



PRESS RELEASE

2020 FIRST-HALF REVENUES: €74.13M

Reims, Thursday July 23, 2020 - 5:45pm – Thanks to the first quarter’s significant progress and some exceptional sales recorded in June, the LANSON-BCC Group is reporting consolidated revenues of **€74.13m** for the first half of 2020, down **-6.7%** compared with €79.47m for the first half of 2019. However, it is important to note that the first half of 2019 contracted by 9.9%.

Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group’s consolidated revenues came to **€73.45m**, compared with €77.94m for the first half of 2019 (**-5.8%**). During an unprecedented crisis period, with global Champagne wine market volumes down 29.4% for the first half of 2020 (provisional source: CIVC), sales for the Group’s Maisons have been very affected, in France and for export, from the hotel sector to restaurants and wine stores. However, the good performance by the mail-order (B to C) sector and the high level of shipments to certain European mass retail operators made it possible to limit the consequences of this downturn. A possible anticipation of needs by these retailers must be factored in when assessing the Group’s activity during this exceptional first half of the year.

More than each year, LANSON-BCC would like to highlight that, with around one third of sales recorded during the first half of the year, but half of fixed costs, its revenues and earnings at June 30 cannot be representative of the full-year figures.

2020 first-half earnings will be released on Thursday September 10, after close of trading.

<p>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.</p> <ul style="list-style-type: none"> • 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 Chanoine Frères, Maison founded 1730, Reims. Champagne sold primarily for the European mass retail market. The Maison is reputed above all for its attractive Tsarine cuvee. • Champagne Boizel, Maison founded 1834, Epernay. Champagne distributed through mail order in France (BtoC) and in traditional sectors for international markets. • 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. Champagne distributed through traditional networks (restaurants, wine stores), producer of the renowned Cuvée des Moines. • 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. • 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, also producer of Rosé des Riceys. <p>www.lanson-bcc.com</p>	<p>Euronext Growth ISIN: FR0004027068 Ticker: ALLAN Reuters: ALLAN.PA Bloomberg: ALLAN:FP Indices: EN Growth Allshare, EnterNext PEA-PME 150</p> <p>Eligible for SME share-based savings schemes (implementing order of March 5, 2014)</p> <p>LANSON-BCC Nicolas Roulleaux Dugage Tel: +33 (0) 3 26 78 50 00 investisseurs@lansonbcc.com actionnaires@lansonbcc.com</p> <p>CALYPTUS Cyril Combe Tel: +33 (0)1 53 65 68 68 cyril.combe@calyptus.net</p>
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