

FINANCIAL PRESS RELEASE

Consolidated turnover for 2023 : € 338.4 million

Slight Growth of +1,2%

CONSOLIDATED
TRURNOVER*

€ 338,4 million

+1,2%

CHAMPAGNES*

€ 290,7 million

+1,0% compared to 2022 turnover

PROVENCES &
CAMARGUES*

€ 27,4 million

+6,2%

OTHERS (PORTS,
SPARKLING WINES,
MISCELLANEOUS)*

€ 20,3 million

-3,3%

*under audit

Reims, January 25, 2024

Vranken-Pommery Monopole achieved **consolidated sales of € 338.4 million in 2023**, up **+1.2%**.

Against a backdrop of declining volumes in the Champagne market, the Group's premium repositioning and the solid performance of the Wines business enabled us to achieve a slight increase in sales, even though we were aiming for 5% growth.

Champagnes

After a very sharp rise in 2022, reflecting a post-Covid catch-up, Champagne market volumes are down 8.2% (source: Comité Champagne), marking a return to 2019 levels.

Against this backdrop, the Group's volume trend is slightly more favorable than that of the market, and **Champagne sales** are up **1%** in 2023 to **€290.7 million**, thanks to its pricing and premium repositioning. Sales of products packaged by the Group rose by 1.9%.

The Group's sales grew mainly in the Off-Trade in France and Travel Retail internationally, offsetting the contraction in demand in the EU.

The **export share** remained stable at **65%**, supported by good momentum in the UK, North America and Asia.

Côtes de Provence and Sable de Camargue

Sales for the Wines division rose by **6.2% to €27.4 million**. As expected, second-half sales rebounded strongly to +13.3%, given the carryover of sales to the first half.

With the return to normal harvest yields, sales at Grands Domaines du Littoral returned to levels comparable to the pre-Covid period, and benefited from the good momentum of **Sable de Camargue, which will become a PDO in the 2023 harvest**.

Ports and Douro Wines

Sales of Port and Douro wines rose slightly thanks to domestic consumption and growth in Northern Europe. The second half-year was thus very dynamic, after a first half-year in decline.

Sparkling Wines

Sales rose by 9% for Sparkling Wines made in England and California under the Louis Pommery brand, and those made in Camargue, driven by the Benelux market.

Miscellaneous

The zero-margin rebilling of dry materials carried out in 2022 has not been renewed in 2023, and explains the variation in "other" activities.

Next communication

Publication of 2023 annual results : March 27, 2024 after the close of trading

About Vranken-Pommery Monopole

Vranken-Pommery Monopole manages 2,600 hectares of land, owned outright or under lease and spread over four vineyards in Champagne, Provence, Camargue and Douro. The group's wine-making activities range from production to marketing, with a strong commitment to the promotion of terroirs, sustainable wine-growing and environmental conservation.

Its brand portfolio includes:

- the Vranken, Pommery & Greno, Heidsieck & Co Monopole, Charles Lafitte and Bissinger & Co champagnes
- the Rozès and Sao Pédro port wines and the Terras do Grifo Douro wines
- the Domaine Royal de Jarras and Pink Flamingo Camargue wines and the Château La Gordonne Provence wines
- the Sparkling wines, the Louis Pommery California, Louis Pommery England, Brut de France and Pink Flamingo sparkling wines.

Vranken-Pommery Monopole is a company listed on NYSE Euronext Paris and Brussels.

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

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