



PRESS RELEASE

## 2018 REVENUES: €277.50M

**Reims, Thursday January 31, 2019 - 5:45 pm**

The LANSON-BCC Group is reporting **€277.50m** in consolidated revenues for 2018, up **+6.1%**. Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues came to **€271.94m**, with **+6.1%** growth.

| Revenues (€m)              | 2018          | 2017          | Change (%)  |
|----------------------------|---------------|---------------|-------------|
| H1                         | 88.20         | 85.07         | +3.7        |
| H2                         | 189.30        | 176.52        | +7.2        |
| <b>Year to December 31</b> | <b>277.50</b> | <b>261.59</b> | <b>+6.1</b> |

In a global Champagne wine market that contracted in 2018, with 302 million bottles (provisional CIVC figure), versus 307 in 2017, the LANSON-BCC Group has pragmatically pursued its strategy as a pure Champagne player, without neglecting any market segment.

The Group's sales show contrasting trends. Maison Lanson recorded a lower level of business in the UK, historically its core market, due to the uncertainty surrounding Brexit. Maison Philipponnat, with its renowned Clos des Goisses cuvee, Maison De Venoge, with its Princes cuvee, and Chanoine, with its Tsarine cuvee, continued improving their performance levels for both France and Export markets.

The end of the year was particularly dynamic, but the unrest seen during this period in France could have affected the final consumption figures. The fourth quarter's consolidated revenues represent 49% of consolidated revenues for the full year.

**2018 full-year earnings will be released on Wednesday March 20, 2019 (after close of trading).**

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| <p><b>LANSON-BCC is a group built around eight Houses that produce Champagne wines, created and led by Champagne families.</b> The Group unites together outstanding Houses, 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 Houses to develop its performances, ensuring the LANSON-BCC Group's sustainability.</p> <ul style="list-style-type: none"> <li>- <b>Champagne Lanson</b>, prestigious House founded 1760, Reims, with 80% distributed on international markets.</li> <li>- <b>Champagne Chanoine Frères</b>, House founded 1730, Reims, wines intended primarily for the European mass retail market (Chanoine brand), reputed above all for its famous <b>Tsarine</b> cuvee.</li> <li>- <b>Champagne Boizel</b>, House founded 1834, Epernay, French mail-order specialist (BtoC), distributed in the traditional sector for international markets.</li> <li>- <b>Champagne De Venoge</b>, House founded 1837, Epernay, sold on selective retail markets, notably with its <b>Princes</b> range and its <b>Louis XV</b> grande cuvee.</li> <li>- <b>Champagne Besserat de Bellefon</b>, House founded 1843, Epernay, distributed through traditional networks (restaurants, wine stores).</li> <li>- <b>Champagne Philipponnat</b>, House founded 1910, Mareuil sur Aÿ, which owns the renowned <b>Clos des Goisses</b>, with wines also available on selective retail markets as well as in the world's leading restaurants.</li> <li>- <b>Maison Burtin</b>, Epernay, European mass retail supplier.</li> <li>- <b>Champagne Alexandre Bonnet</b>, Les Riceys, owner of a vast vineyard, with wine sold in traditional sectors, including the Cuvée des Moines.</li> </ul> <p><a href="http://www.lanson-bcc.com">www.lanson-bcc.com</a></p> | <p>Euronext Compartment B<br/>           ISIN: FR0004027068<br/>           Ticker: LAN<br/>           Reuters: LAN.PA<br/>           Bloomberg: LAN:FP<br/>           Indices: CAC All Shares, CAC Beverages, CAC Consumer Goods, EnterNext PEA-PME 150</p> <p>Eligible for SME share-based savings schemes (implementing order of March 5, 2014)</p> <p><b>LANSON-BCC</b><br/>           Nicolas Roulleaux Dugage<br/>           Tel: +33 3 26 78 50 00<br/>           investisseurs@lansonbcc.com<br/>           actionnaires@lansonbcc.com</p> <p><b>CALYPTUS</b><br/>           Cyril Combe<br/>           Tel: +33 1 53 65 68 68<br/> <a href="mailto:cyril.combe@calyptus.net">cyril.combe@calyptus.net</a></p> |
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