBITDA should be a loss in a range between -€20m and -€25m.

### Financial calendar

Marie Brizard Wine & Spirits will report its net sales for Q3 2019 on 7 November 2019.

**Marie Brizard Wine & Spirits** (MBWS) produces and sells a range of wine and spirits across four geographies: Western Europe, the Middle East and Africa; Central and Eastern Europe; the Americas; and Asia Pacific. MBWS has distinguished itself for its know-how, the range of its brands, all with long-standing traditions, and its history of innovation. From the establishment of Maison Marie Brizard in the French city of Bordeaux in 1755 to the launch of Fruits and Wine in 2010, MBWS has successfully developed and adapted its brands to make them contemporary while respecting their origins. MBWS is committed to providing value by offering its customers bold, trustworthy, flavourful and experiential brands. The company has a broad portfolio of leading brands in their respective market segments, most notably William Peel blended Scotch whisky, Sobieski vodka, Krupnik vodka, Fruits and Wine flavoured wine, Marie Brizard liqueurs and Gautier cognac. MBWS is listed on the regulated market of Euronext Paris, Compartment B (ISIN code FR0000060873, ticker MBWS) and is included in the EnterNext® PEA-PME 150 index, among others.



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