



PRESS RELEASE

2017 REVENUES: 261.59 MILLION EUROS

Reims, Thursday February 1, 2018 - 5:45 pm

The LANSON-BCC Group is reporting **261.59 million euros** in consolidated revenues for 2017 (+0.9%). Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues came to **256.36 million euros** (+1.6%).

| Revenues (€M) | 2017 | 2016 | Change (%) |
|------------------|--------------|--------------|--------------|
| Nine months | 135.9 | 144.2 | - 5.8 |
| Fourth quarter | 125.7 | 114.9 | + 9.4 |
| Full year | 261.6 | 259.1 | + 0.9 |

According to the CIVC's initial estimates, the global Champagne wine market grew +0.5% in 2017, with 307.7 million bottles shipped, but with contrasting trends depending on the destination: -2.4% for France, -1.1% for Europe and +8.8% for the rest of the world. Sales for the Group's Houses were down slightly in France, the UK (combined with a negative exchange effect of 6.5%) and Europe. The progress made on many other exports destinations didn't fully offset the contraction in traditional markets.

Consolidated revenues for the fourth quarter, representing 48% of the full-year figure for 2017, benefited from a more dynamic end to the year than in 2016.

2017 earnings will be released after close of trading on Thursday March 29, 2018.

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| <p>LANSON-BCC is a group built around seven Houses that produce Champagne wines, created and led by Champagne families. 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">- Champagne Lanson, prestigious House founded 1760, Reims, with 80% distributed on international markets.- Champagne Chanoine Frères, House founded 1730, Reims, wines intended primarily for the European mass retail market (Chanoine brand), reputed above all for its famous Tsarine cuvee.- Champagne Boizel, House founded 1834, Epernay, French mail-order market leader (BtoC), distributed in the traditional sector for international markets.- Maison Burtin, Epernay, a European mass retail supplier and owner of the Besserat de Bellefon brand, which is distributed through traditional networks (restaurants, wine stores).- Champagne De Venoge, House founded 1837, Epernay, sold on selective retail markets, notably with its Louis XV grande cuvee.- Champagne Philipponnat, House founded 1910, Mareuil sur Aÿ, which owns the renowned Clos des Goisses, with wines also available on selective retail markets as well as in the world's leading restaurants.- Champagne Alexandre Bonnet, Les Riceys, owner of a vast vineyard, with wine sold in traditional sectors. <p>www.lanson-bcc.com</p> | <p>Euronext Compartment B ISIN: FR0004027068 Ticker: LAN Reuters: LAN.PA Bloomberg: LAN:FP 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>LANSON-BCC Nicolas Roulleaux Dugage Tel: +33 3 26 78 50 00 investisseurs@lansonbcc.com actionnaires@lansonbcc.com</p> <p>CALYPTUS Cyril Combe Tel: +33 1 53 65 68 68 cyril.combe@calyptus.net</p> |
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