



PRESS RELEASE

## 2018 FIRST-HALF REVENUES: €88.2M

**Reims, Thursday July 26, 2018 - 5:45pm** - The LANSON-BCC Group is reporting **€88.19m** in consolidated revenues for the first half of 2018, compared with €85.07m for the first half of 2017, up **3.7%**.

Excluding the brokerage subsidiary, whose activity is traditionally subject to fluctuations, the Group's consolidated revenues represent **€86.98m**, compared with €83.12m for the first half of 2017, an increase of **4.6%**.

In a global Champagne wine market with volumes down 0.7% for the first half of 2018 (provisional source: CIVC), the Group's Houses have further strengthened their commercial positions, aiming in priority to create value more effectively through their wines. The Group's sales, with contrasting performances depending on the Houses, have increased for several destinations, but sales to the UK, the Group's leading export market, have continued to be affected by Brexit's impacts in terms of both volumes and the foreign exchange effect.

Like each year, it is important to note that LANSON-BCC records around one third of sales over the first six months of the year, but half of fixed costs, and its results at June 30 cannot be representative of the full year.

**2018 first-half earnings will be released on Thursday September 13, after close of trading.**

<p><b>LANSON-BCC is a group built around seven 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 market leader (BtoC), distributed in the traditional sector for international markets.</li><li>- <b>Maison Burtin</b>, Epernay, European mass retail supplier and owner of the <b>Besserat de Bellefon</b> brand, which is distributed through traditional networks (restaurants, wine stores).</li><li>- <b>Champagne De Venoge</b>, House founded 1837, Epernay, sold on selective retail markets, notably with its <b>Louis XV</b> grande cuvee.</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>Champagne Alexandre Bonnet</b>, Les Riceys, owner of a vast vineyard, with wine sold in traditional sectors.</li></ul> <p><a href="http://www.lanson-bcc.com">www.lanson-bcc.com</a></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><b>LANSON-BCC</b> Nicolas Roulleaux Dugage Tel: +33 3 26 78 50 00 <a href="mailto:investisseurs@lansonbcc.com">investisseurs@lansonbcc.com</a> <a href="mailto:actionnaires@lansonbcc.com">actionnaires@lansonbcc.com</a></p> <p><b>CALYPTUS</b> Cyril Combe Tel: +33 1 53 65 68 68 <a href="mailto:cyril.combe@calyptus.net">cyril.combe@calyptus.net</a></p>
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