



LAURENT-PERRIER

Financial Press Release

Laurent-Perrier continues to improve performance in third quarter of FY 2013-2014

Tours-sur-Marne, 12 February 2014

The Laurent-Perrier Group saw further improvements in its performance in the third quarter, ended 31 December 2013. Turnover came to 88.7 million euros, slightly above the figure for the same quarter last year. Adjusted for foreign currency effects, growth stood at close to 1%.

Third-quarter activity benefited from continued strong demand from outside Europe, and especially from the United States and Japan. Shipments to Europe, and to the United Kingdom and Germany in particular, have started to recover.

Over the first nine months of FY 2013-2014, turnover came to 178.8 million euros. Laurent-Perrier brand value indicators remained high, with the export ratio at 75% and the premium ratio at 37.4%.

The consolidated price/mix effect stood at +2.8%, compared with -0.8% for the same period last year, a result that illustrates the Group's ability to increase the value of its cuvées over time in accordance with its strategy of focusing on the premium segment.

Outlook

During the fourth quarter, the Group expects to continue improving its performance, partly on the strength of momentum in markets outside Europe, which generally make a greater contribution to brand turnover at this time of year. It will also benefit from the release of the latest vintage from Salon, scheduled for March.

Currency effects could also become more positive after sterling's recent strengthening against the euro.

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LAURENT-PERRIER, S.A. A DIRECTOIRE ET CONSEIL DE SURVEILLANCE AU CAPITAL DE 22 594 271,80 EUROS
R.C.S. REIMS B 335680096 - SIRET 335 680 096 00021 - APE 6420Z
CHAMPAGNE LAURENT-PERRIER - CHAMPAGNE SALON - CHAMPAGNE DELAMOTTE - CHAMPAGNE DE CASTELLANE



| 2013 - 2014 | H1 | Q3 | 9 Months |
|-------------------------|------------------------------|-------------------------------|-----------------------------|
| | April 1 - September 30 | October 1 - December 31 | April 1 - December 31 |
| Turnover (€m) | 90.1 | 88.7 | 178.8 |
| Change / Y-1 | - 5.6% | + 0.1% | - 2.9% |
| <i>o/w:</i> | | | |
| <i>Volume effect</i> | - 8.3% | - 0.7% | - 4.7% |
| <i>Price/Mix effect</i> | + 3.9% | + 1.6% | + 2.8% |
| <i>Currency effect</i> | - 1.2% | - 0.8% | - 1.0% |

Laurent-Perrier is one of the few champagne houses listed on the French stock exchange dedicated exclusively to champagne and focused on the premium segment. Laurent-Perrier offers a broad range of products renowned for their quality, and sold under the Laurent-Perrier, Salon, Delamotte, and Champagne de Castellane brands.

ISIN: FR 0006864484

Bloomberg: LAUR FP

Reuters: LPER.PA

Laurent-Perrier belongs to compartment B of EnterNext.

It is part of the CAC Mid & Small, CAC Mid 60 and CAC All-Tradable indices

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Provisional financial calendar

Annual results for the year ending 31 March 2014:
General Meeting of Shareholders:

27 May 2014
8 July 2014