



Financial press release

Revenues for the period to 30 September 2016: €154.4 million
Brand wine sales stable at €147.7 million

Reims, 20 October 2016

Vranken-Pommery Monopole's revenues totalled €154.4 million for the period to 30 September 2016, compared to €154.8 million in the prior-year period. Brand sales, which are at the heart of the Group's strategy, were on a par with the 2015 figure at €147.7 million versus the €147.8 million recorded for the period to 30 September 2015.

Champagnes

Q3 2016 Champagne sales edged down by 1.2% to €120.9 million at 30 September 2016. Sales increased still further in countries outside the EU, including Japan and Australia. The drop in sales was due exclusively to the problems encountered in the fine dining sector in France.

Rosé de Provence and Gris de Camargue wines

The momentum enjoyed at the beginning of the year in Grey and Rosé wines continued throughout the year, notably in North America, where sales rose by more than 10% on the prior-year period.

Outlook

The first Californian sparkling wine, Louis Pommery, is expected to be marketed in early 2017.

In Champagne, the 2016 harvest, unlikely and unpredicted as it was, enabled us to obtain high-quality musts that will guarantee the Group's success on the international stage. As part of its efforts to continue to improve quality, Vranken-Pommery has also opened its new pressing centre in Tours sur Marne, in the heart of the wine region.

In Camargue and in Provence, following repeated reports of rainfall deficits linked to climate change, the Group is making all the investment necessary to boost the yield from future harvests

Given the seasonal nature of its activity, the Group does not communicate a quantified objective.

In other news, the Vranken-Pommery Group is hosting the thirteenth edition of the 'Expériences Pommery' contemporary art exhibition within the heart of the Pommery domain, where pieces embodying the infinitely large, and sometimes the infinitely small, will be on show in an exhibition entitled "Gigantesque!".

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VRANKEN-POMMERY MONOPOLE - SOCIÉTÉ ANONYME AU CAPITAL DE 134 056 275 EUROS

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<i>In millions of euros</i>	(1 January - 30 September)			
	2016	2015	Change	Change as %
Champagnes	120.9	122.4	- 1.5	- 1.2%
Provence and Camargue wines	14.7	12.8	1.9	14.8%
Other	12.1	12.6	- 0.5	- 4.0%
Sub-total of brand sales	147.7	147.8	- 0.1	- 0.1%
Trade sales (semi-finished products) and generic wines	6.7	7.0	- 0.3	- 4.3%
Total revenues (1 January - 30 September)	154.4	154.8	- 0.4	- 0.3%

<i>In millions of euros</i>	Q3 (1 July - 30 September)			
	2016	2015	Change	Change as %
Champagnes	48.1	48.7	- 0.6	- 1.2%
Provence and Camargue wines	5.1	4.6	0.5	10.9%
Other	4.1	4.0	0.1	2.5%
Sub-total of brand sales	57.3	57.3	-	-
Trade sales (semi-finished products) and generic wines	1.9	4.6	- 2.7	- 58.7%
Total Q3 revenues	59.2	61.9	- 2.7	- 4.4%

<i>In millions of euros</i>	H1 (1 January - 30 June)			
	2016	2015	Change	Change as %
Champagnes	72.8	73.7	- 0.9	- 1.2%
Provence and Camargue wines	9.6	8.2	1.4	17.1%
Other	8.0	8.6	- 0.6	- 7.0%
Sub-total of brand sales	90.4	90.5	- 0.1	- 0.1%
Trade sales (semi-finished products) and generic wines	4.8	2.4	2.4	100.0%
Total H1 revenues	95.2	92.9	2.3	2.5%

Forthcoming statements

2016 full-year revenue publication: 26 January 2017

About Vranken-Pommery Monopole

Vranken-Pommery Monopole is the second largest Champagne group. With sites in Champagne, Provence, Camargue and Douro, it is Europe's leading wine grower. Its brand portfolio includes:

- the leading Champagne brands VRANKEN, POMMERY, HEIDSIECK & Co MONOPOLE and Champagne CHARLES LAFITTE;
- the ROZES and SAO PEDRO ports and TERRAS DO GRIFO Douro wine brands;
- the Sable de Camargue DOMAINE ROYAL DE JARRAS rosé wines and Côtes de Provence CHATEAU LA GORDONNE.

In addition, it is the joint owner, with the Castel Group of the LISTEL brand portfolio.

Vranken-Pommery Monopole is listed on the NYSE Euronext (Paris and Brussels).

(Codes "VRAP" (Paris), and "VRAB" (Brussels); ISIN: FR0000062796).

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