



LAURENT-PERRIER

## Financial statement

### Strong sales growth in the first quarter of the 2005/2006 financial year: + 10.9%

In the first quarter of the 2005-2006 financial year (from April 1 to June 30 2005), consolidated sales of the Laurent-Perrier Group amounted to €417.2M compared to €37.62M over the same period in the previous year, representing a rise of 10.9%. The figures for the current financial year and the previous financial year are now recognised in accordance with International Financial Reporting Standards (IFRS).

The change in sales breaks down as follows:

1 <sup>st</sup> quarter 2005-2006 compared to 1 <sup>st</sup> quarter 2004-2005	Sales	Of which volume impact	Of which price/mix impact	Of which currency impact
Group	+ 10.9 %	+ 8.9 %	+ 2.4 %	- 0.4 %

The rise in sales confirms the growth recorded at the end of the previous period. Thanks to the current good performances of the US dollar and the pound sterling only a low negative currency difference has been recorded.

This performance demonstrates the lasting impact of the marketing strategy relating to Laurent-Perrier's new brand image and of the sales' strategy, despite champagne shipments being on a downward trend.

### Outlook

The management of Laurent-Perrier continues to have full confidence in its strategy of profitable growth and of focusing its sales' efforts on key countries such as the United States, Japan and Italy. This strategy should give a permanent boost to the volumes of each of the main brands, and of its premium brand wines such as its prestige cuvée, Grand Siècle.



Nevertheless, the difficult global economic climate continues to be a concern because of its potential impact on champagne's consumption.

*Laurent-Perrier is one of the leading champagne houses and the only publicly listed pure premium brand champagne stock. It has a large portfolio of products renowned for their quality, built around four core brands: Laurent-Perrier, Salon, Delamotte and Champagne de Castellane.*

First time publication of financial statements in accordance with IFRS: upon publication of the half-yearly financial statements on September 30, 2005.

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Laurent-Perrier is included in the B compartment of the Euronext Paris Eurolist. It is in the CAC Mid Small 190, CAC Small 90, SBF SM and SBF 250 indices.

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