UNIVERSAL REGISTRATION DOCUMENT AND ANNUAL FINANCIAL REPORT 2021-2022

Laurent-Perrier

The universal registration document has been filed with the AMF on June 23, 2022 *(Autorité des Marchés Financiers or AMF)*, as the competent authority under Regulation (EU) 2017/1129, without prior approval in accordance with Article 9 of that Regulation.

The universal registration document may be used for the purpose of offering securities to the public or admitting securities to trading on a regulated market if it is approved by the AMF, as well as any amendments thereto, and a note on securities and the summary approved in accordance with Regulation (EU) 2017/1129.

The present document was drawn up by the Issuer and is binding on its signatories

The financial report is a reproduction of the official version of the AFR which was drawn up in ESEF format (in XHTML), available on the AMF website and on the Laurent-Perrier financial website.

In this document, the term "Group" refers to Laurent-Perrier and its consolidated subsidiaries, and “Laurent-Perrier" refers to the brand name under which Laurent-Perrier products are sold.
Words marked with an asterisk (*) refer readers to the glossary at the end of this document.
ISIN code for Laurent-Perrier: FR0006864484

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1. Business activities of the Laurent-Perrier Group

1.1. Laurent-Perrier : the history of a group close to its roots

1939: Marie-Louise de Nonancourt acquires Laurent-Perrier.
1948: Her son, Bernard de Nonancourt, becomes Chairman of Laurent-Perrier.
1950: Edouard Leclerc, first Cellar Master (1950-1982).
1958: Cuvée Grand Siècle launched.
1968: Cuvée Rosé Brut launched.
1973: Michel Fauconnet joins Laurent-Perrier.
1975: Alain Terrier joins Laurent-Perrier.
1978: Distribution subsidiary set up in the United Kingdom.
1981: Cuvée Ultra Brut launched.
1983: Alain Terrier succeeds Edouard Leclerc as Cellar Master (1983-2004)
Acquisition of a 34% stake in Champagne de Castellane. Bernard de Nonancourt creates the Laurent-Perrier Group.
1987: Alexandra Pereyre joins Laurent-Perrier.
Cuvée Alexandra launched.
1988: Laurent-Perrier acquires a majority interest in the Salon champagne house.
1990: Alexandra Pereyre appointed to Management Board.
1992: Distribution subsidiary set up in Switzerland.
1993: Stéphanie Meneux joins Laurent-Perrier, appointed to the Management Board.
1997: Yves Dumont joins Champagne Laurent-Perrier, appointed Chairman of the Management Board.
1998: Buy-back of the minority shareholdings in Champagne Laurent-Perrier (22%) and Laurent-Perrier (3%) held by United Distillers and Vintners (UDV).
Creation of a United States subsidiary and a distribution branch in Belgium.
1999: Buy-back of minority shareholdings in Champagne de Castellane.
Company listed on the Euronext Paris *Second Marché* stock exchange market.
Yves Dumont appointed Chairman of the Laurent-Perrier Group Management Board.
2002: New presentation and packaging for the Laurent-Perrier range.
2004: Acquisition of Château Malakoff.
Michel Fauconnet appointed Cellar Master and Laurent-Perrier Group Head of Supplies and Production.
2005: Global launch of the new Laurent-Perrier and Grand Siècle visual identities.
Etienne Auriau joins Laurent-Perrier as Chief Financial Officer.
2007: Japanese distribution contract signed with Suntory.
2008: German subsidiary created.
New Grand Siècle campaign launched.
2009: Direct commercial presence in Italy, Singapore and Dubai.
Appointment of Stéphane Tsassis as Chairman of the Management Board.
2010: Laurent-Perrier was deeply saddened to announce the death of Bernard de Nonancourt, Founder-Chairman of the Laurent-Perrier Group, on 29 October.
Michel Boulaire becomes Chairman of the Management Board.
Etienne Auriau and Michel Fauconnet appointed members of the Management Board.
2011: Launch of new Brut, Demi Sec, and Millésimé Laurent-Perrier packaging.
2012: Bicentenary of Laurent-Perrier.
Launch of Réserves Grand Siècle and Alexandra 2004, shipping for the first time in magnum format.
Jordi Vinyals joins Laurent-Perrier as a member of its Management Board and Sales, Brand Development, Corporate Communications and Public Relations Director.
2014: Creation of an Italian subsidiary.
Acquisition of *négociant* François Daumale.
Appointment of Mr Stéphane Dalyac as Chairman of the Management Board.
2015: Launch of "Laurent-Perrier est la marque de champagne choisie par ceux qui savent choisir" advertising campaign.
2016: End of Phase Two of Clos Valin construction project – buildings and winery.
Participation in "Taste of Hong Kong", "Taste of Paris" and "Taste of London" events.
2017: Launch of new packaging for the Bruts family.
Launch of "La Cuvée".
Renewal of the Royal Warrant of The Prince of Wales, assigned for five years, since March 1998
Launch of Laurent-Perrier Brut Millésimé 2007
Launch of the new communication Grand Siècle "Recreating the perfect year". Realization of a press campaign in France, United Kingdom and Italy. Creation and launch of a dedicated minisite www.grandsiecle.com

Opening Instagram accounts @laurentperrierrose et @laurentperriergrandsiecle

2018: Reinforcement of the advertising campaign of the Cuvée Rosé Brut "Chosen by the best" with new prestigious establishments.

2019: Extension of Clos Valin.
Renovation of the Orangery of Château de Louvois in partnership with historical monuments.
Creation and launch of a dedicated minisite to the Cuvée Rosé www.cuveerose.com

2020 : Laurent-Perrier innovates by offering Blanc de Blancs Brut Nature, wine without dosage produced thanks to perfecting its knowledge of this style of vinification and with careful aging of Chardonnay in stainless steel vats.
Launch of Blanc de Blancs Brut Nature
Grand Siècle Iterations

2020: @laurentperrierrose and @laurentperriergrandsiecle Instagram accounts merged into one single account @champagnelaurentperrier

2021: Changes within the Supervisory Board: Patrick Thomas appointed as Chairman and Marie Cheval as Vice-Chairman, since April 1st, 2021.
Launch of the Grand Siècle iterations N°25 in bottle and N°23 in magnum

2022: Launch of Laurent-Perrier Brut Millésimé 2012

1.2. GROUP OVERVIEW

1.2.1. Introduction

Under the energetic leadership of Bernard de Nonancourt (1920-2010), the Laurent-Perrier Group became a leading champagne Group, selling nearly 12.7 million bottles of champagne in 2021-2022. Its worldwide market share is about 4%.

Amongst Négociants, it has an estimated worldwide volume market share of around 5.4% (source: Laurent-Perrier and CIVC*). The Group's products are sold under four main brands: Laurent-Perrier, Salon, Delamotte, and Champagne de Castellane, which are positioned across a price spectrum ranging from the upper-middle category to the premium and ultra-premium categories.

Laurent-Perrier also considers that it has gained a leading position in high value-added products such as rosé champagne, prestige cuvées and unsweetened Brut Nature.

The Group is controlled by the de Nonancourt family, which holds 65.11% of its capital and 78.35% of the voting rights. It is organised under three different types of legal entities:

- champagne Houses, including in addition to Champagne Laurent-Perrier, Champagne de Castellane (Champagne de Castellane brand, Jeanmaire, Oudinot and Beaumet brands), the A.S. company (Salon and Delamotte brands);
- distribution subsidiaries or branches in France and several foreign markets: Germany, Belgium, the United States, Switzerland, the United Kingdom and Italy;
- vineyards, held either directly by Grands Vignobles de Champagne and Château Malakoff, or through real-estate companies (sociétés civiles immobilières), some of which have wine-growers as partners.

Two Economic Interest Groups (EIGs) whose members are companies belonging to the Group have been set up to maximise the Group's distribution and production capabilities. These EIGs are not consolidated because their earnings are integrated directly into the accounts of the EIG partner companies and they have no material assets.

The Group exports 77% of its sales to over 140 countries, including the UK, Belgium, Switzerland, the United States, Italy, Japan and Germany. In most of its export markets, Laurent-Perrier's products are mainly sold through specialised distribution channels (cafés, hotels and restaurants, wine merchants, and direct sales), with the notable exception of Belgium, where the Group has a strong foothold in major retail chains. In France, 73% of the volumes sold under the Laurent-Perrier brand name go through specialised and direct distribution network channels.. With the remaining 27% being distributed through self-service retail channels suited to distributing the Group's champagnes.

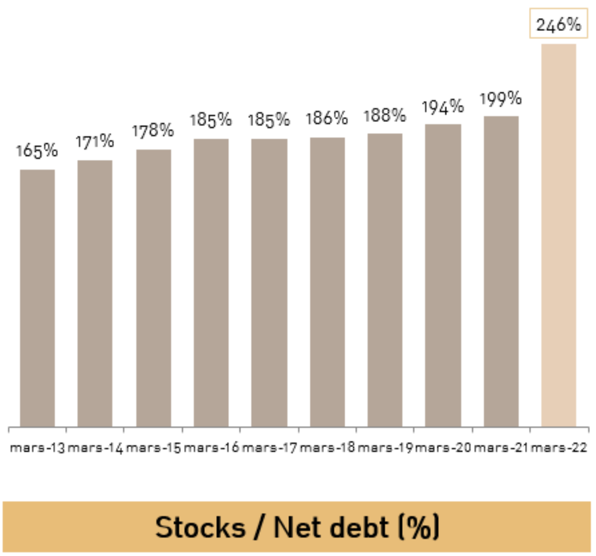
1.2.2. Key figures for the last three financial years

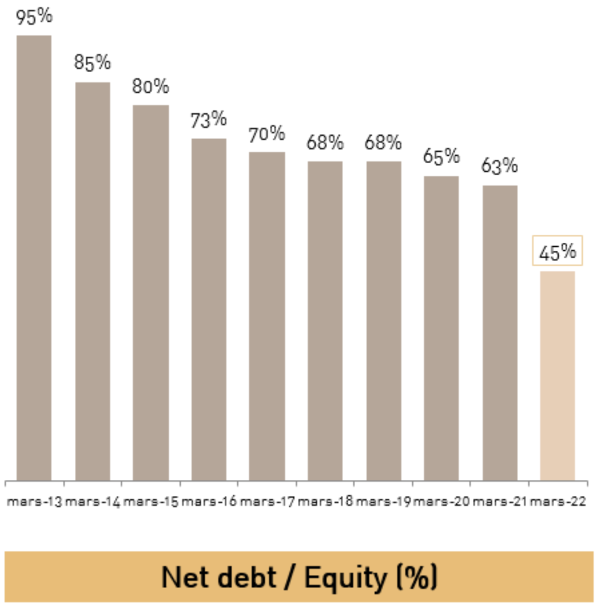
	31.03.2020	31.03.2021 Health crisis	31.03.2022
Sales (million euros) (Champagne)	231.3	184.7	292.8
Export sales as % of total sales Laurent-Perrier (million euros)	81.6%	82.1%	83.4%
Share of premium products in Laurent-Perrier brand sales	41.2%	44.6%	42.6%
Share of specialist channels in Laurent-Perrier brand sales in France	68.0%	61.0%	63.0%
Gross margin	50.8%	53.4%	52.8%
Operating margin	17.8%	22.4%	26.3%
Operating income (million euros)	41.2	41.3	77.0
Operating Cash Flow (*)	14.3	3.6	69.2
Return on Capital Employed (ROCE)	5.4%	5.3%	10.0%
Gearing (net debt/attributable shareholders' equity)	65%	63%	45%
Book value of inventory/net	194%	199%	246%
Return on Capital Employed (ROCE) (M€)	23.7	25.2	50.2

Norme IFRIC 21

(*) Cash flow from operations minus net investment before dividends and change in current accounts.

Net debt: "Long-term and short-term financial debt, plus other long-term debt, minus cash and cash equivalents".





Return on capital employed:
("Operating profit" / Capital employed)

Capital employed:
"Goodwill" plus "Net intangible and tangible assets" plus "Inventories and work in progress " plus "Trade receivables" plus "Other receivables" minus "Suppliers" minus "Tax and social security liabilities" minus "Other debt".

EBITDA: Current operating income + depreciation and amortization charges + asset impairment charges + provisions for risks and charges

Organic growth: Excluding currency effects and on a like-for-like structural basis.

Premium Products: Cuvée Rosé Brut, Ultra Brut, Millésimé, Grand Siècle, Alexandra.

Consolidated Cash Flow Statement

€m	At 31/03/21	At 31/03/22	Change	
NET OPENING CASH POSITION	82.3	89.2		
Cash flow (after tax)	+32.4	+58.7	+26.3	+ €65.6m change in operating cash flow
Working capital requirement	-24.5	+17.0	+41.4	
Investments & disposals	-4.3	-6.4	-2.1	
Financing operations	+9.4	-25.8	-35.2	
o/w loan issues	16.4	11.2		
o/w loan repayments	-7.0	-37.0		
Share buy-back	0.0	-1.8	-1.8	
Dividends	-6.1	-6.0	+0.1	
NET CHANGE IN CASH	+6.9	+35.7	+28.7	Change in net cash flow
impact of changes in foreign exchange rates	0.0	+0.3		
NET CLOSING CASH POSITION	89.2	125.2		

1.3. THE MARKET

A unique appellation, creating value - First AOC world wine in value

0,5 %

Of the world's vineyards

9 % in volume
33 % in value

of world consumption of sparkling wines

THE KEY NUMBERS 2021

320.2 million bottles shipped, of which 56.1% exported

5.7 billion euros in sales*

* Duty free from Champagne

LIMITED TERRITORY

34,200 hectares

3 regions: Grand-Est, Hauts-de-France and Île-de-France

5 departments: Aube, Aisne, Marne, Haute-Marne and Seine-et-Marne

319 Crus

16,200 Winegrowers

130 Cooperatives

370 Houses

4,300 Market Drivers

1,800 exporters

Source: Champagne Comitee – Epernay

1.3.1. From vine to wine

- **AOC surface area**

The champagne appellation covers a rated area of around 34,200 hectares. It was defined by the Act of 1927, which instituted the Appellation d'Origine Contrôlée (AOC*). At that time, the AOC surface area amounted to 35,208 hectares.

- **Geographic location**

Located in France about 150 kilometers east of Paris, it comprises 319 different crus (villages) in five departments:
- Marne (66%),
- Aube (23%),
- Aisne (10%),
- Haute-Marne and Seine-et-Marne.

- **Distribution of the Champagne vineyards**

The vineyard is divided into four main regions:
- Montagne de Reims,
- Vallée de la Marne,
- Côte des Blancs,
- and Côte des Bar.

Subsequently, the size of the area classed as AOC gradually decreased, to 20-25,000 hectares by the end of the 1970s, and then rose again to 30,000 hectares at the end of the 1990s. It currently stands at around 34,200 hectares.

The demarcation of the champagne AOC area is based on three distinct ideas: the "zone d'élaboration", the "zone de production", and the "zone parcellaire".

The first of these, the "zone d'élaboration", concerns a set of villages where the different phases of the making of the product can take place: grape pressing, bottling, storage, packaging, etc.

The second, the "zone de production", concerns all the villages where vines with appellation status may be grown.

The third, the "zone parcellaire", corresponds to the list of plots of land recognised by the Institut National d'Appellations d'Origine (INAO) as being suitable for planting vines. You can, therefore, only find plots with champagne appellation status in villages situated in the "zone de production".

- **Planting rights**

Planting rights are used to regulate champagne's economy by adjusting production potential according to market prospects. According to an EU Regulation, it is only possible to plant a wine grape vine (i.e., for making wine) if the prospective planter has vine planting rights. These different types of rights are valid for a limited amount of time: eight years for replanting rights, two years for new plantings and rights offset against planting rights reserves. Vineyard renewal is achieved by grubbing up plots of vines, thereby generating a replanting right, which is then used to replant new plots of vines over an equivalent surface area.

A new text highlighting a system of approvals in the shape of a regulation is being drafted and should be included in the next reform of the CAP.

- **Wine growing**

Champagne is the northernmost wine-producing region in France and, with a few exceptions, in the world. It is a small area of land, representing only 8% of AOC-registered land and only 4% of French land used for wine growing (Source: CIVC*, Bank of France). Output is limited (both in terms of yield per hectare and pressing*) in order to ensure the quality of the champagne appellation. Wines produced under the appellation thus totally derive from this land and are limited to the grape volume quotas fixed by the INAO*.

In addition to defining the champagne growing area, the 1927 law contains strict provisions specific to the region regarding planting, varieties (cépages*), pruning, harvesting, fermentation* and production. Between 8,000 and 10,000 vines per hectare are planted in the vineyards.

Champagne concentrates three centuries of know-how, research, and experience of vines and production. Part of its secret lies in the difficult growing conditions, with frequent frosts in winter and spring, and the possibility of very hot temperatures in summer. It is a difficult environment for vines and growers alike, particularly as the land is divided up into many plots with an average area of 12,15 ares (*2021 harvest figures*) – 281,225 – usually on hillsides. Harvests* are therefore irregular.

To make optimal use of the cultivated land and offset the risk of poor harvests, champagne producers blend* wines of different years and different areas as a means of ensuring consistent quality and style.

Grape cultivation, wine making and ageing* involve a long list of complex processes whose main characteristics are recalled below:
- vigorous pruning,
- manual harvests* to protect the grapes,
- small, perforated harvesting baskets,
- very slow pressing*,
- division of musts*,
- blending of wines from different areas,
- two fermentations*,
- "remuage*" (riddling) of the bottles*,
- disgorgement*,
- dosing*.

In fact, over 25 stages are needed to produce this extraordinary wine, calling for talented professionals, sophisticated machinery, and large-scale investment (see Annex 1 on champagne making). The distinctive of this product lies in sparkling wine, which, unlike other wines, is actually a blend of different wines, both "vertical" (using reserve wines from different years) and "horizontal" (combining different varieties of grapes grown in different areas of the Champagne region, harvested in a single year).

The technique and the skills necessary to produce champagne of a consistent quality and style year after year make it unique and highly sought-after. Wine connoisseurs take the view that "the genius of champagne resides in the blending" which is what sets the best brands apart.

The nature of the terroir guided the selection of the most suitable grape varieties. Pinot Noir (black grape), Meunier (black grape) and Chardonnay (white grape) are now very much in the majority. Arbane, Petit Meslier, Pinot Blanc and Pinot Gris (all with white grapes), also authorized, represent less than 0.3% of the vineyard.

Pinot Noir represents 38% of the planted vineyard.
Perfect on limestone and fresh grounds, it is the dominant *cépage* of the Montagne de Reims and the Côte des Bar. The wines produced from grapes are distinguished by red fruit aromas and a marked structure. It is the *cépage* that brings the body and the strength to the assemblage.

The Meunier represents 30% of the surfaces.

This vigorous *cépage* is particularly suitable for more clayey terroirs, such as those of the Vallée de la Marne, and is better adapted to more difficult climatic conditions for the vine. It gives supple and fruity wines that evolve a little more quickly in time and bring roundness to the blend.

Chardonnay occupies 30% of the vineyard.
It is the main *cépage* of Côte des Blancs. The wines of Chardonnay are characterized by delicate aromas, floral notes, citrus otes and sometimes mineral. Marked by a slow evolution, it is the ideal grape variety for the aging of wines.

The physiology of the vine and the natural constraints have given rise to a true wine strategy concerning selection, density, grafting, size, etc.

To maintain its premium positioning, the champagne industry has systematically taken steps to improve product quality to differentiate it from its competitors. Under the supervision of the Institut National de l'Origine et de la Qualité (INAO*) and the Comité Interprofessional du Vin de Champagne (CIVC*), industry-wide regulation and best practices have been established. Product quality is controlled through very strict production criteria, the most important of which are:

Origin of grapes: all grapes must be grown inside the AOC* area. About 33,829 in 2019, 33,787 in 2020 and 33 725 in 2021 (source: CIVC*).

Grape quality*: grapes are graded according to a quality rating expressed as a percentage.
The minimum grade is 80%, the maximum, 100%.
Currently, 319 different crus* are listed.
Champagne is a grand cru* if it is produced exclusively from grapes graded 100%, and a premier cru* if produced from grapes graded from 90-99%.

Maximum yield*: for a wine to be entitled to the champagne appellation, a maximum grape yield per hectare is set each year and may not under any circumstances exceed 15,500 kg per hectare. A set proportion of any grapes in excess of the cap set for each harvest may be used to constitute a qualitative set-aside reserve of clear wine* for subsequent possible release in the event of a future harvest shortfall. Any remaining production surplus is sent for distilling.

Set-aside reserve
Today, growers may put a proportion of their excess production (i.e., the harvest volume in excess of the year's yield up to a maximum amount of 15,500 kg/ha) into a set-aside reserve. The champagne houses do not pay for the grapes corresponding to the set-aside until the wine is released, once it has been decided by the CIVC to release the corresponding wine onto the market. At that point the houses pay the market rate of the most recent harvest.

During this period, which may last several years, the champagne houses carry only the cost of storage in their tanks.
This practice has made it possible for champagne growers, etc. to regulate their production, which means that champagne houses are today in a better position to manage their expansion strategies.

The set-aside reserve is a complex management mechanism that is the outcome of lengthy deliberations and measures that are constantly being improved. It reflects the pragmatic approach of champagne professionals and the empirical way in which the joint management of the Champagne appellation has always been carried out.

It provides the houses and the growers with an incomparable economic safety mechanism, in a wine growing area where harvest variability due to the northerly geographic location has always been a major concern.

To do this it is important to remind the champagne profession as a whole that this measure is the necessary adjunct to effective control over harvest yields.

The new measure implemented since the 2007 grape harvest has three components:

1) Changes to maximum AOC champagne yield. The maximum yield is the annual capped yield of AOC champagne. This has been increased from 13,000 to 15,500 kg per hectare, a level of yield constituting a maximum reserve for outstanding years.

2) Authorization to constitute an individual AOC wine set-aside over several years (Réserve Individuelle).

The individual set-aside may be up to 8 000 kg per hectare, subject to compliance with the annual cap. The individual set-aside enjoys the same status as the current set-aside wines. This means that current set-aside wines will be included in the calculation of the 8 000 kg per hectare ceiling. The rules governing release of the set-aside are unchanged: the decision to release set-aside wines may be collective or, in the case of an individual decision, the result of a harvest shortfall.

3) Maximum yield per plot. To optimise the quality of grapes grown, in exchange for the creation of an individual set-aside, the new measure sets out a maximum average yield per plot. The yield will be assessed on the basis of 17 bunches per square metre, with a maximum yield of 19,700 kg per hectare. With what amounts to comprehensive harvest insurance, growers should be more willing to change their growing practices to ensure greater control over yields.

‟ Harvest 2021: first assessment of a difficult campaign

The last grapes are being taken to the presses, and the harvest is coming to an end in Champagne. After more than three weeks of a campaign with extremely diverse results, we look back at the first lessons to be learned from the 2021 harvest.

We have never seen this before. The assessment drawn by Arnaud Descôtes, quality and sustainable development director of the Champagne Committee, is clear. Not since the 1950s has a harvest suffered so much from the vagaries of the weather. So much so that it was ranked among the "*top 5 most challenging years in the Champagne appellation*. "

<u>1. An average yield between 6,000 and 6,500 kg/ha</u>

As the harvest draws to a close, initial estimates indicate an average yield of around 6,000 to 6,500 kg of grapes per hectare. With extremely marked heterogeneity from one plot to another, and yields ranging from 0 kg to over 15,000 kg per hectare.
The reason for such a gap? Firstly, mildew, which destroyed almost 30% of the crop this year. "*This level of losses is unprecedented*" says Arnaud Descôtes. "*The last references we have are 1997, with 10% losses, or, more recently, 2016, with 15%."*

Especially as mildew was not the only problem for the Champenois this year. The April frosts had already severely affected the harvest, with losses also estimated at 30% for the appellation. Then came the vineyard pests, "*bud eaters, for three weeks*. *Sometimes they caused more damage to the vines than the frosts,"* says the quality director. *"There was hail, there was powdery mildew (between 2 and 6% of grapes affected in the Matu network, on the eve of the harvest) and even scalding, at the end of August, with temperatures reaching 30°C some days*".

<u>2. Harvesting in the midst of grey rot</u>

With the beginning of the harvest, the rot arrived. And different scenarios were presented depending on the sector, accentuating the heterogeneity of the harvest. Some saw rot explode at the beginning of the season, due to storms and hot nights. Others were less affected, due to cool but wet weather. Finally, the last sectors to start harvesting (the Côte des Blancs comes to mind), were lucky enough to have cool nights and sunny days, which entirely limited the progress of rot.

"*Overall, it was a winegrower's year*", summarises Arnaud Descôtes. "*Some fought hard and managed to save the greater part. Others fought just as hard, but unfortunately failed in the face of nightmarish scenarios. This year, it took technical skill, perseverance and agility. And a bit of luck too*..."

<u>3. Aromatic musts, with good tension</u>

Although the yields were poor, the quality of the juices did not fail to surprise, pleasantly.

"*We have an average degree in Champagne of around 10*", notes Arnaud Descôtes. *"There is a nice acidity, with an average of 8.5 and PH between 3 and 3.08*."
The sorting carried out in the vineyard and in the pressing centre made it possible to remove the affected grapes and juices from the healthy musts. The first assessment shows aromatic juices, marked by a good tension. "*We find juices that have similarities with the 1997 vintage, a year with mildew, with 2008 and its tonic juices, or even 2013, which is a fine vintage, ultimately underestimated*. *Overall, these are pretty good references*."

4. Consequences for the future

Jean-Marie Barrillière, president of the Union des maisons de Champagne (UMC), assures us: "*The interprofession will take on board the lessons of 2021 and send a strong signal to the Champenois*. "

Between now and the 2022 harvest, various changes could be made, in particular the modernisation of the interprofessional reserve (see opposite).
"*We need to improve the resilience of the sector, so that the Champenois can continue to take risks in terms of sustainable viticulture*" continues the trade president. Because that is what it is all about. While the Champagne interprofession has set itself ambitious objectives in terms of reducing phytosanitary products, 2021 should not discourage vine and wine professionals.

"*Moreover, in a normal year, sustainable viticulture allows us to successfully complete the harvest, which we must bear in mind*", emphasises Arnaud Descôtes. *There is no point in overtreating or overfertilizing*."
While the interprofessional reserve is now very low, or even empty for the most severely affected vineyards, all eyes in Champagne are now turned towards 2022. Fortunately, the market for champagne shipments continues to perform well and this is a welcome boost for the industry, which is hoping for a doubly successful campaign next year."

Source Journal l'Union – September 27, 2021

FIXED YIELD IN CHAMPAGNE APPELLATION (KG/HA)				
Years	**Available yield**	**Reserve**	**Total yield in appellation**	**Collective exit from reserve (kg/ha)**
2000	11,000	1,600	12,600	N/A
2001	11,000	0	11,000	N/A
2002	11,400	600	12,000	N/A
2003	11,400	0	11,400	N/A
2004	12,000	2,000	14,000	N/A
2005	11,500	1,500	13,000	1,000
2006	13,000	0	13,000	500
2007	12,400	3,100	15,500	1,600
2008	12,400	3,100	15,500	1,200
2009	9,700	4,300	14,000	N/A
2010	10,500	1,500	12,000	N/A
2011	10,500	3,100	13,600	2,000
2012	11,000	1,000	12,000	N/A
2013	10,000	3,100	13,100	500
2014	10,100	3,100	13,200	500
2015	10,000	3,100	13,100	500
2016	9,700	3,100	12,800	1,100
2017	10,300	3,100	13,400	500
2018	10,800	4,700	15,500	N/A
2019	10,200	3,100	13,300	N/A
2020	8*,000	0	8,000	400
2021	10,000*	3,100	13,100	N/A

* CIVC - Circular n°1716 of January 20, 2022 relating to withdrawals from reserve for the 2020-2021 campaign

"It's 10,000 kg/ha! For the market yield of the 2021 harvest, the Interprofessional Committee of Champagne Wines has agreed on this nice round figure. An easy agreement to find (especially compared to the 2020 agreement) since the economic rebound has invigorated the Champagne region. Unfortunately, this first half of 2021 is also linked to a very complicated wine growing season (frost, rain, mildew and the appearance of powdery mildew). Some sectors suffered greatly, such as the Vallée de la Marne, Bar-sur-Aube and part of the Montagne de Reims. While for the moment the figure of the Champagne yield has been announced, another meeting will take place on 2 September to specify how to achieve it. It is suspected that the quality reserve, a formidable tool, the jewel of the Champagne region, will be called upon once again.

According to the press release of the Champagne Committee, in a context of global economic recovery, the sector recorded an excellent first half of 2021. Most markets are experiencing a spectacular recovery. Shipments in the first half of 2021 are up by 50% compared to 2020, which was marked by the crisis. On the export side, the historical record for shipments in the first half of the year (dating from 2018) was exceeded by 14%. This strong export growth is driven mainly by Europe, North America and Australia. The French market also started to recover at the beginning of summer, with the lifting of sanitary measures.

Thus, taking into account the good results of shipments in the first half of the year and the positive medium-term prospects, the Executive Board of the Champagne Committee has established the sector's authorised yield at 10,000 kg/hectare. For Maxime Toubart, co-chairman of the Champagne Committee, "this measured and optimistic decision illustrates the confidence of all the players in the solidity and durability of the Champagne industry". For Jean-Marie Barillère, co-chairman of the Champagne Committee, "these good figures testify to a vigorous recovery at global level. With the reopening of consumer venues, we are seeing everywhere the desire of our consumers to celebrate the return to a normal social life of sharing and conviviality."
Minimum ageing period*: this is fixed by the regulations at 15 months for non-vintage champagnes* and three years for vintage champagnes* from the date of bottling (tirage)."

Source La Champagne de Sophie Claeys – 21 July 2021

"The marketable yield for the 2021 harvest in Champagne was set on Wednesday 21 July 2021 at a meeting of the Interprofessional Committee of Champagne Wines (CIVC) in Epernay: 10,000 kg/ha. This is more than last year (2020) when the maximum grape quota was set, not without difficulty, at 8,000 kg/ha in a context of health crisis and a drop in shipments.

For the record, the 2020 harvest was historically early, starting in some places on 20 August 2020 with exceptional quantity and quality. This was not the case in 2021. The year 2021 was marked by climatic hazards (frost, hail) in the spring and exceptional rainfall in June and July, particularly favourable to the development of mildew in the vines."

Source France Bleue Champagne - 21 July 2021

Minimum ageing*: regulations provide that non-vintage champagne* has to be bottle-aged for a minimum of 15 months, while vintage* champagnes require a minimum of three years' ageing, from the bottling date ("tirage").

- **Grape supply contracts**

Land ownership in the Champagne area is extremely fragmented, with 16,200 growers cultivating about 90% of the planted land, while the champagne houses own only 10% of the vineyards and generate 73% of total champagne sales. This situation requires a permanent and balanced relationship between the growers and the champagne houses in order to meet the grape requirements of the houses in response to growing consumer demand, in particular on export markets, where the market share of champagne houses is 88%. These relationships are organised through grape supply contracts whose structure is periodically re-negotiated between the Syndicat Général des Vignerons (representing the growers) and the Union des Maisons de Champagne (representing the houses). Some 1.2kg of grapes are required to produce a 750ml bottle of champagne. Grapes account for approximately 75% of the total cost of a bottle of champagne. Fluctuations in grape prices are therefore crucial for champagne houses.

The method used to set grape prices has undergone several changes over the past 20 years. Until 1989 the CIVC* set the price of grapes on an annual basis, according to demand and harvest output. In 1990, the grape price-setting mechanism was deregulated, causing greater volatility. The champagne houses attempted to pass on part of the resulting sharp increase in grape prices to customers. Coupled with an economic downturn in Europe, this led to a 14% drop in demand for champagne between 1989 and 1991.

Even the subsequent cuts in retail prices implemented by the champagne houses were not sufficient to lift demand to earlier levels.
The industry responded to this situation by restoring a sophisticated system designed to organise transactions. Following a three-year transitional period from 1993 to 1996, a first industry-wide agreement was reached in 1996 between the organisation representing the grape growers (Syndicat Général des Vignerons) and the body representing champagne houses (Union des Maisons de Champagne) covering the four harvests* between 1996 and 1999. This was subsequently renewed in 2000 for harvests between 2000 and 2003. The agreement introduced four-year supply contracts between the champagne houses and the growers. In connection with the renewal of industry agreements in 2004, the heads of the joint trade body developed a new type of agreement, resulting in the adoption of a more rigorous and transparent organisation, the CIVC* acting as the arbitration authority.

Since the interprofessional agreement signed on 21st June 2004, the grape pricing structure has evolved with a trend towards a certain "regionalisation" of the prices observed. In 2008, the price of grapes, including all premiums paid, ranged from €4.90 to €5.80 per kilo.

A further interprofessional agreement was signed in 2008. This governed the sale of grapes for harvests between 2008-2009 and 2013-2014.
In 2014, a new interprofessional agreement was signed. It will govern the rules between the buyers and sellers of grapes, musts, still wines and bottled wines from the 2014-2015 to the 2018-2019 seasons. After the 2018 harvest, a new interprofessional decision will be put in place concerning the organization of the grape market.

2019: New Inter-Branch agreement

The signatories intend to conclude a contract for the sale and purchase of grapes claimed as Champagne AOC, this would be in accordance with the rules laid down by the Champagne Committee and made compulsory pursuant to the law of 12 April 1941 (Amended), and in particular those provided for in CIVC Decision No.187 on contractual relations between the sellers and buyers of grapes, musts and wines eligible for the Champagne AOC denomination and its implementing decisions.

In the event of amendments to the interbranch rules or if new rules are subsequently adopted by the Comité Interprofessionnel du Vin de Champagne, the parties expressly declare that they accept that these rules automatically replace these contractual provisions which are not compatible with them.
As soon as the parties sign the contract, the buyer must send the Champagne Committee an original copy (including any annexes), so that it can be registered in accordance with the regulations in force. Should the buyer not file the contract, which constitutes an offence, the submission must be made by the seller.

Contract registration is notified to buyer and seller by the Champagne Committee.

Aims and means of the new interprofessional agreement

1. The main objectives of the organisation set up, whilst respecting the reputation of the Champagne AOC and the interests of consumers are to ensure :
- for négociants: the security and stability of supply necessary for their activity and sustainable commercial development, as well as the delivery of products that meet the quality objective of the Champagne wines marketed;
- récoltants : the security and stability of the sale of their products, as well as a remuneration allowing the sharing of the value created by négociants when selling Champagne wines to their customers;
- sellers and buyers: a secure and harmonised contractual framework for all sales.

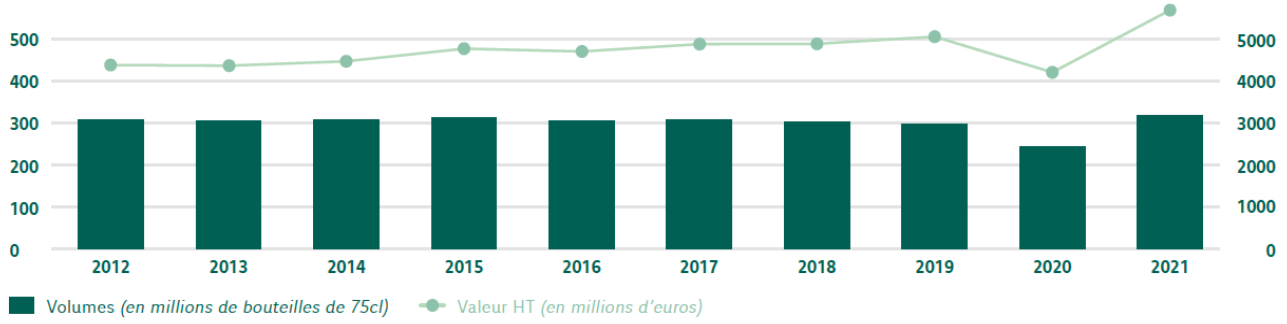
2. To contribute to better coordination of bringing products to market, the means implemented aim, in particular, to :
- streamline supply and demand by preserving a volume of stock essential to the quality of the wines;
- develop and harmonise contractual relations, whether multi-year or ad hoc, between sellers and buyers;
- improve knowledge and transparency of production and the market.

3. To ensure the security and stability of supply for negociants, the quantities placed on the market are determined on the basis of the medium-term sales prospects for champagne wines by the negociants within the limits of a rational evolution and taking into account both the level of stock held by the negociants and the total level of stock held by the Champagne industry. The reasonable evolution of sales is assessed by taking into account, on the one hand, the production potential of Champagne and, on the other hand, the concern to maintain the quality of the wines, in particular by taking the total stock level in Champagne into consideration.

In 2021 the base price for grapes is stable compared to the prices paid for the 2020 harvest.

1.3.2. History of global demand for champagne

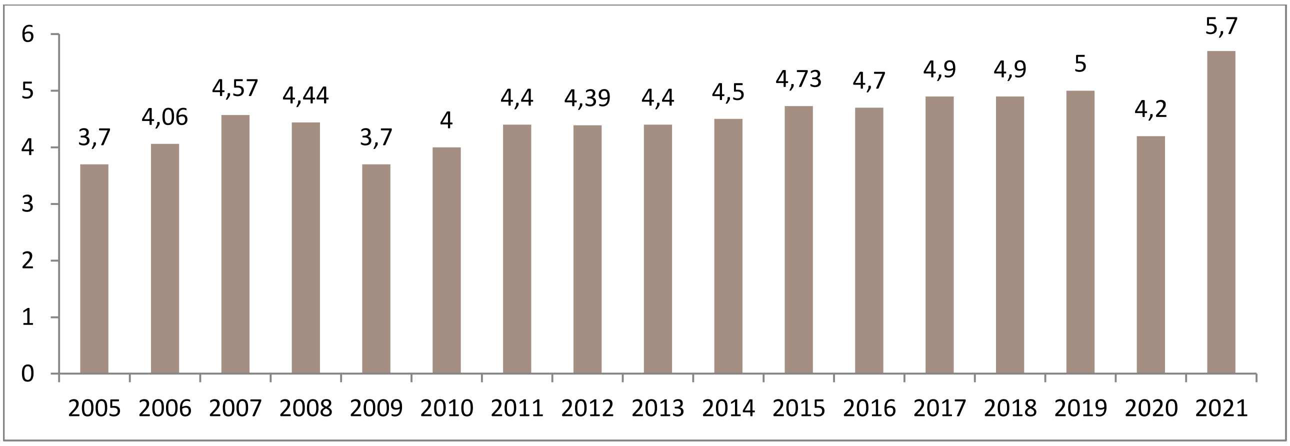
The table below shows shipping volumes since 2012 in million bottles:



Source : Champagne Comitee – Epernay

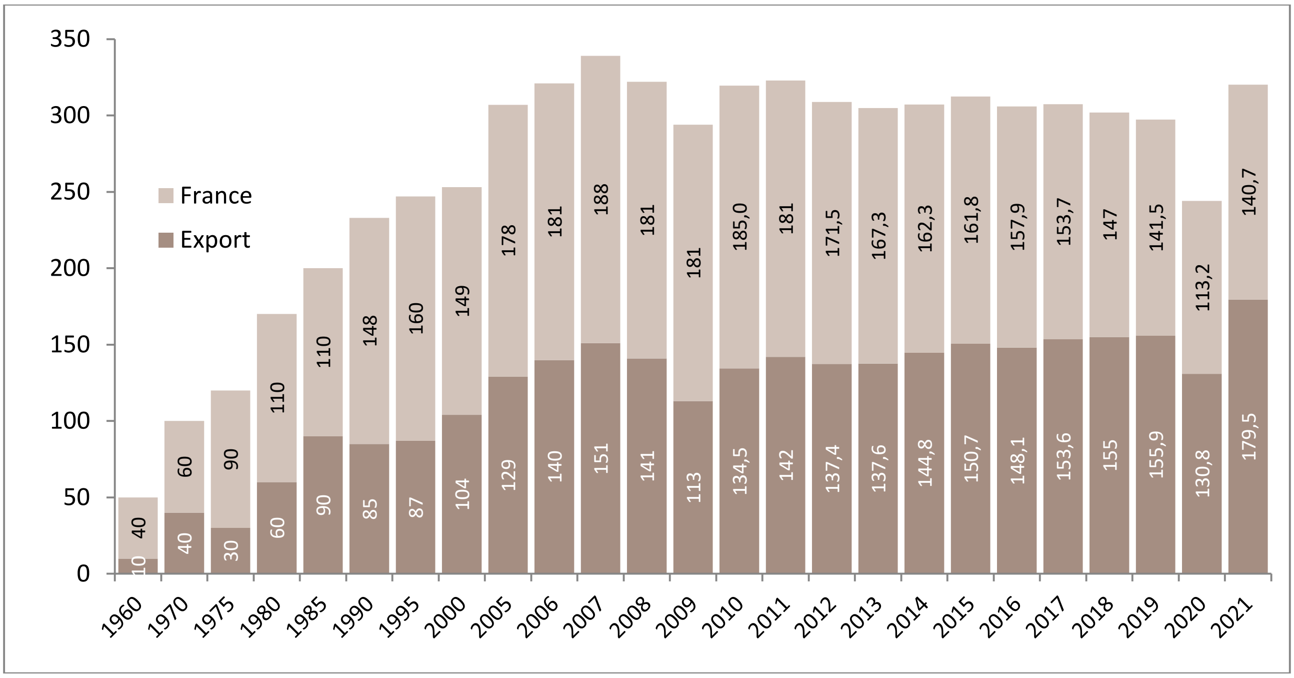
1.3.3. Market trends

Champagne industry turnover (billion euros)



Source : Champagne Comitee - Epernay

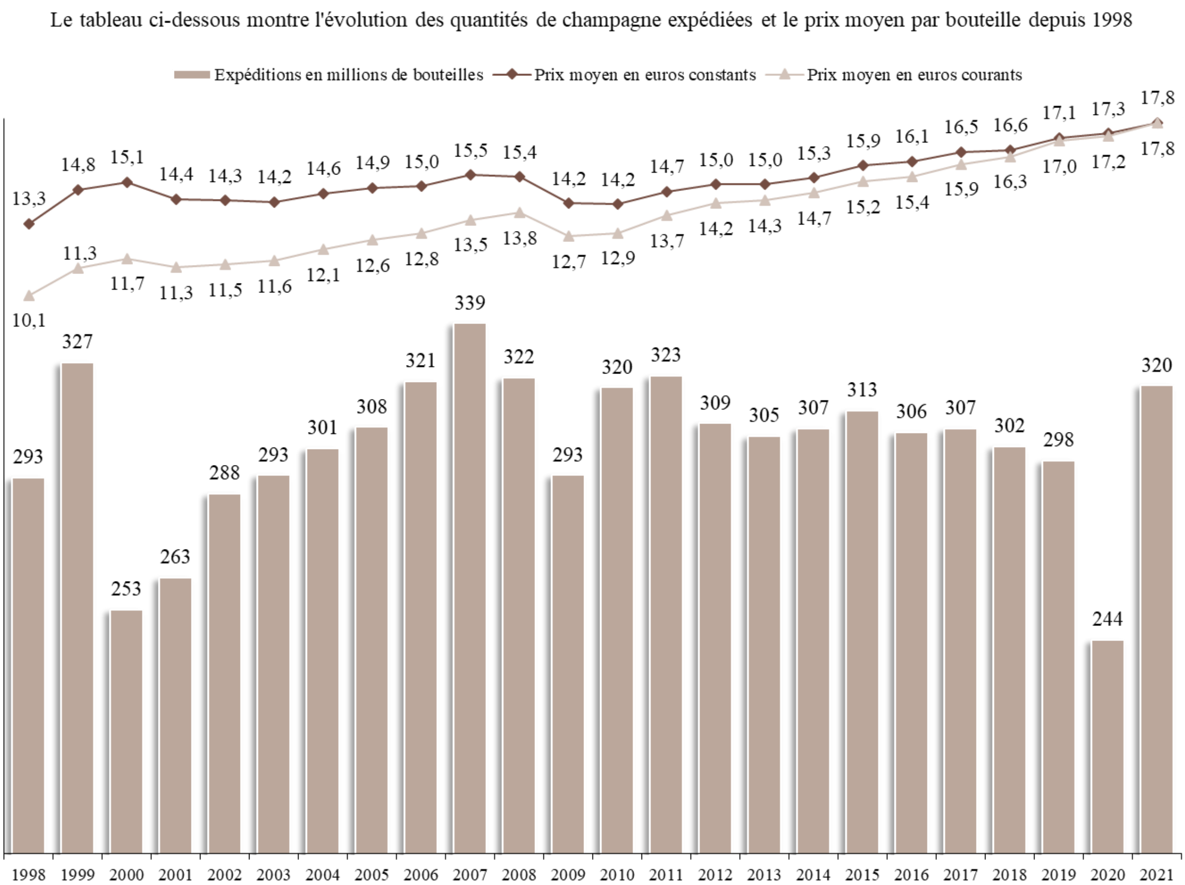
The chart below shows sales in millions of bottles for the champagne industry as a whole since 1960, illustrating strong, long-term volume growth, despite the existence of fairly marked cycles excluding pandemic linked to the Covid-19 health crisis.



Source: Champagne Comitee - Epernay

The chart below shows the quantities of champagne shipped and the average price per bottle since 1998.

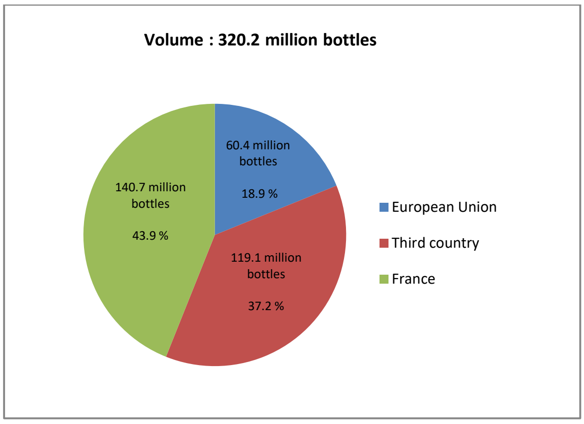
In 2021, the average price of bottles shipped, in constant euros, was €17.80.

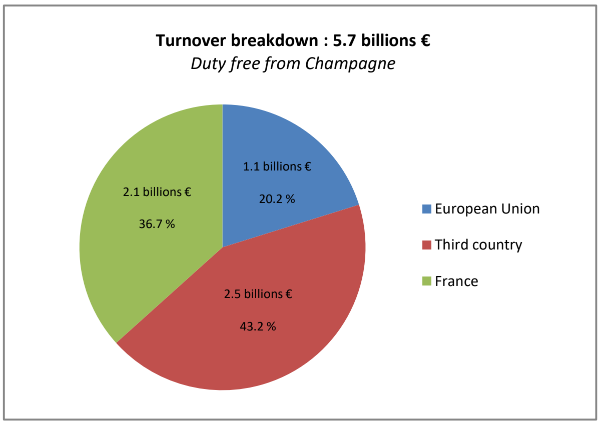


The following table shows the main export markets (shipment per million bottles):

(en millions de bouteilles)	1990	2000	2001	2002	2005	2006	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Taux de croissance annuel moyen (1990-2021)
Pays																					
UK	21,3	20,4	25	31,7	36,8	36,8	36,0	30,5	35,5	34,5	32,4	30,8	32,7	34,1	31,2	27,8	26,8	27,0	21,2	29,9	1,3%
Unites States	11,7	19,2	13,7	18,3	20,7	23,1	17,2	12,6	16,9	19,4	17,7	17,8	19,1	20,5	21,8	23,1	23,7	25,7	20,8	34,1	4,0%
Germany	14,2	14,2	12,8	11,4	11,9	12,3	11,6	10,9	13,3	14,2	12,5	12,3	12,6	11,9	12,5	12,3	12,1	11,7	10,1	11,2	-0,9%
Japan	1,5	3,2	3,5	4	5,9	8,0	8,3	5,1	7,4	8,0	9,1	9,6	10,4	11,8	10,9	12,9	13,6	14,3	10,8	13,8	8,6%
Belgium	5,9	7,3	7,4	9	9,4	9,3	9,9	8,2	8,8	9,6	8,3	9,5	9,7	9,2	8,3	9,1,	9,1	9,2	8,9	10,3	2,1%
Italy	6,9	8,2	7	7,9	8,8	9,3	9,4	6,8	7,1	7,6	6,2	5,3	5,8	6,3	6,6	7,4	7,4	8,3	6,9	9,2	1,1%
Switzerland	8,6	6,5	6,1	5,8	5,1	5,4	5,4	4,8	5,4	5,7	5,4	5,1	5,5	5,4	5,7	5,6	5,8	5,4	4,8	6,1	-1,3%
Others	12	24,5	22,7	24,6	31,1	36,4	43,4	33,4	40,1	43,0	45,8	47,2	49,0	51,5	51,1	55,4	56,4	54,4	47,3	65,0	6,5%
Total Export	84,8	103,5	98,2	112,7	129,8	140,6	141,2	112,4	134,5	142,0	137,4	137,6	144,8	150,7	148,1	153,5	154,9	156,0	130,8	179,5	2,8%
France	147,6	149,5	164,4	175	178	181,0	181,4	180,9	185,0	181,0	171,5	167,3	162,3	161,8	157,9	153,8	147,0	141,6	113,2	140,7	-0,2%
TOTAL	232,4	253	262,6	287,7	307,8	321,6	322,6	293,3	319,5	323,0	308,9	304,9	307,1	312,5	306,0	307,3	301,9	297,6	244,1	320,2	1,2%

<u>Distribution of champagne sales in the world (Civil year 2021)</u>





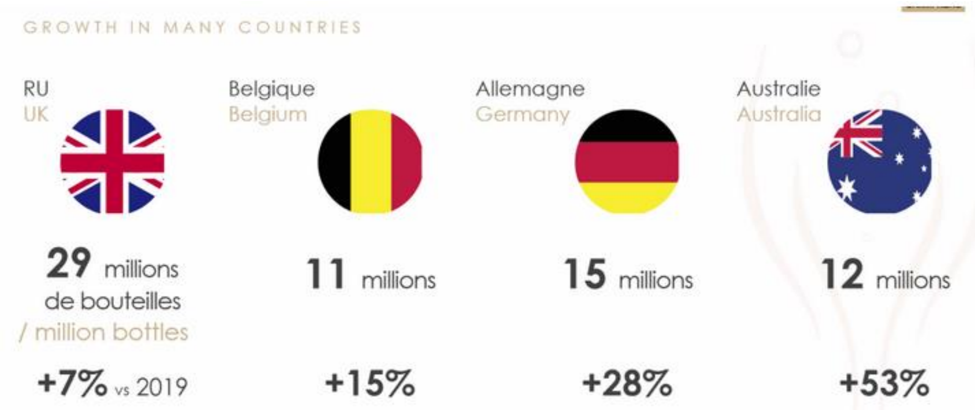
Source: Champagne Comitee – Epernay

"The Champagne region achieved 5.7 billion Euros in revenues in 2021

The two co-presidents of the Champagne interprofessional committee reviewed the "champagne" situation.

The first and almost most important point is that the revenue of the Champagne region reached 5.7 billion Euros (320 million bottles) for the year 2021. Historical! "*The best revenue in the history of the Champagne region*", says Jean-Marie Barillère.

Of course, the two presidents recalled the year 2020 with the drop in volumes due to the pandemic and the drop in consumption, while highlighting the exceptional harvest of 2020, thus completing the 2018, 2019, 2020 trilogy. On the other hand, Jean-Marie Barillère drew a parallel: "*The wine year to forget in 2021, but with a normal start to the year in terms of shipments, and a surge or even an explosion until the end of 2021*". With export markets on the rise, especially in the USA, but also in England, Belgium (one bottle per capita!) and Australia. "*It's a rebound linked to the joy of living, to times of celebration, that has very pleasantly surprised us. Unfortunately during this time, the vineyards have suffered, a difficult year that we do not hope to see repeated in 2022*". According to Maxime Toubart: "*We are in a very positive situation that strengthens our industry and we have to look ahead*". And Jean-Marie Barillère adds: "*You can't offer quality champagne without talking about the environment*". With the objective of 100% of vineyards being certified by 2030, 54% of them were certified in 2021. "*It might be "only", but it's "already"!* "



In fact, as the Champagne region experienced in 2021, the complicated growing years are the weak points of the sector, with production as the high point. "*We need an ambitious plant material policy in a changing climate*".

Source Blog La Champagne de Sophie Claeys – February 14, 2022

"Volumes and sales of Champagne shipments in 2021 in the large and ... smallest countries

In 2021, 320 million bottles (+31% compared to 2020, +9% compared to 2019) were shipped for 5.7 billion Euros in turnover (+36% compared to 2020, +14% compared to 2019). Shipments are divided between the French market for 140 million bottles and the export share which amounts to 160 million bottles.

Of course, there is the top three with the USA becoming the leading market in volume and value with 34.129 million bottles for 793.4 million Euros (+63.9% in volume, +58.2% in turnover), then the UK with 29.8 million bottles for 503.8 million Euros (+40.5% in volume, +48.8% in turnover) and Japan (despite a particularly drastic lockdown) with 13.8 million bottles for 354.4 million Euros (+28.1% in volume, +31.1% in turnover), thus returning to pre-pandemic figures with a good added value. If we expand the top:

4) Germany: 11.1 million bottles for 201.9 million Euros (+10.4% in volume, +20.6% in value)
5) Italy: 9.2 million bottles for 200.1 million Euros (+32.8% in volume, +36.3% in value)
6) Belgium: 10.3 million bottles for 166 million Euros (+14.6% in volume, +17.5% in value) It should be noted, as is well known in Champagne, that many Belgians come to France to buy their supplies. These purchases are not included in these figures, but in those of the French market.
7) Australia: 9.9 million bottles for 159.8 million Euros (+16.5% in volume, +26.8% in value) These figures are all the more interesting because the Australian market had already grown by 11% in 2020 in the midst of the pandemic.
8) Switzerland: 6.1 million bottles for 125.5 million Euros (+26.2% in volume, +32.6% in value)
9) Spain: 4.4 million bottles for 94 million Euros (+45.7% in volume, +57.2% in value)
10) Canada: 3.2 million bottles for 79.6 million Euros (+48.8% in volume, +52.1% in value)

It is worth mentioning the Chinese World, which is between 8th and 9th place with 4.8 million bottles for 149.9 million Euros (+36.9% in volume, +52.3% in volume). However, this figure must be put into perspective since it includes exports to China, i.e. 2.1 million bottles for 66.6 million Euros, those to Hong Kong with 2.2 million bottles for 68 million Euros and those to Taiwan with 486,000 bottles for 15 million Euros.

The largest percentage increases

As the saying goes, small streams make big rivers, with a +9.744% increase in volume and +6.031% in value, Turkmenistan leads the biggest percentage increases for the year 2021 with 22,000 bottles for 356,000 Euros. In second place was Pakistan, up +513.9% in volume and +376.6% in value with 13,000 bottles for 1.4 million Euros. Pakistan, which entered the ranking of the 148 champagne exporting countries in 2020 with +1,407% in volume, +10,977.9 % in value with 2,080 bottles for 307,000 Euros. Honduras ranks third with an increase of +477.1% in volume and +37.9% in value with 4,000 bottles for 96,000 Euros. It is also worth noting the brilliant performance of the French overseas departments, regions and communities and French Southern Territories, up by +517.2% in volume and +364.2% in value with 1,000 bottles for 15,000 Euros.

Just for information, in 2020, following the global decline in champagne consumption, champagne shipments were growing in certain rare countries, including Ukraine, which achieved an increase of +18% in volume and value with the export of 184,000 bottles for 5.1 million. In 2021, the country also exported 278,000 million bottles for a value of 7.3 million Euros, i.e. +50.9% in volume and +43.5% in value."

Source Blog La Champagne de Sophie Claeys – March 24, 2022

1.3.4. The competitive environment

The champagne industry has seen numerous changes since 1990. In addition to significant changes in the industry's regulatory framework, the competitive landscape has been transformed following major consolidation or deconsolidation moves, the emergence of new players, and public share offerings by a growing number of groups.

These changes reflect on-going restructuring and modernisation trends in the industry, as well as champagne’s recognition as a global luxury product.

Principal transactions since 1981:

Buyer/Seller	Target	Date
Trouillard	Acquired Oudinot	1981
LVMH	Acquired Pommery et Lanson	1990
Marne et Champagne	Acquired de Lanson	1990
Laurent-Perrier	Joseph Perrier's equity investment	1994
La Financière Martin	Acquired Champagne Delbeck	1995
Vranken	Acquired the A. Charbaut et Fils champagne house	1995
Vranken	Acquired Heidsieck-Monopole	1995
Rémy Cointreau	Sold De Venoge, Krug	1996
Boizel-Chanoine	Acquired Philipponnat et Abel Lepître	1997
Roederer	Deutz’s equity investment	1997
La Financière Martin	Acquired Champagne Bricout	1998
Laurent-Perrier	Sold Joseph-Perrier to the Alain Thiénot Group	1998
LVMH	Acquired De Venoge from Rémy Cointreau	1998
Boizel-Chanoine	Acquired Bonnet and the De Venoge brand name	1998
Seagram	Sold Mumm et Perrier-Jouët to Hicks Muse Tate & Furst	1999
Frey	Acquired Ayala	1999
LVMH	Acquired Krug	1999
Mumm et Perrier-Jouët	Acquired Germain	1999
Allied Domecq	Acquired Mumm and Perrier Jouet	2001
Vranken	Acquired Pommery from LVMH	2002
Opson (Schneider)	Acquired Champagne Bricout and Champagne Delbeck	2003
Vranken Monopole/Moët & Chandon	Acquired Champagne Bricout and Champagne Delbeck	2003
Vranken Monopole	Acquired Champagne Jacopin	2003
LVMH et Vranken Monopole	Shared assets of wholesale wine merchant Bricout-Delbeck	2003
Alain Thiénot Group	Sold Canard-Duchêne to LVMH	2003
Laurent-Perrier	Acquired Château Malakoff	2004
Frey	Acquired 45% stake in Champagne Billecart Salmon	2004
Bruno Paillard	Acquired Domaine René Jardin and vineyards	2004
Charles Lafitte	Acquired Delbeck	2004
Frey	Sold Ayala brand to Bollinger	2005
Pernod Ricard	Acquired Mumm Perrier-Jouët (Allied Domecq)	2005
Starwood	Acquired Taittinger	2005
Boizel Chanoîne	Acquired Lanson International	2006
Starwood	Crédit Agricole acquired control of Taittinger	2006
Famille Taittinger	Acquired 37% stake of Taittinger from Crédit Agricole	2007
LVMH	Acquired Champagne Montaudon	2008
Alliance Champagne	Acquired Montaudon	2010
Famille Descours	Acquired Champagne Piper and Charles Heidsieck	2011
Vranken Pommery Monopole	Acquired Champagne Bissinger	2012
Lanson BCC	Sale of 4.72% equity stake to a Crédit Mutuel subsidiary	2013
Laurent-Perrier	Acquired S.A. François Daumale	2014
LVMH	Acquired Janisson	2019
Nicolas Feuillatte	Acquired Henri Abelé	2019
Rémy Cointreau	Acquired majority stake in J de Telmont	2020
Campari	Acquired Lallier	2020
LVMH	Acquired 50% Armand de Brignac brand	2021
Nicolas Feuillatte/Castelnau	Merger of the CV-CNF and CRVC cooperatives and creation of the Terroirs & Vignerons de Champagne cooperative	2021
Jacquesson	Artémis Domaine enters the capital of Jacquesson	2022
Telmont	Leonardo DiCaprio enters the capital of Telmont	2022
Jeeper & Michel Reybier	Tony Parker enters the capital of Jeeper and Michel Reybier	2022

1.3.5. Tax and regulatory environment in 2021-2022

- The champagne profession is subject to extensive regulations. These European, national and regional regulations cover areas such as production, ageing*, quality, appellation of origin (Appellation d’Origine Contrôlée*), direct and indirect taxes, and labelling. In addition, French agricultural laws, structural regulations, and Société d’Aménagement Foncier et d’Etablissement Rural agricultural land companies (SAFER), have created a series of obligations notably as regards land sales and the management of wine producing estates.

- In France, the Evin Law imposes special advertising restrictions on all beverages containing more than 1.2 degrees of alcohol.

- New regulations on paperless Customs documentation came into force in 2010.

- Pursuant to the Informatique & Libertés (Data Privacy) Act No.78-17 and the General Data Protection Regulation (GDPR) No.2016/679, the Laurent-Perrier Group has embarked on a procedure to ensure compliance when gathering and processing personal data.

- 30th October 2018 Law on the balance of trade relations in the agricultural and food sector: EGALIM Law, and Order of 30 June 2021 on commercial practices in the agricultural and food supply chain.

- Entry into force on 21st July 2019 of EU Regulation No. 2017/1129 of the European Parliament and of the Council of 14st June 2017 on the Universal Registration Document.

- As part of its normal business activity, the Laurent-Perrier Group is required to gather and process the data of its partners and employees.
  At this stage, the Laurent-Perrier Group continues to implement all useful means to consolidate pre-existing procedures concerning:
  - Data gathering corresponding to the strict finality of its business and its legal obligations
  - The security and integrity of the data entrusted to it
  - The necessary systems for putting consent on a formal footing and for compliance with processing, circulating and storing data
  - Integration of the Regulation's prerequisites in internal procedures and digital applications concerned by data gathering and processing.

  For any further information concerning data processing or to enable users to exercise their rights under the Regulation, the Laurent-Perrier Group has created a dedicated address: GDPR@laurent-perrier.fr.

- ESEF reporting, i.e. production of Financial Statements in the European single electronic format (ESEF) for Euronext listed companies

The champagne Houses making up the Laurent-Perrier Group have taken all the necessary steps to respect this tax and regulatory environment.

1.4. The Laurent-Perrier Group: recent changes, goals and strategy, outlook

1.4.1. Highlights of the 2021-2022 financial year

The main audited consolidated financial data:

In €m **At 31 March 2022**	**FY 2019-2020 (N-2)** (1 April 2019 - 31 March 2020)	**FY 2020-2021 (N-1)** (1 April 2020 – 31 March 2021)	**FY 2021-2022** (1 April 2021 – 31 March 2022)	**Change vs FY N-1**	**Change vs FY N-2**
Champagne sales	231.3	184.7	292.8	+ 58.6%	+ 26.6%
Group turnover	242.4	195.2	305.6	+ 56.6%	+ 26.1%
Operating profit	41.2	41.3	77.0	+ 86.4%	+ 86.9%
Operating margin % (*)	17.8%	22.4%	26.3%	+ 3.9 pts	+ 8.5 pts
Net profit (Group share)	23.7	25.2	50.2	+ 99.0%	+ 111.9%
Earnings per share (in Euros)	€3.99	€4.25	€8.49	+ €4.24	+ €4.50
Operating cash flow (**)	+ 14.3	+ 3.6	+ 69.2	+ 65.6	+ 54.9

* *Margin calculated on champagne sales only*
** *Cash flow from operations - net investments*

Change in turnover:
During the period from 1 April 2021 to 31 March 2022, the global champagne market grew significantly in volume, reaching +34% compared to FY N-1 and +13% compared to FY N-2.
During the same period, the Group experienced strong growth in sales volume of +58.6% compared to FY N-1 and +26.6% compared to FY N-2. This performance, supported by the strong market recovery, was based on the strength of the Group's brands and the quality of its premium champagnes, which recorded market share gains. Turnover (champagne sales) for the year was thus up sharply, standing at €292.8 million at current exchange rates, with a positive price/mix effect of +4.4% vs. FY N-1 and +11.9% vs FY N-2.

Change in the result:
During the period from 1 April 2021 to 31 March 2022, the Group began the gradual resumption of its long-term investments, particularly in support of its brands and in business development. This resumption of investments was closely linked to the need to increase sales and control costs. All of this contributed to an improvement in the Group's operating margin, which reached 26.3% at current exchange rates. The Group share of net income also rose sharply. It stands at €50.2 million at current exchange rates and thus represents 16.4% of the Group's consolidated turnover.

Change in operational cash flow and the financial structure:
Operating cash flow for the period showed a strong increase of +€65.6 million compared to FY N-1. This performance is linked to the growth of the business and to the control of working capital requirements, particularly inventory management.
The elements of the consolidated balance sheet for the year ended 31 March 2022 once again demonstrate the solidity of the Group's financial structure. Shareholders' equity, Group share, amounted to €500.7 million and net debt (*) stood at €225.1 million including available cash of €125.7 million. Gearing thus improved significantly to a historically low level of 0.45, compared with 0.63 at 31 March 2021.

(*) Net debt: financial debt and other non-current debt + current financial debt - available cash

Analysis of champagne turnover

	FY 2021-2022 (1 April 2021 - 31 March 2022)	
Champagne turnover (M€)	292.8	
Change in %	vs FY N-1	vs FY N-2
Total change	+ 58.6%	+ 26.6%
o/w volume effect	+ 53.3%	+ 14.4%
o/w price/mix effect	+ 4.4%	+ 11.9%
o/w currency effect	+ 1.0%	+ 0.3%

Elements of the consolidated balance sheet

Group - in € million	At 31 March 2020	At 31 March 2021	At 31 March 2022
Shareholders' equity Group share	437.0	451.9	500.7
Net debt	284.0	286.9	225.1
Inventories and work in progress	552.2	569.5	553.6

1.4.2. Strategy

One of the Group's key success factors since being listed on the stock market has been that both the strategic objectives it has set itself and the resources it has applied to achieve them have never been called into question.

The Group's strategy has four key components:
- a single business: the making and sale of premium champagnes,
- high quality supplies based on a partnership approach,
- a portfolio of complementary brands,
- active control of worldwide distribution.

1.4.2.1. A single business: the making and sale of premium champagnes

For a number of years, the Laurent-Perrier Group has refocused on a single activity in which it has been engaged for decades: the making and sale of premium champagnes. This is a complex profession, which requires not only a relentless commitment to quality but also very specific commercial and brand communication methods. The Group's efforts are at all times focused on continuous improvement and on growing sales, particularly of the high value-added products that form part of the luxury goods rather than the consumer products universe. Having a single business means that resource allocation and investment decisions never give rise to conflicts of interest, and results in acquiring a higher level of expertise and professional specialisation.

1.4.2.2. High quality supplies based on a partnership approach

This is an essential element in developing each brand both in terms of volume and quality. The Group, which obtains about 90% of its grape supply through contracts, aims to exploit its considerable strengths in this respect, seeking to expand and secure this supply by continuously strengthening its partnerships with growers in the Champagne region.

The Group's grape supplies are provided in part by cooperatives but above all by over 1,200 independent grape growers in the Champagne region. This strategy has resulted in extremely high-quality supplies. With champagnes based on an average 91% cru*, Champagne Laurent-Perrier is one of the best-supplied champagne houses in terms of grape quality, since the average cru* used in the industry is around 88% (source: CIVC*).

The good relationship the Group enjoys with the wine growers and cooperatives, and the strong and sustainable partnerships it builds with them, mean that agreements are renewed at different dates, another of the Group's strengths.

Supplies
To meet its needs, the Group has secured supplies from less than 1,300 hectares of vineyards. The Group's own vineyards produced about 10% of its grape requirement in 2021-2022. This is below the champagne house average of around 20% (Laurent-Perrier estimate based on industry data). The Group has never believed that the purchase and operation of vineyards should be its core business or an end in itself and has always favoured agreements with wine-growers.

1.4.2.3. A portfolio of complementary brands

The Group's four main and complementary brands, Laurent-Perrier, Champagne de Castellane, Delamotte, and Salon, cover all segments of the market for mid-range and premium champagne. Since they are always sold either through different distribution channels or in different price ranges, the four brands do not compete with each other. The combined share of these four brands amounts to 96% of Group champagne turnover.

Champagne Laurent-Perrier
Laurent-Perrier is the Group's main brand, with production facilities located in Tours-sur-Marne in the heartland of the Champagne grape-growing region.

France accounted for 16.6% of Champagne Laurent-Perrier turnover, while 83.4% of its production was exported. Sales are mainly through specialised distribution channels, including restaurants, fine-food stores, wine merchants and more and more digital. Champagne Laurent-Perrier is not sold in great quantities in supermarket chains. As a major luxury brand, Laurent-Perrier has patiently cultivated and promoted its distinctive products since Bernard de Nonancourt took the Group's helm in 1948.

Laurent-Perrier is an independent family House that was built with 4 strong convictions. These 4 convictions make Laurent-Perrier, through its Cuvées, very different from other Champagne Houses.
The blend, not the vintage
Blending is the real secret of Champagne region's quality. Laurent-Perrier is the only House whose most prestigious and exacting Cuvée, Grand Siècle, is not vintage but numbered. It is a blend of 3 exceptional vintages in order to recreate the perfect year.
A unique and distinctive style: freshness, elegance and purity
These characteristics are present in each of the Laurent-Perrier Cuvées, always marked by aromatic complexity and exceptional breadth and length in the mouth.
Chardonnay
Chardonnay is the majority grape variety in all of the House's wines, with the exception of Cuvée Rosé and Alexandra Rosé. The Chardonnay grape variety brings freshness, finesse and elegance to the blends, and makes the Laurent-Perrier style so distinct from other Houses.
Innovation is essential to the quality of wines
Innovation has allowed Laurent-Perrier to be the first to create 'Cuvées de rupture', successively Grand Siècle, 'Cuvée d'Assemblage', Cuvée Rosé, a maceration rosé and Ultra Brut, though this category did not exist before and most recently Blanc de Blancs Brut Nature, a champagne with no dosage. All these Cuvées are innovations in the world of champagne.

- <u>Laurent-Perrier "La Cuvée"</u>

This wine comes from the purest grape juice and it alone allows Laurent-Perrier to craft "La Cuvée", a champagne of great finesse and a beautiful freshness obtained after a long ageing process in our cellars.
Laurent-Perrier's style and personality are defined by its very high proportion of Chardonnay. Purity, freshness and elegance - essential characteristics, expressed in this champagne which embodies the spirit of the House.

This fresh and pure wine is perfect as an aperitif. Its citrus and white fruit notes and its remarkable balance, supported by a subtle effervescence, make it an ideal accompaniment to poultry and the finest fish.

- <u>Laurent-Perrier "Harmony"</u>

The general movement towards drier wines, together with the habit of drinking champagne as an aperitif, has popularised the consumption of brut champagnes. However, many wine-lovers still enjoy the sweetness of past pleasures provided by a Demi-Sec.
Harmony is a Demi-Sec wine, rounded and delicate, thanks to a high proportion of Chardonnay and a well-balanced dosage.
This wine brings out the best of sweet dishes and pairs particularly well with desserts and pastries. It adds depth and flavour to dishes.

- <u>Laurent-Perrier Ultra Brut</u>

Pioneer of the Brut Nature category, Laurent-Perrier Ultra Brut* is a wine with no added sugar. It expresses the quintessential character of champagne and was known as a "great wine without sugar". Launched in 1981, this innovation is a true illustration of the House's know-how.
This wine pairs perfectly with seafood, sushi, white fi sh ceviche as well as young parmesan or pata negra ham.

- <u>Laurent-Perrier Brut Millésimé 2012</u>

The Vintage is the choice of an exceptional year from which only a selection of the Chardonnay and Pinot Noir Grands Crus will enter into a future iteration of Grand Siècle. It is a rare and outstanding wine that expresses the character of the year in the Laurent-Perrier style.
The year 2012 is characterized by successive climatic incidents. Firstly there is the winter frost that makes the vine more sensitive. Then comes the spring frost as well as a dozen hail storms causing considerable damage
and affecting many areas of the vineyard. Finally a violent thunderstorm accompanied by strong hail breaks out on the 7th of June and destroys large land areas in the surrounding villages. In spite of these climatic incidents the dry, sunny summer allowed for an exceptional ripening of the grapes.
The Vintage 2012 pairs well with seafood and noble fish as well as with poultry or veal. This wine sublimates hard pressed cheeses such as a young Comté or a Beaufort.

- <u>Laurent-Perrier Cuvée Rosé</u>

Cuvée Rosé was created in 1968 from the boldness and unique savoir-faire of Laurent-Perrier. Perfected at each stage of its making, Cuvée Rosé is acknowledged for its consistency and its high quality.
It is characterized by its ripe red fruit aromas, a high intensity and great freshness.
Its aromatic depth makes it ideal for pairing with marinated raw fi sh, grilled prawns, exotic dishes, Parma ham and red fruit desserts. Those who are more daring will try it with Asian or Indian cuisine.

- <u>Laurent-Perrier Blanc de Blancs Brut Nature</u>

Laurent-Perrier has always selected Chardonnay as the dominant grape variety in all its white Cuvées and has been a pioneer of the zero dosage, Brut Nature category since 1981.
By perfecting its knowledge of this style of vinification and with careful ageing of this variety in stainless steel vats Laurent-Perrier has been able to create Blanc de Blancs Brut Nature.
Blanc de Blancs Brut Nature is a true wine for gastronomy pairing well with the finest fish: sea bass with salt crust, scallops and, grilled marinated squid with lemon, thyme, olive oil and cooked "a la plancha".

- <u>Grand Siècle</u>

Beyond rare vintages - Recreating the perfect year.
Vintage in Champagne is usually synonymous with excellence for Prestige Cuvées. Contrarily, Laurent-Perrier has always been convinced that only the art of assemblage can offer what nature can never provide: the perfect year. The expression of the perfect year is that of a great Champagne wine that over time has developed a depth, intensity and aromatic complexity, yet maintains its freshness and acidity. To create such a wine, Laurent-Perrier will rely on the characteristics of the great vintage years of Champagne: freshness, structure and finesse.
3 immutables principles :

- A blend of 3 exceptional years, complementary in character.
- A blend with a majority of Chardonnay supplemented by Pinot Noir and selected from 11 of the 17 existing Grands Crus in Champagne.
- A blend benefiting from more than 10 years of ageingin the Cellars.

- Grand Siècle – Itération n°25

Assemblage of vintage years 2008 (65%), 2007 (25%) and 2006 (10%). Brilliant in character with a white gold colour. An intense nose of fresh citrus fruits followed by subtle aromas of grilled almonds and brioche. The wine has a fresh and toasted attack. The finish is persistent with notes of citrus fruit. Grand Siècle iteration Nº25 has exceptional aromatic depth.
Grand Siècle iteration Nº25 pairs with high quality produce and refined dishes, in particular with shellfish or noble fish. Best served between 10/12°C to appreciate fully its aromatic richness.

- Les Réserves Grand Siècle – Itération n°17

Assemblage of vintage years 1995 (60%), 1993 (20%) and 1990 (20%). The colour is dense, with a golden glow enlivened with delicate, very fine bubbles. A nose full of freshness with candied citrus, notes of chestnut honey, hazelnut and roasted almond followed by tobacco, truffle and toasted bread aromas. A rich, silky texture on the palate, concentrated with notes of toast and spice. The finish has great length combining freshness and complexity.
Grand Siècle iteration Nº17 "Les Réserves" pairs with high quality produce and refined dishes, in particular with shellfish or noble fish such as poached oysters with a champagne sauce with fresh truffles or roasted lobster, chanterelle and press juice. Best served between 10/12°C to appreciate fully its aromatic richness.

- <u>Alexandra Rosé Millésimé 2004</u>

As creator of the benchmark Cuvée Rosé, non-vintage champagne, it was a natural evolution for Laurent-Perrier, to offer a prestige vintage rosé. Alexandra Rosé is a rare and cherished wine that comes from a rigorous selection of the best plots ; an exceptional marriage between Grands Crus grapes of Pinot Noir and Chardonnay.
The year 2004: despite periods of hail and storms during the spring and summer, well-matured harvest of Chardonnay and Pinot Noir grapes (the former being more heterogenous).
Reserved for the finest dishes: tempura of langoustine, roasted lobster and scallops with black truffle.

Champagne de Castellane

Champagne de Castellane bears the name of one of France's oldest families, whose origins date back to the 10th century and the Counts of Arles and Provence.
This champagne house, founded in 1895 by Viscount Florens de Castellane, is located in Epernay. It quickly gained importance, riding the wave of Belle Epoque opulence. Acquired in 1927 by Alexandre Mérand, it saw strong growth under the guidance of this charismatic business leader, rising to become one of the leading champagne houses in the 1960s.
From 1970, Mérand's three daughters continued to expand the family business and Laurent-Perrier acquired a stake in 1983. Ten years later, the Nonancourt family and Laurent-Perrier increased their stake to 50%, finally taking overall control in 1999.

Today, Champagne de Castellane is synonymous with Epernay thanks to its celebrated 66-metre tower, the symbol of the capital of Champagne. The tower soars above an imposing cluster of buildings, some of them officially listed as historical monuments.
Its wines have a distinctive label bearing the red cross of St. Andrew. Among champagne labels, Champagne de Castellane is distinguished by its renowned style and quality and a strong presence in France in modern retail channels. The brand also has positions in Europe.
This champagne, represented by the red cross of St. Andrew, is aimed at younger drinkers, for whom nightlife is an essential component of the festive spirit.
In late 2008, following a partial tendering of assets through which Château Malakoff, a Laurent-Perrier Group company, tendered its independent champagne production and marketing activity.

- <u>De Castellane Brut</u>

The Brut perfectly encapsulates the "de Castellane style". A subtle marriage of elegance and pleasure. The winemakers' attachement to the long tradition of the House's quality is reflected in this wine and illustrates the richness and finesse of its style.
A great match throughout the meal, the Brut will pair well with simple dishes and will also enhance more sophisticated foods. It is also an ideal aperitif for a drinks party or reception.

- <u>Cuvée Commodore</u>

Cuvée Commodore is aimed at epicureans searching for a great champagne for their own pleasure and that of their guests. First released in 1968, this cuvée is the product of the best pinot and chardonnay plots.

Champagne Salon
A legendary wine – one that sparkles.
Salon is a unique champagne. Defined by its singularity since the very beginning, this exceptional wine is the champagne of a single terroir: the Côte des Blancs; a single cru: Le Mesnil-sur-Oger; a single grape variety: Chardonnay; a single year: that of a great vintage; and of one man: Eugène-Aimé Salon.
The first vintage of Champagne Salon was 1905. It was the creation of Eugène-Aimé Salon, a unique character with unwavering ambition. In love with champagne and captivated by the terroir of Le Mesnil, Eugène-Aimé Salon created a champagne after his own heart: an unparalleled Blanc de Blancs. Initially he created this for his personal pleasure only – it was not until the 1920s that he was to share his creation with the rest of the world.
Champagne Salon comes from a single hectare plot called « the Salon garden » and nineteen other small plots in Le Mesnil-sur-Oger selected by Eugène-Aimé Salon at the beginning of the 20th century. The wines are aged in our cellars for an average of ten years, after which they finally start to reveal their complexity and finesse.
The fact that Salon still conserves bottles in its cellars from nearly every vintage is testament to its legacy and honours it. Just 37 vintages were produced in the 20th century, a unique phenomenon in the world of wine.

- Salon 2012

The desire for perfection created in the infinite facets of a yellow diamond, the exquisite surprise of a tasting that takes your breath away: the pale gold of a wine held up to the light, the subtle glint of green heralding minerals, stone, chalk – so emblematic of Salon – together with wafts of fruit, dried roses in abundance, never-ending flavours that go on and on. Its freshness and slender form, its precise, aristocratic acidity promising decades of glorious ageing ahead, founded upon an impeccable structure.
Allowed to breathe momentarily, Salon 2012 unleashes its seductive powers on the palate, with notes of pineapple, lychee, a touch of smoke; caressing with a knowing smile as beguiling and mysterious as the Mona Lisa, Salon does not reveal every secret. An alliance of glorious opponents: all is fair in love and war. The love for Salon 2012. For those in the know, the connoisseurs of today and tomorrow.
Savour the flash of a smile, like a flame as it catches fire.
Extreme purity marries well with crisp minerality. Look to the sea for myriad pairings: imagine a tartar of langoustines, scallops marinated in kombu, or Daurenki imperial caviar.
Or how about a miso-glazed turbot, roasted then served with hollandaise sauce. Or consider the delicacies of the land, such as veal from the Corrèze with white asparagus and morels. There are just a few suggestions to inspire and delight while we dream of Salon 2012...

Champagne Delamotte
Founded in 1760 in Le Mesnil-sur-Oger, a grand cru village located in la Côte des Blancs, Champagne Delamotte works this enchanting terroir to grow chardonnay, the only white grape variety used to make champagne.
Well-reputed among sommeliers and wine enthusiasts, our champagnes are known for their consistency, delicacy and exceptional character. For over 260 years, we have been developing four different cuvées, a small range that gives amateurs and experts alike a clear understanding of the art of champagne. Our Blanc de Blancs, Blanc de Blancs vintage, Brut and Rosé are quintessentiel champagne wines.
At Champagne Delamotte, we are proud to share our savoir-faire as it is our firm belief that champagne is a universal language that anybody can learn.

- Delamotte Brut

In a bottle of our Brut, an orchestra of three grape varieties plays a particularly balanced score. The 60% Chardonnay content forms the backbone of its structure while the 35% Pinot Noir from Tours-sur-Marne, Bouzy and Ambonnay give it depth and fruit. The 5% Pinot Meunier perfects these harmonies with aromatic density. Without ever assaulting the palate, this is a beautifully powerful champagne. Freshness and roundness merge to deliver a clean, fruity finish, with well-balanced and elegant length on the palate. A light dosage is added to Delamotte Brut champagne after thirty-six months' maturation on the lees, as is the case for the entire Delamotte range.

- Delamotte Blanc de Blancs

Made from Grand Cru Chardonnay, Delamotte Blanc de Blancs exhibits absolute purity, with the vinification process taking place in stainless steel tanks. Blanc de Blancs is a mineral champagne, with a chalky sensation achieved by a modest addition of reserve wine (10% maximum). This particular note is the very essence of our vineyard and its Chardonnays, which grow in a pure chalk soil. Yes, the wines may be a little austere when young, which is why maturation on the lees – far longer than the statutory fifteen months – extends to four or five years before disgorgement. Ageing after disgorgement continues to perfect the finesse and elegance of this cuvée.

- Delamotte Blanc de Blancs Millésimé 2014

Each village has its own style. Le Mesnil-sur-Oger (20%): acidity, purity and chalky minerality. Avize (20%): balance and structure. Oger (20%), warmth, body and generosity. Cramant: smoky minerality. Chouilly: robustness and length. And finally, Oiry: acidity and roundness. To reprise the musical analogy, each territory has its own score and, when they are all played together to create Delamotte Blanc de Blancs 2014, each one can be heard in its own right. It is left to age over six long years. Not much, given the powerfulness of this wine. Its richness is equalled only by its concentration, and yet it remains light on its feet. It can even be generous…Such is the supreme elegance of a wine with ageing potential!

- Delamotte Rosé

There is a hint of the exotic about the making of Delamotte Rosé champagne, and perhaps a little eccentricity too! It is made with the traditional bleeding technique rarely used in Champagne. Colour and aromatic range are extracted from the grape skin. How? They are left to macerate in their skin before and/or during fermentation. This delivers an elegant and structured wine thanks to Grand Cru Pinot Noir growing on the south-east facing hillsides of the Montagne de Reims: Ambonnay, Bouzy and Tours-sur-Marne. In association with Chardonnay from Mesnil-sur-Oger, this rosé is a dazzling salmon pink in colour, with an amazingly complex wine sparkling beneath. After bottling, Delamotte Rosé matures for around two years on the lees before disgorgement.

Other products distributed

The Group's distribution subsidiaries (LPD) can also sell wines from other producers, namely the wines of Château de Lamarque and Marqués de Riscal wines from Spain.

1.4.2.4. Active control of worldwide distribution

In 1998, the Group opted to strengthen its control over the distribution of its own products. This strategy is executed through its own commercial subsidiaries in seven key countries: France, the United Kingdom, Belgium, the United States, Germany, Switzerland and since 2014 Italy. In 2021 these countries accounted for 75.42% in volume and 71.78% in value of the global champagne market (source CIVC*). The Group considers that in nearby countries, where it has a certain critical mass, having its own sales team is a key success factor and one vital both to building its reputation and the profitability of its brands in an orderly and sustainable manner. It also helps to achieve better control over inventory levels upstream.

In other countries, it has entrusted the distribution to exclusive importers, who are carefully selected for their knowledge of the wine market and their positioning within traditional channels.

They are real partners, notably when the markets are restricted and complex.

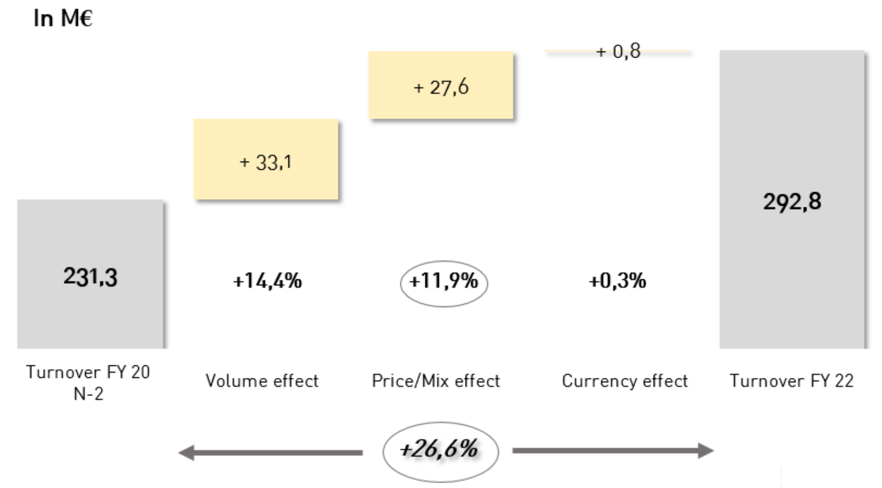
Subsidiaries: France, UK, Belgium, Switzerland, Germany, United States, Italy

Representative office : Japan, China, Africa/Dubaï

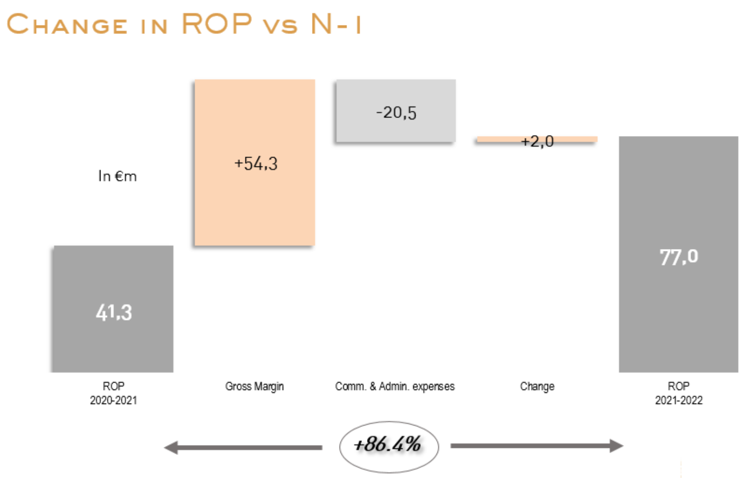
Regardless of whether they are employees of our distribution subsidiaries or our importers, the sales staff responsible for our brands must focus first on value and the long term rather than on volume and the short term. They must have specialist knowledge of champagne and of local distribution channels and nurture direct relationships with all customers. They must know how to manage the entire range and in particular Laurent-Perrier's unique premium products such as Cuvée Rosé Brut or Grand Siècle. Special attention is paid to the traditional customer base of wine merchants and upscale restaurants, where the image and reputation of luxury gastronomy are patiently cultivated. Because champagne is a branded wine, it is vital to ensure a coherent link between brand development investments and the sales arguments related to the different products.

In summary:

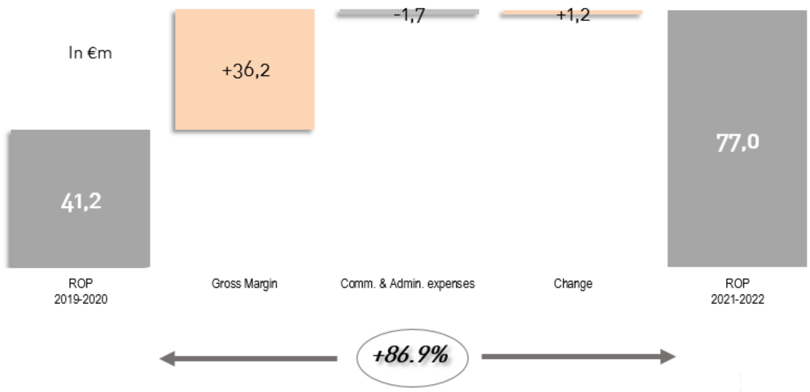
Change in turnover (Chart vs N-2, not vs N-1)



Change in operating result (vs N-1 and vs N-2)



Change in ROP vs N-2



1.4.3. Outlook

In a business context marked by the strength and intensity of the recovery in champagne shipments in 2021, the Laurent-Perrier Group notes that the annual results published for the 2021-2022 financial year have benefited from an exceptional context.
Faced with the uncertainties arising from the conflict in Ukraine, inflationary pressures and the resulting monetary policies, all of which call for a great deal of caution, the Laurent-Perrier Group is continuing to execute its 2021-2025 business plan with vigilance and confidence, and is maintaining its value strategy, which is based on four pillars:

- A single business: The production and sale of top-of-the-range Champagnes
- A high-quality supply based on a policy of partnerships
- A portfolio of strong and complementary brands
- Well-controlled global distribution.

1.4.4. Main investments

The main tangible fixed asset investments of the financial year have been:

(€ million)	31st March, 2020	31st March,2021	31st March,2022
Industrial equipment	2.48	1.51	2.26
Wine-growing equipment	0.18	0.78	0.93
Hardware and software	0.06	0.08	0.02
Building fixtures			
Furniture			
Planting expenses	0.02		
Vineyards		0.16	1.18
Other	0.37	0.48	0.95
Ongoing construction work	1.28	0.72	1.25
Constructions	0.67	0.79	0.37

Since the 2016 harvest, the Group has benefited from new production capacities, increased and optimized (see constructions). Details in paragraph 3.3. of this Universal Registration Document.

1.5. Risk factors

To guarantee the permanence of its activities, the Laurent-Perrier Group must exercise continuous vigilance with respect to minimising and managing its risk exposure.

In view of this, the Laurent-Perrier Group has identified the various types of specific risks incurred in its business operations. Procedures and checks to manage these risks have been implemented as well as the resources required to minimise their financial impact, notably via the insurance policies it has taken out.

The Laurent-Perrier Group carried out a review of risks which could have a negative material impact on its activity, financial situation or results (or on its ability to achieve its targets) and considers that there are no other material risks other than those itemised.

The presentation of the risks of this universal registration document has been revised to adapt to the so-called "Prospectus" regulation and also to now take into account the pandemic risk linked to the Covid-19 health crisis.

Each risk factor is described by explaining how it affects the issuer. Risk factors are presented in a limited number of categories depending on their nature. In each category, the most important risk factors are mentioned first, after taking corrective measures into account in order to limit the probability and the impact.

RISK MATRIX 2021-2022

Risks were listed based on the probability of seeing them materialize and the estimated magnitude of their negative impact:

High

Risk Impacts

• Stock and production • Liquidity / covenant risk / Counterparty risks	• Foreign exchange risk / Interest rate risk	• Geopolitical instability and macroeconomics • Climate change	
• Supplies • Product quality • General organization • Visits - receptions • Transport • Stock market risks • Financial Management	• Environment • Data privacy risk • Brand image - Trademark protection • Health and safety • Legal and labour relations risks	• IT and digital risks • Pandemic risk	

Low — Probability index — High

Contents:

1.5.1. Risks related to the activity
- Geopolitical instability and macroeconomics
- IT and digital risks
- Pandemic risk
- Supplies
- Product quality
- General organisation
- Visits – receptions
- Transport

1.5.2. Industrial and environmental risks
- Climate change
- Stock and Production
- Environment

1.5.3. Financial Instrument Risks
- Foreign exchange risk
- Interest rate risk
- Liquidity and covenant risk
- Counterparty risks
- Stock market risks
- Financial management

1.5.4. Legal and regulatory risks
- Data privacy risk
- Brand image – Brand protection
- Hygiene & Safety
- Legal
- Labour relations

1.5.1. Risks related to the activity

- **Geopolitical instability and macroeconomics**

➔ Champagne's market is potentially exposed to geopolitical and macroeconomic risks (implementation of import restrictions,, changes in regulations, changes in State policy, armed conflicts, etc.). Neverthless,the impact of the sanctions against Russia had no significant effect on the Group's activity during the financial year because this geographical area represents 0.4% of sales. Faced with the uncertainties arising from the conflict in Ukraine, inflationary pressures and the resulting monetary policies, all of which call for a great deal of caution, the Laurent-Perrier Group is continuing to execute its 2021-2025 business plan with vigilance and confidence, and is maintaining its value strategy, which is based on four pillars:
- A single business: The production and sale of top-of-the-range Champagnes
- A high-quality supply based on a policy of partnerships
- A portfolio of strong and complementary brands
- Well-controlled global distribution

➔ Commercial dependency on a client or a market is a source of insecurity. The Group has large numbers of reliable and solvent importers and customers in a wide range of markets with which the Group has nurtured links over many years. The Group is not dependent on any single sector or market. The large number of customers guarantees excellent diversification of customer credit risk. Customer credit management procedures help to minimise the risk of non-payment, with orders being embargoed when credit limits are exceeded, which also minimises the risk of non-payment. Contracts specifying the precise liabilities of importers have been signed with each country.
Suppliers are also under contract to guarantee the characteristics of the products distributed by the Group.
Information on trade receivables may be found in 5.2.4.6 as to the consolidated statements of account.

➔ All subsidiaries, branches, and representative offices are located in places deemed low-risk (France, Germany, the United Kingdom, Belgium, the United States, Switzerland, and Italy). A detailed monthly report is used to monitor activity. Audits and half-yearly reviews guarantee the validity of the data received and compliance with the local legislation currently in force.

➔ The Group has taken measures to limit the impact of these risks, in particular through its structures located locally.

- **IT and digital risks –Data privacy**

The Group operates complex information systems adapted to various activities, including production, sales, logistics, accounting and reporting, which are essential to the conduct of its business.

Loss of commercial, financial and operational data may hamper the activity of Group departments.
The Group has a central Information Systems Department responsible for the accounting and operations information systems. This reports to the General Direction.
The Department is responsible for systems operation over the long term, and notably the deployment of data recovery and back-up procedures.
The Group's Information systems Department also makes the computer hardware and software investment decisions for all Laurent-Perrier Group entities.
An integrated management system (PGI) has, continuous control over the operation of the business. In this context, the main associated procedures of the Group are regularly updated.

However, the growing threats to cybersecurity (ransomware, malware, phishing, supply chain attacks, disinformation, etc.), especially those directed at businesses, pose a risk to business operations.

Aware that a failure of one of its systems could have a significant negative effect on its business, the Group continues to strengthen the security of its information systems around five main areas:
- Employee awareness and training in cybersecurity best practices;
- Restrictions and controls on access to the Group's IT resources;
- Regular updates of IT components;
- Deployment of proven threat detection, recovery and neutralization solutions, and optimized backup/restore arrangements;
- The implementation of disaster recovery processes.

Following the intrusion of the Group's computer network at the end of April 2021, a programme to reinforce all of its measures aimed at protecting the Group's information systems has been implemented.

- **Pandemic risk**

The Coronavirus pandemic has affected the whole world since the spring of 2020 with different intensity depending on the area.

The Laurent-Perrier Group recorded a increase in results in the context of a global economic recovery that has helped boost shipments of champagne. This growth is supported in part by the exceptional nature of the restocking of customers' inventories around the world, the recovery in consumption and the efforts made on the Group's value policy over the past few years. The Laurent-Perrier Group is therefore maintaining its strategic course by focussing on the quality of its champagne wines, the quality of its teams, the strength of its brands and the control of its distribution.

The Group's financial position remains strong but sound management must be maintained. This enables the Group to meet its medium-term commitments to all its partners, in particular winegrowers and suppliers. They are all essential for future development.

The Group has had to adapt to this disrupted environment on a daily basis, and in particular to accelerating commercial developments.
Commercially, the Group has adapted by optimising the various distribution channels and working in partnership with its customers (E-commerce and off-trade), and by finding the right response to the change in consumer behaviour since the health crisis. Caution is required in cost management, while remaining very agile and commercially rigorous.
Organizationally, in order to meet the requirements of the situation for its employees, it encouraged and developed increased use of remote work tools already available when the situation required it: videoconferencing, extension of portable computer equipment. It has adapted its financial communication procedures using the appropriate digital solutions.

In a still evolving health situation, the Laurent-Perrier Group is confidently continuing to steer and execute its 2021-2025 business plan, which confirms the following points in particular:
- The Group has a solid financial structure.
- Financing and liquidity are ensured.
- Impairment tests confirm the value of the assets.

- **Supplies (Grapes and others raw materials)**

It is important for a champagne house to be sure of an unbroken supply of grapes.
The quality and quantity of grapes depends on factors such as weather conditions, diseases that can attack the vines, and the extension of planted areas.
Because the area under production is strictly regulated, grape supplies in Champagne are limited. The Group grows 10% of its grape requirements itself. Despite this, it is quite confident that it can maintain the surface area it has under contract as historically the rate of renewal of contracts has been extremely high. Laurent-Perrier estimates that the Group is well supplied with grapes, but cannot rule out a possible supply shortfall going forward.
Details in paragraphs 1.3.1. (Qualitative reserve) and 1.4.2.2. of this annual report.

Finally, it is not customary in Champagne to insure the vineyard. As far as the Laurent-Perrier Group is concerned, the dispersal of plots considerably reduces any risk, particularly climatic (frost, hail, thunderstorms, etc.).
The contracts are staggered over time, while the considerable fragmentation of the *vignerons livreurs* who grow and supply the grapes means that the risk of losing contracts can be diversified.

In a business context marked by the strength and intensity of the recovery in champagne shipments in 2021, the Laurent-Perrier Group notes that the annual results published for the 2021-2022 financial year have benefited from an exceptional context, risks related to the availability of all raw materials and changes in energy prices could affect margins.

- **Product quality**

Quality controls are systematically carried out at every stage of production. Laboratory checks and tastings ensure strict monitoring of wine quality. The very strict Champagne AOC rules also help to guarantee an excellent level of quality.
Laurent-Perrier has been granted Authorised Economic Operator certification, a guarantee given by customs that all production and export sales procedures are overseen with a maximum level of security. Certification helps to guarantee and facilitate export shipments, and in particular shipments to non-EU countries.

- **General organisation**

The Group's functions and activity sectors are arranged into three divisions:
- Supplies and Production,
- Sales & Marketing, Brand Development – Public Relations – Communication
- Administration – Finance,

For each of these three Divisions, the Group has precise descriptions of jobs and responsibilities/delegations.

- **Visits – receptions**

Activities involving external visitors are subject to stringent controls on the part of safety committees, which determine which activities are permissible depending on facilities and sites.

- **Transport**

All transport services are outsourced to recognised companies with adequate insurance cover. The Group also takes out insurance cover against financial losses linked to the transport of its products.
Details of the competitive environment are set out in section 1.3.4. of the present universal registration document.

1.5.2. Industrial and environmental risks

- **Climate change**

The increase in average temperatures and more frequent occurrence of extreme meteorological events will affect basic wine-growing activity. A trend to bring forward harvest starts is already perceptible. Details in point 1.6.2.5 of the present universal registration document.

- **Stock and Production**

In the Laurent-Perrier Group business sectors, control over production risks involves not only securing grape supplies, but also continually striving to ensure the reliability of its production facilities.

Each site has received a licence to operate from the local *Préfecture*, certifying that operating conditions meet all the criteria laid down by law, and those concerning environmental impact and employee safety, among others.

Concerning wine inventories, fire risk is limited by the very nature of the inventories themselves (wine in bottles) and cases of roof falls in storage cellars are extremely rare.
The Group also uses a range of geographically separate storage sites, and a clause covering roof falls in cellars is included in the property damage insurance contract. Wines still in tanks and bottled wines are also insured.

The Supply and Production Manager can, using the production oversight indicators from the various production sites, detect any anomalies and set the necessary remedial action in motion.

Wine inventories are monitored very closely and data are filed on a monthly basis with the French Customs authorities. A full inventory is taken every year when the accounts are closed. Quality controls are carried out on stocks of dry materials and the supplier is held liable in the event of non-conformance.

- **Environment**

The Group practices "*viticulture durable en Champagne"* (sustainable wine-making) methods in its vineyards in accordance with the technical recommendations of the industry authorities. The Group minimises waste generation both in respect of wine making and product packaging by promoting recycling. It also seeks to minimise its consumption of water, electricity, and gas.
The Group complies with wastewater treatment legislation and operates a water treatment plant at Tours-sur-Marne.

The Group also seeks to raise awareness of environmental issues among all staff concerned.

All its activities are subject to regulatory standards overseen by:
- The French Ministry of Agriculture (notably planting and wine ageing standards),
- The French Customs and Excise Department (Direction des Douanes et des Droits Indirects), notably for verification of wine incomings and outgoings,
- The French Department of Competition, Consumption and Fraud Prevention (Direction Générale de la Concurrence, de la Consommation et de la Répression des Fraudes) notably concerning the quantity and quality of bottled wines.

Full details of this regulated industry are set out in section 1.3.1. of the present universal registration document.

1.5.3. Financial Instrument Risks

- **Foreign exchange risk**

The Group uses financial derivatives to manage and operationally hedge the risk of exchange rate fluctuations. The Group does not use derivatives for speculative purposes.

The Group uses foreign currency treasury flow forecasts which are updated monthly. The foreign exchange risk management policy consists in hedging such treasury flows with the objective of matching the budgeted exchange rates. The Group uses a specialised software application to track treasury movements on a daily basis and make forecasts, which is also used for statistical monthly reporting.

The derivatives owned by the Group and qualified in accounting terms as hedging instruments within the meaning of IAS 39 are mostly firm commitments to buy or sell foreign currency futures.

As of 31th March, 2022, the Group did not hold a forward currency sales contract.

Information about foreign exchange risk may be found in section 5.2.4.14. of the consolidated financial statements, which contain a detailed presentation of hedging transactions and sensitivity to fluctuating exchange rates.

- **Interest rate risk**

The Group uses derivative financial instruments to manage and operatively hedge the risks of changes in interest rates. The Group does not use derivative instruments for speculative purposes.

The Group has debt forecasts that are available. These debt forecasts are updated every month by the treasury manager attached to Executive Management and to the General Management.

The Group's hedging policy is to enter into swap agreements with terms of 3 years.

Information about interest rate risk may be found in section 5.2.4.14. of the consolidated financial statements, which contain a detailed presentation of interest rate transactions and sensitivity to any change in interest rates.

- **Liquidity and covenant risk**

The measures taken by the Group in this area are described in section 5.2.4.12. of the consolidated financial statements, of the present universal registration document.

The Group's policy with respect to its banking covenants is to negotiate "re-negotiation" clauses rather than "early repayment" clauses should it exceed the agreed debt ratios. For bonds borrowed, a 0.5% increase in the rate is scheduled.
The "re-negotiation" clause simply stipulates that in the event that the covenants are not honoured, the company is required to meet the banking pool to inform it of the situation. Loans do not become immediately repayable under any circumstance.

Liquidity risk is constantly monitored with our partner banks and seems modest in view of the continued support from the same banks.

The Group has reviewed its risks and considers that there are none significant other than those presented here over the next twelve months.

Information about debt, cash, cash equivalent and liquidity risk may be found in sections 5.2.4.11., 5.2.4.12. and 5.2.4.24. (possible positive commitments with covenants) of the consolidated financial statements.

- **Counterparty risks**

The measures taken by the Group in this area are described in section 5.2.4.13. of the Universal Registration Document.

The main financial instruments that can expose the Group to counterparty risk are trade receivables, cash and cash equivalent, and derivatives.

Counterparty risk for trade receivables is limited by the large number of Group customers and their geographic dispersion in France and elsewhere. The maximum risk, corresponding to total outstanding trade receivables after taking guarantees and loss of registered securities into account, amounted to €45.48 million at closure and is analysed in Note 5.2.4.6, Trade receivables.

Counterparty risk on cash and cash equivalent and hedging instruments is also limited by the creditworthiness of the counterparties in question, which exclusively comprise internationally-reputed financial institutions. Total outstandings amounted to €125.67 million at March 31st, 2022 and corresponds to the net book value of all these items.

Maximum counterparty risk on the Group's other financial assets totals €18.2 million and mainly corresponds to payables by the State (VAT), down-payments to suppliers, and accruals.

- **Stock market risks**

In-house rules are also in place to ensure compliance with AMF directives on listed companies, including transparency of information, deadlines for the publication of financial results, corporate governance, and the risk of insider trading. The Group organises twice-yearly meetings with analysts and meets investors regularly in order to explain its performance and strategy.
Managing financial risk calls for tight control over investments and strict financial and accounting management.

The company owns a number of treasury shares, whose value is subject to stock market fluctuations. In the event that the stock market valuation is less than the book value of these treasury shares, a provision for depreciation would be recorded in the Company accounts (chapter 5.4. - note 3).

- **Financial management**

Financial management monitors activity relative to the budget and oversees the implementation of any remedial measures that may be necessary. Procedures are in place to authorise the main spending items before they are disbursed and strictly monitor investment.
The Group's budgetary approach broken down on a departmental basis is a key component in the oversight of activity and financial data. The General Management's strategic options are given formal expression in an annual business plan, and are then deployed in each entity. The Group's budget approach is the main lever when it comes to operational implementation of strategy.
The Group Management Control unit is tasked with organising the budgeting process and helps operational staff in drawing up their budgets, monitoring them, and implementing the planned improvement initiatives. It is also responsible for coordinating, centralising and overseeing the consistency of budget and financial management reporting.

Regular budget monitoring can help identify any mismatches with the planned activity levels or spending and it can implement the necessary adjustments.

1.5.4. Legal and regulatory risks

- **Data privacy risk**

As part of its business, the Laurent-Perrier Group collects and processes data privacy from its partners and employees.
Strengthened regulations, particularly within the European Union, regarding the protection of personal data under the GDPR, have increased the risks in this area.

In accordance with the Data Protection Act No. 78-17 and the General Regulation on the Protection of Personal Data, known as "GDPR" No. 2016/679, the Laurent-Perrier Group has initiated a conformity procedure to bring the collection processing of personal data.

The Laurent-Perrier Group continues to implement all the necessary means to consolidate the pre-existing procedures concerning:

- The strict collection in the perimeter of our activity and legal obligations
- The security and integrity of the data entrusted
- The devices necessary for the formalization of consents, and for compliance with the processing, circulation and storage of data
- The integration of the prerequisites of the regulation into the internal procedures and digital tools involved in the collection and processing of these data.

For furhter information on data processing or to assert your rights, a unique and dedicated email address has been set up, namely: GDPR@laurent-perrier.fr.

- **Brand image – Brand protection**

In luxury goods businesses, brand image must be protected as a priority.
Strict in-house rules can be applied to manage any emergency involving the Group’s products worldwide.
Group brands are registered as trademarks and special procedures are in place to guarantee renewal of filings within legal deadlines. Specialised consultancies monitor the threat of counterfeiting and notify the Group and advise it on the appropriate course of action. A crisis management procedure is also in place with the help of an external consultancy to enable the Group to respond quickly and effectively in the event of a proven risk. The Group complies with labelling legislation to ensure that consumers are adequately informed.

- **Hygiene & Safety**

It also observes all hygiene and safety rules, as monitored by the representatives of the personnel, of the CSE if existant, factory inspectors, the company doctor as well as the prevention of the services health at work. The risk prevention plan and safety instructions contribute to limiting and controlling dangerous areas. Manufacturing facilities also require operating authorisations delivered by the competent authorities. The insurance cover taken out on buildings and the decennial liability guarantees protect the company from the risks of bad workmanship or damage that could affect Group activity. When travelling outside France, Group staff is covered by adequate insurance. A charter entitled "Tiredness, alcohol, speeding, narcotics" has been circulated to all sales staff to raise their awareness of the need to drive carefully.

- **Legal**

The Legal Affairs Department oversees legal affairs and ensures compliance with the regulations in force. The legal department supervises the legal affairs secretariats of Group subsidiaries. Intellectual and industrial property is a major concern for the Group. Property rights are strictly monitored and updated in-house and with the help of outside consultancies.

The applicable regulations are set out in sections 1.3.4. and 3.1.1. of the present Universal Registration Document.

To the best of the Group's knowledge, there are no governmental, legal or arbitration procedures in abeyance or threatened that could have or have recently had a material impact on the Group's financial situation or profitability.

There are no other governmental, legal or arbitration procedures, including any procedures the Company is aware of, which were pending or threatened, likely to have or to have had over the last 12 months any material impact on the Company and/or the Group's financial situation or profitability.
Total provisions are shown in the Provisions table (Section 5.2.4.10 in the consolidated financial statements).

- **Labour Relations**

At its biggest entities, the Group undertakes social dialogue as required by law, via the single delegation of the extended staff or the Social and Economic Committee, annual negotiations with trade union representatives. Employee benefits are subject to an approvals procedure with the Chairman of the Management Board.

1.5.5. Insurance

Laurent-Perrier Group companies are insured by Group-wide insurance policies.
The coverage and limited liabilities are in line with practices of similar-size groups involved in the same activity.

These policies cover the risk of:

Operations and post-delivery liabilities
This policy covers physical, property and consequential damage to third parties and those caused by the operation, distribution or sale of products, subject to the cover limits specific to the risks guaranteed in the policies.
Third party liability due to operations €15,500,000, all corporal damages, material damages and immaterial damages
Third party liability after delivery €15,500,000, all corporal damages, material damages and immaterial damages

International cover
Freedom of service: Germany, Belgium and Italy
Admitted local policy: Switzerland
Non-admitted local policy (Difference in DIC/DIL limits): USA and UK

Property damage (buildings, installations, stocks, IT system, machine breakage etc.)
This policy covers property damage on the basis of predefined events, including fire and special risks, natural disasters, bottle breakage, theft, electrical damage, and loss of liquids, insured amounts and deductibles as well as supplemental operating costs for an indemnity period of 18 months.
Goods are insured with differing limits and cover for the foreign subsidiaries in Germany, Switzerland, USA, UK, Belgium and Italy.

Guarantees were widened to the goods handled by the logistics operator in Singapore, again in difference of limits and in difference of guarantees of the local contract in force.
Amounts covered:
Direct damage: €578,817,739
Supplementary expense: €2,000,000
All policies are subject to the cover limits set for each contract.

"Supplementary expenses" means the excess of all expenses paid out by the insured during the indemnity period so that it can continue as a going concern, over and above the total expenses generated by the Company's normal operation during the same period in the absence of any claim.

The following "supplementary expenses" in particular, are covered:
- Sub-contracting
- Additional payroll costs as a result of increased needs following an accident
- Leasing of replacement premises
- Equipment leasing
- Cost of additional office supplies
- Additional communication costs
- Costs of maintaining provisional premises
- Premises heating and lighting costs
- Additional advertising and customer information costs, either via the media or directly.

The policy also includes a contractual pay-out limit of €150,000,000.

Professional fully-comprehensive insurance
This policy covers the Group's offices at 27, rue du Faubourg St Honoré, 75008 PARIS.

Special personal automobile coverage
This policy covers losses incurred in connection with occasional trips by Group employees when using their personal vehicles.
Annual mileage package: 20,000 Kms
Guarantee ceiling: €80,000 for 4-wheel vehicles and €15,000 for 2 or 3-wheel vehicles.
(Deductibles of €300 for theft; no deductible for fire, damage and glass breakage).

Company vehicles
This policy covers all material damage caused to company vehicles as well as material damage and physical injury caused to third parties by the said vehicles.

Directors and managers liability insurance
This policy covers *de jure* and *de facto* directors and managers in the event of an accident leading to any and all claims against them and involving their individual or joint civil liability attributable to any real or alleged professional negligence arising in the course of their duties:
- breaches of management caused by imprudence, negligence, error, omission and inexact statements;
- breaches with respect to legal and regulatory obligations.

Fully-comprehensive IT policy
This policy covers fixed and portable computer equipment according to a list that is updated annually by the Group.
Coverage limits for stationary equipment: €196,500
Coverage limits for portable equipment: €133,600

Personal accident
This coverage guarantees named Group employees in connection with professional travel (assistance, repatriation, death and disability benefits).
<u>Accidental death/disability insurance</u>:
Named senior executive insured for €450,000.
Named managers insured for €300,000.
9 staff insured for €153,000.
<u>Assistance/Repatriation insurance</u>:
Medical expenses abroad: unlimited
<u>Ransom/kidnapping insurance.</u>

Freight carried
This policy covers:
- the transport of goods (champagne, whisky purchases) sub-contracted to carriers,
- the transport of grape must during the grape harvest.

Territories covered: France, Belgium, Germany, Switzerland, UK , Italy, and US flow
Transport from one subsidiary and one site to another is covered.
The means of transport covered are ground, sea and air transport.

All risks works of art
The purpose of this policy is to provide coverage for works of art and other valuables.

Environmental risks (Civil Liability - Pollution)
This policy is designed to provide cover for environmental risks and especially against environmental damage originating in the insured sites.
The guarantees involved mainly cover:
- sudden and accidental environmental as well as progressive damage
- damage to natural and protected species, damage to the ground and water (in compliance with article 2 of Directive 2004/35/CE of the European Parliament and of the Council and enshrined in French law as Act 2008-757 of 1st August, 2008), loss of biodiversity
- depollution and decontamination costs
- prevention costs

Civil liability amount guaranteed for environmental damage: €5,000,000
Including material and immaterial damage: €3,000,000.

The sites covered are: Champagne Laurent-Perrier-Tours-sur-Marne, Champagne Laurent-Perrier Chalons en Champagne, Champagne De Castellane, François Daumale, Château Malakoff, Grands Vignobles de Champagne, Sté AS (Champagne Salon and Delamotte).

Premiums paid to insurance companies relative to these insurance policies amounted to €341,000 (except regularizations).

The Group considers that it is not necessary to outsource insurance cover for the following risks:

- The Group's product is not insurable. Consequently, the cost of its replacement is incurred by the Group within the framework of the civil liability policy.
- Wine stocks are not totally insured; the Group considers that the risks of theft, fire or any other damage concerning wine stored in its cellars are limited and that it is impossible that a single event could affect the entire stock. Nevertheless, protection has been taken out for the "collapse of underground wine cellars" to cover the cellars themselves and the wine kept there.
- "Business interruption risks" are not covered. However, coverage for additional expenses has been taken out to guarantee the reimbursement of costs incurred subsequent to an event covered by the property insurance.
- Vineyards are not covered, because the dispersion of plots throughout the Champagne region considerably reduces risks.

The Group manages the credit it extends to customers with extreme caution and has not deemed it necessary to take out a comprehensive credit insurance policy for the totality of its customer base.

Goods shipped outside France are insured directly by customers and their service providers.

The Company uses an insurance broker who deals with the leading insurers, which means that about ten insurers are involved in our contracts as either lead insurer or co-insurer.

1.6. REPORT ON SOCIAL AND ENVIRONMENTAL RESPONSIBILITY

The Laurent-Perrier Group is not subject to the Extra-Financial Performance Declaration but produces a SER report voluntarily.

1.6.1. Social information

1.6.1.1. Employment

A. Total workforce and breakdown of employees by gender and socio-professional category

A.1. Total workforce with breakdown of employees by department

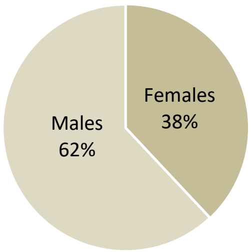
At end-March 2022, the Group employed 406(√) staff, slightly down on last year.

(√) *Verified indicator in moderate insurance by KPMG SA*

A.2. Breakdown of workforce by gender as at 31st March, 2022

The gender balance was stable at end-March 2022 :

Breakdown by gender at end 31st March 2022 (√)

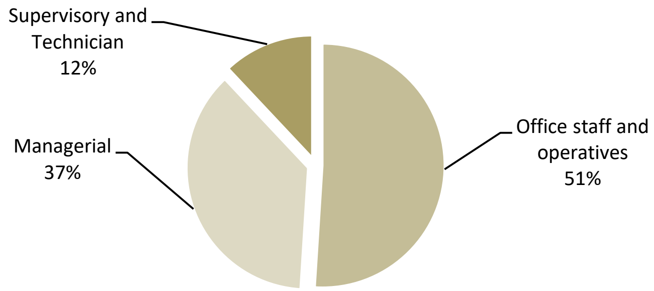


A.3. Breakdown of workforce by socio-professional category at 31st March, 2022

The proportion of each socio-professional category has changed very little since last year:

Breakdown by socio-professional category at the end of March 2022

Workforce at 31st March, 2022 (√)
Long-term contracts



1.6.1.2. Organisation of working time and absenteeism (France only)

	2020-2021	2020-2022	Comments
	Weekly average	Weekly average	
Laurent-Perrier	35h	35h	Work scheduled according to specific job requirements and implemented on the basis of annual work contingents
Champagne Laurent-Perrier	34h20	34h20	Customer-facing Departments are required to abide by an annual contingent of hours used to vary weekly working hours from 32 to 40 hours depending on the seasonal nature of activities.
Champagne de Castellane	35h	35h	Work takes place within fixed periods except in the case of departments in contact with customers, which are subject to variable working hours.
GIE Laurent-Perrier Diffusion	Managers on day rates	Managers on day rates	All personnel enjoy "managerial" status with an annual set number of working days, resulting in the allocation of ten additional rest days (called "RTT" or "shorter working week" days) per year of seniority.
Société AS	35h	35h	Administrative work is subject to variable working hours.
Grands Vignobles de Champagne	35h	35h	Adjustable working hours are used to vary hours worked from 0 to 40 per week to take the special nature of tending vines into account.
Château Malakoff	35h	35h	Adjustable working hours are used to vary hours worked from 0 to 40 per week to take the special nature of tending vines into account.

(√) *Verified indicator in moderate insurance by KPMG SA*

These companies may have recourse to overtime working, notably during the grape harvest.

Finally, 8 employees, on long-term contracts, work part-time in France.

1.6.1.3. Labour relations

A. Organisation of social dialogue, staff information and consultation procedures, and negotiations with staff

The Group is particularly attentive to the quality of social dialogue in its constituent companies.

A.1. Professional relations

As a matter of principle, French companies in the Group with the statutory headcount have their own employee representative bodies, although in some cases, no candidatures have been put forward.

All questions within the remit of representative employee bodies are regularly addressed during meetings with the General Managements of each company concerned.

In addition, a Group committee has been set up for Champagne Laurent-Perrier, Champagne De Castellane, Château Malakoff and GIE Laurent-Perrier Diffusion and meets on a regular basis.

Representative trade unions are active at Champagne Laurent-Perrier, Champagne de Castellane and GIE Laurent-Perrier Diffusion.

The following corporate agreements have been signed within the Group's main companies :

Company	No. of agreements	Subject of agreement
Champagne Laurent-Perrier	1	NAO wage bargaining agreement 2021
Champagne de Castellane	1	NAO wage bargaining agreement 2021
GIE Laurent-Perrier Diffusion	1 1	NAO wage bargaining agreement 2021 Profit-sharing agreement
Château Malakoff		N/A
A.S.		N/A
Grands Vignobles de Champagne		N/A
Laurent-Perrier		N/A

A.2. Company benefit schemes

Group contributions to company benefit schemes and holiday allowances paid to the Works Councils of individual companies are as follows:

Company	2020-2021		2021-2022	
	Benefit schemes	Benefit schemes	Benefit schemes	Holiday allowances
Laurent-Perrier	€12,659	€616	€12,072	€576
Champagne Laurent-Perrier	€141,329	€7,104	€150,640	€6,296
Champagne de Castellane	€11,785	€781	€10,716	€700
GIE Laurent-Perrier Diffusion	€27,482	€-	€24,656	€-
A.S.	€7,595	€534	€5,633	€370
Château Malakoff	€31,063	€1,200	€37,899	€1,201

Staff at Champagne Laurent-Perrier and GIE Laurent-Perrier Diffusion benefit from a health insurance regime whose financial cost is split between the company, the employee and the Social and Economic Committee.

Laurent-Perrier, A.S., Château Malakoff, and Grands Vignobles de Champagne employees benefit from a common healthcare cost regime whose financial cost is split between the company and the employee.

Employees at Laurent-Perrier SA, Champagne Laurent-Perrier, Champagne de Castellane, Château Malakoff and A.S. receive luncheon vouchers.

A.3. Employee information and consultation procedures and collective bargaining

Where an information-consultation procedure involving a representative employee body (Social and Economic Committee) is required:

- The competent body is officially convened in compliance with the legal lead-times laid down for each representative body;
- The point to be discussed must be included in the meeting agenda distributed with the invitations to attend;
- At the time of the first meeting, the employee representatives are duly informed about the project proposed by the management on the basis of explanatory documents which are as detailed as possible and distributed to representatives ahead of time;
- During the meeting, discussions and any preliminary negotiations take place, their content being set out in the minutes of the meetings concerned;
- At a second meeting, following any complementary discussions and negotiations, the opinion of the body consulted is presented. This second meeting is held in accordance with the new applicable legal provisions. During this period, there may be informal discussions and/or talks whose tenor is recorded in writing, between the employee representatives and Management, should information useful for their full understanding be lacking;
- Should it prove necessary, other intermediate meetings prior to that called to hear the employee representative body's opinion may be organised.

All corporate agreements applicable to the Group's French entities are subject to negotiations with the competent bodies.

B. Outcomes of collective agreements

All these agreements are designed to improve employee working conditions and the Company's attractiveness and economic performance.

B.1. Incentives and Profit-sharing

As required by law, Champagne Laurent-Perrier, Champagne de Castellane and Château Malakoff have implemented employee profit-sharing schemes.

An employee incentive scheme is also applicable in the same three companies, as well as at GIE Laurent-Perrier Diffusion, Grands Vignobles de Champagne, A.S. and Laurent-Perrier.

The incentive agreement applicable at Champagne Laurent-Perrier is contingent on meeting annual production, volume, and average sales-price targets.
The incentive agreement applicable at GIE Laurent-Perrier Diffusion is contingent on meeting annual turnover, average sales price, and overall net contribution targets.

The Champagne de Castellane employee incentive scheme is contingent on achieving productivity and average sales-price targets.

The Château Malakoff and Grands Vignobles de Champagne incentive schemes are based on achieving productivity and harvest yield targets.

The A.S. employee incentive scheme is contingent on achieving productivity and average sales-price targets.

The Laurent-Perrier employee incentive scheme is contingent on achieving productivity and average sales-price targets of all Group companies.

The amounts distributed pursuant to incentive and profit sharing schemes may be invested in Group Savings Plans.

B.2. Employment of seniors – End of career leave

The Group remains committed to the mobilization of older workers. The store of experience and knowledge built up among older employees in our Group is essential and preserved. The Laurent-Perrier Group is constantly evolving as it strives to ensure optimum use of its human resources, and lay the groundwork for the necessary changes to avoid sudden upheavals.

It also offers support for its employees in end-of-career management and the possibility for some employees to anticipate retirement as part of a career-related leave.

B.3. Gender equality plan – Quality of life at work

Since 1st January, 2012, the French legal system has made it possible for each business operating in France to negotiate collective, 4-years, corporate agreements or to implement annual action plans. Depending on the form of the plan chosen by the business, discussions and negotiations take place with union representatives or with the Social and Economic Committee.

On the basis of these discussions with the social partners, several Gender Equality agreements quality of life at work were deployed, including, in particular, an evaluation of progress in achieving the objectives on the basis of the chosen indicators.

The Laurent-Perrier Group complies with these provisions (see point 1.6.1.6 A below).

1.6.1.4. Health and Safety

A. Occupational health and safety conditions

The Group makes regular efforts to improve working and safety conditions. It carries out work and invests to this end and periodically upgrades personal protection equipment. These issues are addressed at the time of regular meetings with employee representatives in dedicated forums. Similarly, accident prevention initiatives are implemented in conjunction with social security bodies. At each of the Group's companies, the professional risk assessment report is regularly updated.

B. Assessment of the agreements signed with trade unions or employee representatives in the area of occupational health and safety

As detailed above, the Group fulfils its obligations to ensure compliance with respect to:
- The Single Document,
- The provident and supplementary healthcare scheme agreement
- Professional equality and quality of life at work

C. Occupational accidents – frequency and severity, and occupational diseases

Hygiene and safety conditions at all French Group companies are subject to close scrutiny by their Managements, working in conjunction with the company doctor.
Please note that the data set out in the table below detail the working days lost and the number of days off for the Group in France.

Group Laurent-Perrier in France	2020-2021	2021-2022
Working days lost (industrial and commuting accidents)	533	108(√)
Number of occupational accidents	14	16(√)
Number of accidents travelling	2	3(√)
Cases of occupational disease notified	2	1(√)

1.6.1.5. Training

A. Training policy

Occupational training is considered especially important within French Group companies, which seek to make training a full-fledged tool for employee skills development.

Spending on occupational training in the financial year just ended fell to €92,188.17, or 0.55% of the wage bill.

(√) *Verified indicator in moderate insurance by KPMG SA*

B. Total man-hours of training

The courses attended mainly focused on updating and perfecting knowledge, the use of production equipment, technical training in vine growing and wine making techniques, foreign languages, management skills, sales training, accident prevention, and safety.

Some 30% of employees of French Group Companies attended one or more training courses (102 employees), for a total of 1,067[√] man-hours (except Personal training account).

1.6.1.6. Equal opportunity

A. Measures to foster gender equality

The Laurent-Perrier Group remains vigilant on professional equality between men and women into account, and takes the measures needed to achieve that goal. In France, in particular, where

- For the companies concerned by the annual negotiation, the information relating to the situation of men and women with regard in particular to remuneration and promotions is communicated, each year, to the social partners. Professional equality is a theme of these negotiations according to the periodicity defined;

- The mandatory information derived from articles L. 3221-1 et. seq. in the French Labour code is displayed prominently;

B. Measures for the employment and integration of employees with disabilities

In total, around 6 disabled staff were employed during the financial year just ended in the companies concerned.

Group companies also apply to the sheltered sector and disability-friendly companies ("Entreprises Adaptées") to carry out work not falling within the usual scope of company skills or where the skills required to perform the work are not available at those companies.
These arrangements meant that the companies concerned were able to meet their legal obligations as in previous years with respect to the employment and integration of employees with disabilities.

C. Anti-discrimination policy

The Laurent-Perrier Group is fully aligned with the anti-discrimination oversight rules in the French and EU legal and jurisprudence framework.

1.6.1.7. Promotion of and compliance with the stipulations of the Fundamental Conventions of the International Labour Organisation on:

A. Freedom of association and the effective recognition of the right to collective bargaining

The Laurent-Perrier Group commits to comply with the oversight rules concerning freedom of association and the effective recognition of the right to collective bargaining as set out in the French and EU legal and jurisprudence framework.

B. The elimination of discrimination in respect of employment and occupation

The Laurent-Perrier Group commits to comply with the oversight rules concerning the elimination of discrimination in respect of employment and occupation as set out in the French and EU legal and jurisprudence framework.

C. The elimination of all forms of forced and compulsory labour

This information does not apply to the proper activity of Laurent-Perrier Group due to the location of business in the Appellation d'Origine Contrôlée Champagne.

[√] *Verified indicator in moderate insurance by KPMG SA*

However, the provisions of the Fundamental Conventions of the International Labour Organisation are complied with in all Group companies. The companies have limited and occasional recourse to sub-contracting (less than 10% of total purchases are allocated to sub-contracting), mainly for tasks falling outside of the usual range of corporate skills.

D. The effective abolition of child labour

This information does not apply to the proper activity of Laurent-Perrier Group due to the location of business in the Appellation d'Origine Contrôlée Champagne.

1.6.2. Environmental information

1.6.2.1. General environmental policy

A. Group organisation to take environmental questions into account and, where appropriate, its environmental evaluation or certification initiatives

Protecting the environment is everybody's business, individually and collectively, especially in the framework of their professional activities and of their work environment.

Because of this, the Laurent-Perrier Group seeks to ensure that its workforce is aware of the issues and encourages them to include simple, responsible and effective environmental protection actions in their daily activity.

For example, since 2009, all wine-making has taken place at the Tours-sur-Marne facility, where the Group has invested heavily in winery capacity. These investments have improved occupational safety and environmental protection.

The wineries are compliant with safety standards to safeguard not only employees but also the environment, and notably feature a sophisticated carbon monoxide extraction system.

Laurent-Perrier pursues an environmentally-friendly policy in all its business activities, demonstrating its lasting commitment in this sphere.

The Chairman of the Management Board, on behalf of the company as a whole, and the Head of Supplies and Production, along with the other department heads more specifically, on behalf of their departments, are all committed to promoting and encouraging environmental management and protecting best practice.

The site of Tours-sur-Marne falls within the regime (authorisation) of installations classified for environmental protection (ICPE).

B. Employee training and information in respect of environmental protection

The Group continued its efforts to stimulate awareness of environmental issues among all employees likely to have an impact on the environment as a result of their occupation.

C. Resources devoted to preventing environmental risks and pollution

- Interprofessional

The Comité Champagne has defined environmental commitments to which the Group subscribes in accordance with the timetable set for all concerned.

An environmentally friendly policy has been put in place, generating a positive impact on the environment at the human level and making it possible to preserve the auxiliary fauna.

In terms of protecting the vineyards and the environment the Group aims to:
- a reduction in the use of fungicides,
- the preferential use of the products most respectful of man and the environment,
- the establishment of a system for the management of all phytosanitary effluents.

In addition, the Group's Treatment Frequency Index is archived and improved. The Group has been approved as an Applier of Phytosanitary Products.

- Laurent-Perrier Group

In particular, as part of its environmental strategy for its vineyards, the Group was awarded Viticulture Durable en Champagne (VDC) and Haute Valeur Environnementale (HVE) certifications in February 2018 for its main wine-growing entities following a robust programme that went beyond the minimum requirements of the Champagne Appellation d'Origine Contrôlée.

D. Amount of provisions and guarantees for environmental risks

The Group is not involved in any environmental disputes. The Group has taken out an insurance contract to cover environmental risks.

1.6.2.2. Pollution and waste management

A. Prevention, reduction or remediation measures for air, water and ground discharges with serious environmental impacts

The Champagne trade body, the Comité Champagne, has drawn up a set of commitments to which the Group has adhered in compliance with the timetable set for all concerned. The federation recommends, among other things, a 25% reduction in water use relative to the estimated 2002 usage level.

The Group already applies sustainability measures in several areas. The treatment of effluent generated by wine-growing operations at its presses and wineries is already current practice, as is the sorting, treatment, and recovery of by-products and waste.

All press residues (dregs) from the Group presses (Tours-sur-Marne, Oger and Landreville), are all sent to a local distillery, where they are transformed into alcohol.

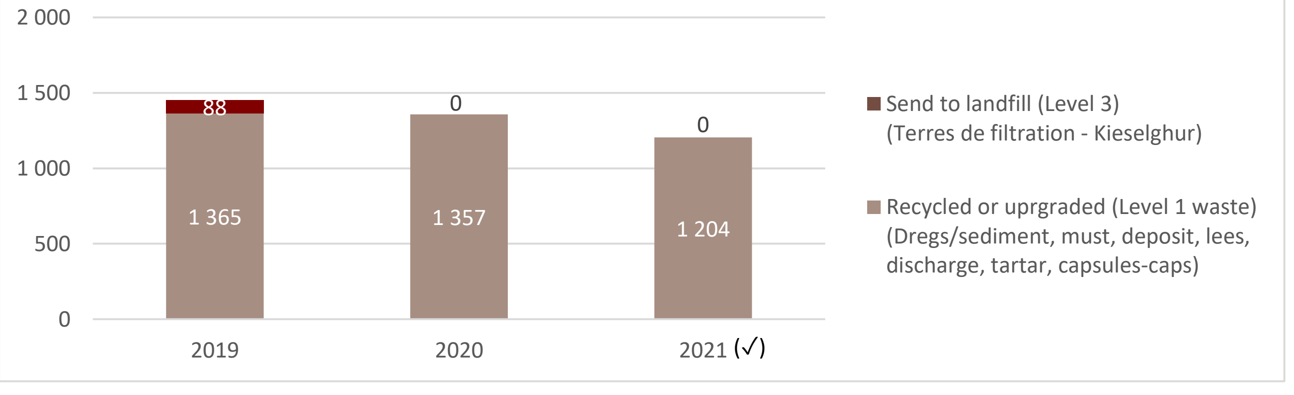
Wastewater from the Tours-sur-Marne winery is no longer piped to the village wastewater treatment centre, but to our own treatment facility on the Champagne Laurent-Perrier site. The creation of an in-house treatment plant combining the use of organic processes (activated sludge) and physical processes (membrane filtration) has cut organic pollution (Chemical Oxygen Demand, or COD) by 99%. The sludge from the treatment centre is recycled at a composting facility.

The preference has long gone to gravity rather than the use of pumps in order to make energy savings and preserve the quality of our wines. The tanks are cleaned in a closed circuit. The products used for this are recovered after cleaning for subsequent recycling and processing.

B. Waste prevention, recycling, and elimination

The Group aims both to decrease the amount of waste and better recover it by organising its recycling. The amount of waste generated obviously correlates closely to the yield from the grape harvest and to the volumes generated. The proportion of landfilled volumes remains zero.

Waste resulting from champagne making (tons) sites of Tours sur Marne, Epernay, Oger and Landreville



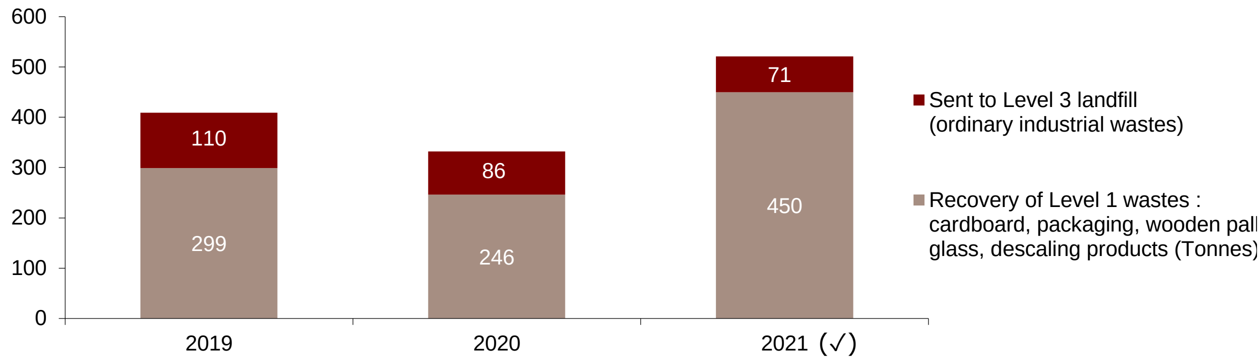
(√) *Verified indicator in moderate insurance by KPMG SA*

To comply with EU regulations, a "Recyclable" logo features on all labels glued to the bottles and cases. Cartons used to ship champagne can also be re-used.

For the circular economy, examples of which are the « aignes » which are transformed in particular into alcohol and cosmetic products and the « sarments de vigne » that are crushed and transformed into organic fertilizer used for the vineyards.

This policy explain the good control and the stability of the volume of waste generated during this particular production phase. A special emphasis goes on trying to recover this waste. Switching from wood pallets to wire pallets explains the level in the volume of level 1 waste. These wood pallets now unused were recycled.

Laurent-Perrier Group: Labelling waste – sites of Tours-sur-Marne and Epernay (tons)



The decrease in the tonnage of waste related to the clothing of champagne is mainly due to a change in the transport pallets used. Indeed, due to new regulatory standards imposed by DREAL, wooden pallets are no longer used, for reasons of suitable safety.

C. Noise mitigation measures and efforts to minimise all other forms of activity specific pollution

Centralising production at a limited number of sites and optimising loading makes it possible to reduce the amount of transport required. The Group also shows a preference for the transport modes least damaging to the environment (electric trolleys). In this way, the Group seeks to minimise the environmental impact of its logistics operations.

Laurent-Perrier's main buildings are located in the towns and villages of Tours-sur-Marne, Louvois, Epernay and Châlons-en-Champagne. These buildings are a fine illustration of the Group's policy of preserving historic buildings and blending these buildings into the surrounding countryside.

The Château de Louvois, its large park and its gardens are regularly restored in the style and rules of their historic and architectural past.

A substantial proportion of production takes place underground in the cellars. However, the necessary industrial buildings, even if they are often of more modern construction, have façades that blend in perfectly with the style of the villages where they are located.

As part of this policy, and in line with its constant concern to protect the aesthetic heritage of wine-growing regions, Laurent-Perrier has installed its own wastewater treatment plant in Tours-sur-Marne in a building erected in 2004 in the architectural style and tradition of Champagne.

Between 2006 and 2018, again in Tours-sur-Marne, Laurent-Perrier erected several new buildings at "Clos Valin", using an architectural style that matches the local environment. This site enables Laurent-Perrier staff to work in natural daylight and in optimised acoustic conditions.

(√) *Verified indicator in moderate insurance by KPMG SA*

Bottle labelling and packing

The Comité Champagne prefers an eco-friendly design for its bottle labels and packaging in order to minimise their environmental impact. It shares this same exacting requirement with its suppliers.

When it comes to labelling, advertising and promotional items, Laurent-Perrier seeks to use more and more materials compliant with the EU standards now in force in many countries.

The use of polystyrene in shipping cartons has been stopped and has been superseded by recyclable sheets of moulded cellulose.

All cardboard items used in the manufacture of presentation boxes are now made of recycled paper and, despite the printed text and other items decorating the boxes, they are 100% recyclable.

1.6.2.3. Initiatives to combat food waste

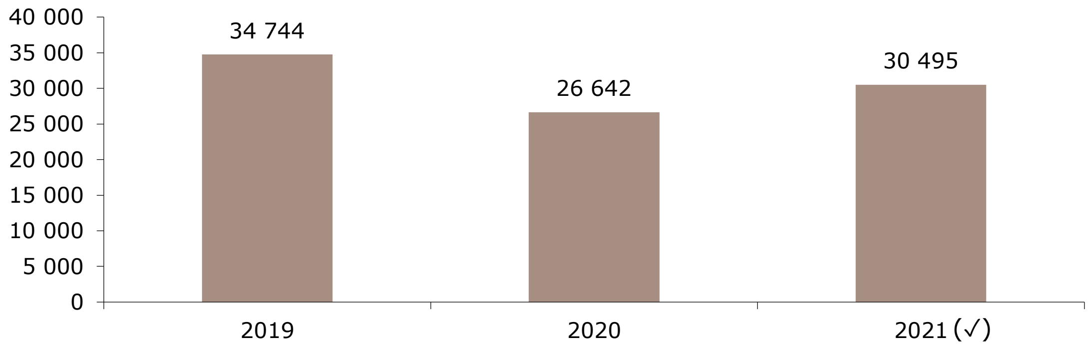
We have noted the new regulatory provisions concerning food waste. We have not identified this issue as having a material impact on our Company due to the absence of a company restaurant offering meals but will nevertheless continue examining it for inclusion in a next Universal Registration Document.

1.6.2.4. Sustainable resource use

A. Water consumption and water supplies relative to local limitations

The Group pursues a policy of constantly improving its control of water and energy consumption. The consumption trend over the past years illustrates this unremitting effort, consumptions that remain dependent on the level of activity. Due to its geographical location, the Group is not subject to specific local constraints on its water supply.

Water consumption at the Tours-sur-Marne and Epernay sites (m^3) (with Oger and Landreville)



In 2020, the decrease is explained by an activity affected by the first confinement with a decrease in activity in the months of April and May 2020.

B. Consumption of raw materials and measures to improve efficient use

The main raw materials are grapes and grape juice.

For containers, the Group uses glass bottles and cartons for the manufacture of champagne.

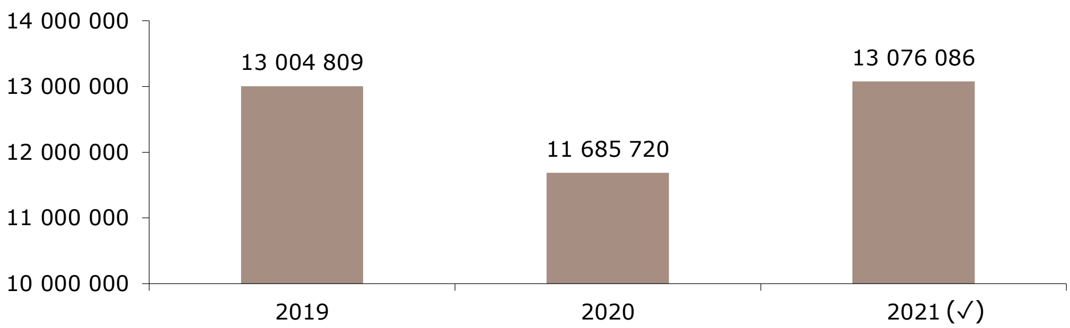
The Group works within a sustainable development framework which consists in taking account of the long-term nature of its activity, and in particular in banning any practice and behaviour likely to irreversibly modify the natural milieu and the environment.

(√) *Verified indicator in moderate insurance by KPMG SA*

To this end, it is committed to:
- complying with its regulatory environmental obligations, and notably with the strict rules of the INAO and the Comité Champagne;
- preserving natural resources;
- seeking to improve production processes in order to better control the use of natural resources such as water and energy resources, and to minimize its carbon footprint;
- minimising waste and organising its treatment.

C. Energy consumption, measures to improve energy efficiency, and use of renewables

Energy consumption at the Tours-sur-Marne, Châlons en Champagne and Epernay sites (electric energy and gas) in Kwh



In 2020, the decrease is explained by an activity affected by the first confinement with a decrease in activity in the months of April and May 2020.

Energy consumption varies from one year to the next depending on a range of factors, including production levels, outside temperatures, and so on. In particular, the Group strives to continually seek to optimise its energy consumption, and each new machine brought into service is generally an improvement in terms of ergonomy and energy consumption and minimising the Group's overall environmental impact. The Group uses green energy through blue rates.

Energy audit
The energy audit is designed to identify excessive energy consumption and any potential for savings so as to generate recommendations for improved energy efficiency.

D. Ground use

Our raw materials derive from the plant universe, whose rhythms and cycles must imperatively be respected. Priority is therefore given to wine-growing practices which seek to preserve the environment, natural resources, and biological balance. These practices are inconceivable without the experience and motivation of the people working the land.
They imply:
- balanced management of terroir and soil,
- careful husbanding of resources such as water, energy and inputs,
- reduction at source of waste by recycling and recovery.

The Group also aims to be perfectly attuned to the regulatory framework and more generally with the expectations of society at large. In practice, its approach involves the following:
- strict compliance with
    - the specifications concerning the production conditions for the Appellation d'Origine Contrôlée (AOC);
    - the Technical Handbook (*Référentiel Technique*) drawn up for the champagne growing area (a specification endorsed by champagne professionals, which identifies all practices deemed, in the current state of our knowledge, to be compatible with sustainable grape-growing);
    - Prefectural decrees.
- regular diagnostics of its grape-growing practice relative to the commitments set out in the Technical Handbook drawn up for the champagne growing area;
- continuous education for staff working in the vines, and awareness-raising for the Group's grape suppliers as regards environmental issues;

(√) *Verified indicator in moderate insurance by KPMG SA*

- the deployment of strategies to protect vines which reconcile quality and the measured use of inputs (to consolidate its strategy, the Group uses the services of wine growing consultancies);
- deployment of strategies to improve the soil, mainly directed towards mechanical upkeep and grassing over (mowing, work beneath the vines),
- the continual upgrading of our plant and equipment in order to safeguard the quality of air, water, soils, and natural environments. In 2021, the Group acquired a robot to work the soil, thus reducing the use of herbicides on the Group's vineyards, with the aim of completely stopping the use of herbicides;
- initiatives designed to extend and step up the momentum of sustainability. These include the management of effluent generated by grape growing (vineyard cleaning by plot, washing areas), recovery and priority use of rainwater, waste management, risk prevention, and strict application of procedures for use by staff.

1.6.2.5. Climate change

A. Greenhouse gas emissions

The Group seeks to combine technical innovations and environmental actions. Thus, the encryption of the carbon footprint of the champagne Laurent-Perrier's vineyard activity, a few years ago, allowed operating and programming actions on the most relevant posts to further reduce the emissions of greenhouse gases.

The Comité Champagne trade body has drawn up an action plan which the Group will implement in compliance with the timetable set for all involved.

The commitments made have the effect of setting up a carbon footprint calculation for 50% then 80% of the champagne activity diagnosed Carbon between 2015 and 2020.

Energy saving measures (electricity, gas, fuel) will need to be cut by 15% and then 25% of the 2002 levels by 2015.

For 2020, the greenhouse gas emissions related to electricity and gas consumption amounted to 1,007.62 teq. CO2. (emission factors of ADEME Carbon).

Significant greenhouse gas emissions are generated by the Company through the use of goods and especially from services that it produces.

B. Adapting to the consequences of climate change

The increase in average temperatures and more frequent occurrence of extreme meteorological events will affect basic wine-growing activity. A trend to bring forward harvest starts is already perceptible.

15-20 August	21-31 August	1-5 Sept.	6-10 Sept.	11-15 Sept.	16-20 Sept.	21-25 Sept.	26-30 Sept..	1-05 Oct.	6-10 Oct..	11-15 Oct.
2020	2011 2007 2003	2017 1976	2021 2016 2015 1959 1952	2014 2009 1993 1989 1960 1953	2012 2010 2008 2006 2005 2002 2000 1999 1998 1997 1994 1992 1990 1982 1971 1964 1961	1996 1995 1966	2013 2004 2001 1988 1986 1985 1983 1981 1974 1973 1970 1967 1955 1954	1991 1987 1979 1975 1969 1968 1963 1962 1958 1951	1984 1980 1978 1977 1965 1956	1972

Source Journal l'Union 17th November, 2015

For memory :
- Date of the harvest 2020: 15st-20st August
- Date of the harvest 2021: 6th-10th september

1.6.2.6. Diversity protection

Measures to preserve or develop biodiversity

The Comité Champagne trade body has drawn up a series of commitments.
These measures are:
- Adopt new soil husbandry strategies (mechanical working of the soil and grass cover for each plot)
- Reduce the use of herbicides
- Create or preserve natural grass cover around the edges of vineyards
- Develop agro-ecological infrastructure

1.6.3. Societal information

1.6.3.1. Territorial, economic and social impact of Group operations

A. On employment and regional development

The Group complies with national legislation and guarantees wage levels enabling its staff to have living standards above national averages relative to the cost of living near its operating facilities. The Group undertakes to pay all staff their wages on a regular basis.

By his AOC Champagne group supply, the group participates in the regional development by his activity; it also attracts tourists, supporting the local economy.

B. On residents and local inhabitants

The Group pays great attention to the impact of its operations on local people: architectural integration (cf.1.6.2.2.C), effluent treatment, respect for the French ZNT Habitation rule etc.

The phytosanitary treatments are carried out in relation with the CIVC* and external consultants who carry out monthly checks.

1.6.3.2. Relations with individuals and organisations interested in the Group's activities, and in particular with social integration bodies, educational establishments, environmental protection groups, consumer associations, and local residents

A. Dialogue conditions with such individuals and organisations

The Group maintains good relations with local government. It has links with training organisations and schools at a regional level, and with voluntary social integration bodies, for example, Reims Business School NEOMA. The Group is present at the Comité Interprofessional du Vin de Champagne (CIVC*), and the Union des Maisons de Champagne (representing the houses).

B. Partnership and patronage activities

In France, such activities are highly regulated with respect to the Evin Act (the alcohol and tobacco policy law). However, the Group is also extremely attentive to all initiatives it can validly pursue in this area.

C. Actions with APAJH

The Laurent-Perrier Group entrusts vineyard work to the Association For Adults and Young Disabled (APAJH) in Marne.

1.6.3.3. Sub-contracting and suppliers

A. Taking social and environmental factors into account in procurement policy

The Group has implemented recommendations to minimise the weight of glass in its bottles.

All cardboard components of boxing are made from recycled paper and can be recycled again.

B. Scale of sub-contracting and assessment of levels of Corporate Social Responsibility in relations with suppliers and sub-contractors

Less than 10% of total purchases made by the Group are related to subcontracting. In addition, the Group will identify positions in this area in the coming years.

The Group sources its raw materials (grapes) exclusively from the Champagne region in compliance with INAO rules.

The Group's chief suppliers are the grape growers. These are required to comply with the Champagne sustainability charter, and the Group assists them in doing so via staff dedicated to managing supplies and vineyards.

C. Supplier and sub-contractor principles for compliance with international regulatory agreements

Concerning work legislation, the Group is focused on its supplier's practices to meet customers' requirements vis-à-vis the following standards:

- illegal or forced labour,
- child labour: under no circumstances does the Group condone the fact of making people who have not reached minimum legal age work,
- the elimination of all forms of discrimination with respect to access to employment,
- working hours: personnel must be able to benefit from sufficient rest periods,
- the legal provisions applicable to minimum wages.

With respect to ethical conduct, the Group is focused on its supplier's practices to meet customers' requirements vis-à vis the following standards:

- maintain standards of professionalism, honesty and integrity in all their dealings,
- avoid the intention or demonstration of non-ethical or compromising practices in their internal and external relations and in their actions and communications.
- comply, in particular, with the principles of honesty and equity, and all applicable regulations in the sphere of competition and the elimination of bribery and corruption in commercial transactions,
- not propose products, favours, or services that could influence or are likely to influence decisions in the procurement process,
- treat confidential and proprietary information with all due care and in line with their own ethical considerations,
- comply with national and international laws, customs and practices.

In the sphere of occupational hygiene and safety, the Group is careful, wherever possible, to work with suppliers:

- who take care to ensure that their activities are not harmful to the health and safety of their personnel, their own sub-contractors, or local inhabitants, and, as a general rule, of the users of their products,
- and subcontractors who show they can be proactive in respect of hygiene and safety issues,
- able to provide a safe, healthy environment for their personnel, customers, and visitors, to comply with national health and safety legislation, identify any dangers in connection with their operations, and take any necessary measures to minimise risks for their employees.

The Group expects its suppliers and sub-contractors to pass on these principles to their own suppliers and sub-contractors and to implement a similar programme with them.

D. Commitment to comply with ethical rules in calls for tender

When submitting tenders to third parties, the Group undertakes to submit and go about its business in compliance with the following common ethical rules:

- to ban all forms of corruption and fraud both inside and outside the company,
- to observe the rules of intellectual property in all cases, and circulate these to all,
- to accept only those assignments which the company is suitably qualified to carry out, to do so in the customers' best interests,
- to refuse to harm a fellow producer or peer by any activities, manoeuvres, or statements contrary to the principles of truth and fair competition,

- to seek never to take over a project by recruiting staff from a tendering company in charge of that project,
- to remind its personnel of the existence of ethical rules and ensure strict compliance with it.

1.6.3.4. Fair practice

A. Action to prevent corruption

The Group is not involved in any activity that could encourage corruption. In particular, the Group is committed to:
- Adopting a loyal behaviour in business relations,
- Excluding any improper or unlawful conduct and restrictive practices and abuse of competition and anti-competitive practices,
- Excluding all behaviours or facts that can be qualified as active or passive corruption, complicity in influence peddling or favouritism, in the negotiation and execution of contracts,
- Facilitating, where appropriate, the successful completion of the potential social and environmental diagnostics.

B. Measures to protect consumer health and safety

The Group complies strictly with all existing hygiene, safety, and traceability regulations designed to protect consumer health and safety, particularly visible on the bottles labelling.

The guaranteeing of compliance with these regulations derives in particular from the creation of the Champagne AOC denomination in 1935. Champagne houses have never stopped organising and anticipating developments in the framework of their trade body as they seek to drive growth by bolstering their quality and reputation. The Champagne appellation is thus increasingly well protected against outside identity fraud as a result of its status as an unequivocal appellation.

It is also the duty of the champagne houses to protect consumers against all wines, beverages, and other products that would undermine the reputation or guarantee of origin and quality of the champagne appellation.

Champagne’s trade body, the *Comité Interprofessionnel des Vins de Champagne:* the legal champion protecting the appellation.

The *Comité Interprofessionnel des Vins de Champagne* and INAO have accordingly undertaken to use the law to systematically oppose all those who try to hijack the reputation and identity of the appellation.

An AOC (*Appellation d’Origine Contrôlée*) label identifies a product and the authenticity and typicality of its geographical origin. It is a guarantee of its qualities and characteristics, the terroir it comes from, and the know-how of the producers (of wines, champagne, etc.). The quantity and checks on the labelling of AOC products comply with an approved specification, in France by INAO, which reports to the Ministry of Agriculture.

An Appellation d’Origine Contrôlé (AOC) is an official French label to protect a product in connection with its geographic area of production and a number of manufacturing characteristics. It guarantees the origins of traditional food products derived from a particular terroir and food culture.

An Appellation d’Origine is neither a commercial brand name, nor a registered design, but an official certification of provenance and know-how delivered by an agency reporting to a ministry and overseen by a national fraud authority.

The Group is also highly vigilant when it comes to compliance with local labelling rules for commercialised bottles.

C. Other initiatives to protect human rights

The Group ensures that its own subsidiaries and facilities are not complicit in any human rights violations.

The Group is especially vigilant in respect of the following:
- ethical behaviour,
- respect for the rule of law,
- compliance with international standards of behaviour,
- respect for economic, social and cultural rights,
- fundamental principles and rights at work,
- adopting fair competition practices,
- promoting corporate social responsibility in the value chain,
- respect for property rights.

Regulations and principles

The Group is pursuing an ethical programme to comply with:
- international and national regulations concerning its activities,
- international standards, and in particular the United Nations Universal Declaration of Human Rights,
- the Fundamental Conventions of the International Labour Organisation.

The Group does not encourage anti-competitive behaviour. It does likewise vis-à-vis its own customers.

Principles linked to respect for persons

The Group strives to ensure, as far as possible, that its customers are aware of the need to combat all forms of discrimination, especially as regards to gender, origin, religious beliefs, and political affiliation, and has undertaken to encourage cultural diversity.

The Group seeks to ensure that its customers are aware of:

- national legislation, and, in any event, compliance with international regulations on working time drafted by the International Labour Organisation relative to its own activity sector. The Group is also sensitive to all the initiatives taken by its customers aimed at ensuring that their workforce benefits from sufficient rest periods,
- the need to comply with national legislation to guarantee their staff a minimum level of wages, offering them a decent standard of living in line with the cost of living in the vicinity of their operating base,
- the need for regular payment of employee wages,
- the need to reject degrading practices in their workplaces, such as corporal punishment, moral and sexual harassment, and working under threat or duress.

1.6.4. Prevention

The Group continued to promote its awareness campaign targeting all employees who, due to their position, are required to travel by car to represent one of the Group companies. A guide on the risks of drink-driving entitled *Fatigue, Alcohol and Speeding* setting out the need to comply with the Highway Code, and the risks of tiredness and alcohol consumption when driving, is distributed to everyone concerned when they join the company.

1.6.5. Methodology note

1.6.5.1. Scope and timeframe of reporting

Apart from the data relative to the workforce (total and breakdown by age, gender, SPC, contracts and departments) the data reported concern France only, and cover 83% of the total workforce.

Social data cover the fiscal year from 1st April 2020 to March, 2021, except for data on training, which cover the calendar year from 1st January to 31st December, 2021.

Reporting periods for environmental data cover the calendar year from 1st January to 31st December, 2021. The scope of environmental reporting was agreed as being the most representative possible. This is because environmental data in connection with marketing activities outside France were deemed to be not significant as they are not linked to production operations. Consequently, adopting France as the scope for the data was felt to be representative at Group level.

1.6.5.2. Definitions and methodology choices – Social indicators

Headcount and breakdown by gender, socio-professional category, type of contract and geographic area
The breakdown of the workforce by category, type of contract and geographic area is calculated on the basis of the employees present on long-term employment contracts ("CDI") and time-limited contracts ("CDD") as at 31st March. Executive officers and interns are not included in the count. All time-limited contracts are included, together with contracts for the duration of the grape harvest and work on the vines, those seconded on CAP vocational training.
The breakdown of the workforce by gender and the breakdown of the workforce by socio-professional category are calculated on the basis of employees on long-term contracts and on time-limited contracts present at 31st March.

Multi-card travelling salespeople ("VRP") are included in the total of long-term employees. Each sales person is weighted at 0.2, except in the breakdowns by age and geographic area, where they are weighted as 1.

Hiring
Internal job changes are not taken into account.

Reported occupational diseases
As recognized by the CPAM social security authority during the fiscal year. Cases under consideration are not included in the total.

Absences and occupational accidents
The data only concern the Group's French companies. It is specified that all work and travel accidents are taken into account, including accidents that do not result in day (s) of downtime. Days off due to occupational and commuting accidents are reported as a number of business days. The number of days lost corresponds to the number of days given by the doctor and approved by the CPAM.

It should be noted that the method used to calculate the absenteeism rate takes into account actual hours based on the different working patterns of employees and not theoretical hours.

Training
It is specified that for training courses straddling two years, the hours actually performed in 2021 are counted in 2021. The rest of the hours are carried over to 2021 or 2019. The data relative to training cover all training attended by employees on long-term and short-term contracts in the Group's French companies. Unless otherwise stated, data relating to training only cover training followed as part of continuing professional training. Data are calculated on a calendar year basis and are calculated on the basis of presence sheets.

The percentage of employees in receipt of training, and the training spending only apply to continuing professional training. The percentage of employees in receipt of training is expressed in relation to the average total workforce in the Group's French companies.

1.6.5.3. Definition and methodology choices – Environmental indicators

Water consumption
The consumption of mains and borehole water for industrial and domestic uses by Champagne Laurent-Perrier (Tours-sur-Marne site) and Champagne de Castellane (Epernay site), and at the Oger and Landreville sites from 2014 onwards, is taken in to account.

Energy consumption
Energy consumption is expressed as kWh NCV (gas consumption in previous years has been converted into kWh NCV) and includes:
- electricity consumption by Champagne Laurent Perrier (Tours-sur-Marne and Châlons-en-Champagne sites) and Champagne de Castellane (Epernay site), as well as the sites at Oger and Landreville;

- gas consumption at the production sites of Champagne Laurent-Perrier (Tours-sur-Marne site), Champagne de Castellane (Epernay site), and the Oger site. Gas consumption by wine presses and administration buildings is excluded, therefore.

Greenhouse gas emissions
Greenhouse gas emissions are calculated on the basis of energy consumption. The emissions factors used are derived from ADEME's 2018 Base Carbone.

Waste related to champagne making and packaging waste
Waste from the sites at Tours-sur-Marne, Epernay, Oger and Landreville is taken into account. Data are calculated on the basis of invoices and collection orders, except for the quantities of ordinary industrial waste, musts and deposits from musts, lees and disgorging wine, which are estimated on the basis of production data.

1.6.6. Report of the independent body on the Social and Environmental Report

Independent assurance report by one of the Statutory Auditors, appointed as an independent third party on a selection of consolidated social and environmental indicators published in the Universal Registration Document 2021-2022

This is a free English translation of the Statutory Auditors' report issued in French and is provided solely for the convenience of English-speaking readers. This report should be read in conjunction with, and construed in accordance with, French law and professional standards applicable in France.

For the year ended 31st March 2022

To the shareholders,

As requested and in our capacity as the independent third party of your company Laurent Perrier S.A. (hereinafter the "Entity"), we have performed a review to enable us to provide limited assurance on a selection of consolidated social and environmental information[1] for the year ended 31 March 2022 identified by the symbol √ (hereinafter the "CSR Information"), and disclosed in the Universal Registration Document 2021-2022 of the Entity (hereinafter the "CSR Report").
The conclusions expressed below relate solely to the Information and not to all the information presented.

Responsibility of the Entity
It is the Board of Directors responsibility to prepare the CSR Information in accordance with the guidelines used by the Entity (hereinafter the "Guidelines"), summarised in the methodological notes presented in the CSR Report and available on request at the Entity's headquarters.

Independence and quality control
Our independence is defined by the provisions of Article L.822-11-3 of the French Commercial Code and the French Code of Ethics for statutory auditors (*Code de déontologie*). Moreover, we have implemented a quality control system that includes documented policies and procedures to ensure compliance with applicable ethical rules, professional standards, laws and regulations.

Responsibility of the Statutory Auditor appointed as independent third party
On the basis of our work, it is our responsibility to express limited assurance that the CSR Information is fairly presented, in all material respects, in accordance with the Guidelines.

Nature and scope of our work
The work described below was performed in accordance with the professional guidance of the French Institute of Statutory Auditors (*Compagnie nationale des commissaires aux comptes* or CNCC) and with ISAE 3000[2]:
- We obtained an understanding of all the consolidated entities' activities;
- We assessed the suitability of the Guidelines in terms of their relevance, completeness, reliability, neutrality and understandability, and taking into account industry best practices where appropriate;
- We obtained an understanding of internal control and risk management procedures the Entity has put in place and assessed the data collection process to ensure the completeness and fairness of the CSR Information;
- For the selected CSR Information, we implemented:
    - analytical procedures to verify the proper consolidation of the data collected and the consistency of any changes in those data;

- tests of details, using sampling techniques, in order to verify the proper application of the definitions and procedures and reconcile the data with the supporting documents. This work was carried out on a selection of contributing entities[3] and covers between 83% and 100% of the consolidated CSR Information.

We believe that the work carried out, based on our professional judgment, is sufficient to provide a basis for our limited assurance conclusion; a higher level of assurance would have required us to carry out more extensive procedures.

Means and resources
Our work was carried out by a team of six people.
We were assisted in our work by our specialists in sustainable development and corporate social responsibility.

Conclusion
Based on the procedures performed, nothing has come to our attention that causes us to believe that the CSR Information selected by the Entity and identified by the symbol √, taken as a whole, is not presented fairly in accordance with the Guidelines, in all material respects.

Paris-La Défense, on 30th may 2022
KPMG S.A.

Anne Garans
Partner
Sustainability Services

Hervé Martin
Partner

[1] Social indicators: Workforce at 31.03 and breakdown by gender and by socio-professional category; Number of accidents at work and commuting accidents; Number of days lost due to accidents at work and commuting accidents; Number of occupational diseases; Number of hours of training.
Environmental indicators: Energy consumption (electricity and natural gas); Water consumption; Champagne production waste; Champagne packaging waste.
Qualitative information: Collective bargaining agreements; Policy to combat discrimination against people with disabilities; Policy in favour of gender equity; Policy in favour of health and safety for employees.

[2] ISAE 3000: international standard on assurance engagements other than audits or reviews of historical financial information

[3] Champagne Laurent-Perrier

1.7. EXCEPTIONAL EVENTS AND LITIGATION

As far as the Group is aware, there are no governmental, legal or arbitration proceedings pending or threatened which could have or may have had over the past twelve months any material impact on the Group's financial situation or profits.

2. PERSONS RESPONSIBLE FOR THIS UNIVERSAL REGISTRATION DOCUMENT AND FOR AUDITING THE ACCOUNTS

2.1. PERSON RESPONSIBLE FOR THIS UNIVERSAL REGISTRATION DOCUMENT

Stéphane Dalyac - Chairman of the Management Board.

2.2. AFFIDAVIT BY THE PERSON RESPONSIBLE FOR THE UNIVERSAL REGISTRATION DOCUMENT

"I certify that the information contained in the present Universal Registration Document is to the best of my knowledge in accordance with the facts and contains no omissions likely to affect its import.

I declare that to the best of my knowledge, the accounts have been drawn up in accordance with the applicable accounting standards and provide a fair image of the assets, financial situation, and results of the company and all those companies consolidated with it, and the management report listed in Annex 5 of this universal registration document, presents a faithful picture of the business developments, results, and financial situation of the company and all those companies consolidated with it, as well as a description of the main risks and uncertainties with which they are faced.

Tours sur Marne, on 23 June 2022

Stéphane Dalyac - Chairman of the Management Board

2.3. AUDITORS

Statutory auditors:
PricewaterhouseCoopers Audit, a member of the Versailles Company of Statutory Auditors, represented by Mr Xavier Belet,
63, rue de Villiers
F - 92208 Neuilly-sur-Seine

First appointed:	11th July 1996
Mandate expires:	Ordinary Shareholders' Meeting held to approve the accounts for the financial year ending 31st March, 2026.

KPMG, S.A., a member of the Versailles Company of Statutory Auditors, represented by Mr Hervé Martin,
19 Rue Clément Ader
51685 Reims Cedex

First appointed:	6th July, 2011
Mandate expires:	Ordinary Shareholders' Meeting held to approve the accounts for the financial year ending 31st March 2023

2.4. PERSON RESPONSIBLE FOR INVESTOR INFORMATION

Stéphane Dalyac, email: stephane.dalyac@laurent-perrier.fr
Tel : + 33 (0)3.26.58.91.22

3. General information on Laurent-Perrier

3.1. Statutory information and share buy-back programme

3.1.1. Corporate name and registered office

Laurent-Perrier - 32, avenue de Champagne – F-51150 Tours-sur-Marne.
Telephone +33 (0)3.26.58.91.22.

In France, Laurent-Perrier is governed by French law while foreign subsidiaries and branches are subject to the law of the country in which they are located:

- Laurent-Perrier UK: UK law,
- Laurent-Perrier Switzerland: Swiss law,
- Laurent-Perrier US: US law,
- Laurent-Perrier Diffusion Belgium: Belgian law,
- Laurent-Perrier Germany: German law,
- Laurent-Perrier Italy: Italian law.

3.1.2. Consultation of legal documents or information on Laurent-Perrier

Legal documents or information relating to Laurent-Perrier are available for consultation at the Group's headquarters at 32 Avenue de Champagne 51150 Tours-sur-Marne subject to legal requirements.
The following documents may be consulted:

- Laurent-Perrier memorandum of association and articles of association,
- all reports, letters and other documents, historical financial information and declarations prepared by experts at the request of Laurent-Perrier,
- historical financial information on Laurent-Perrier and its subsidiaries for the two financial years prior to publication of the Universal Registration Document.

The above documents are available for consultation in hard copy or electronic format on the site: *www.finance-groupelp.com.*

3.1.3. Incorporation date and term (Article 5 of the by-laws)

The Group was constituted on February 20, 1939, for a period of ninety-nine years, expiring on January 30, 2038 unless it is wound up beforehand or its term is extended.

3.1.4. Incorporation details

Laurent-Perrier companies are registered with the Reims Companies Registry under number 335 680 096.
APE business activity code: 6420 Z.
LEI : 96950036OIHAEGNGJ871

3.1.5. Legal structure (Article 1 of the by-laws)

Laurent-Perrier is a French *société anonyme* (public limited company) with a Management Board and a Supervisory Board.

3.1.6. Corporate purpose (Article 3 of the by-laws)

Laurent-Perrier's corporate purpose is to trade mainly in the wine industry and includes:

- the acquisition, management and sale of securities, shares and all rights pertaining to them;
- active participation in defining the goals and policies of companies in which it has exclusive or joint control or a significant influence;
- budgetary and financial control and coordination of such companies;
- the provision of specific administrative, legal, accounting, financial or real-estate services on a purely in-house basis to such companies;
- all operations that are compatible with this purpose, related to it or that further its accomplishment.

The statutes are available for consultation at the registered office.

3.1.7. Financial year (Article 19 of the by-laws)

From April 1st to 31st March of the calendar year.

3.1.8. Appropriation and distribution of earnings (Article 20 of the by-laws)

The income statement shows the profit or loss for the year under the conditions provided for by the legal provisions then applicable.

The distributable profit is determined in accordance with the legal provisions then applicable, after, in particular, any compulsory allocation, deduction or appropriation pursuant to the legal provision then applicable.

This profit is available to the General Meeting which may, under the conditions provided for by the legal provisions then applicable, carry it forward, allocate it to general or special reserve funds, distribute it as a dividend, and / or make any other use not prohibited by the legal provisions then applicable.

In addition, the Meeting may decide, under the conditions provided for by the legal provisions then applicable, to distribute amounts taken from the available reserves; in this case, the decision expressly indicates the reserve items from which the amounts are withdrawn.

Losses, if any, are governed by the legal provisions then applicable.

Interim dividends may be distributed before the approval of the financial statements for the financial year, in accordance with the legal provisions then applicable.

The terms of payment of dividends or interim dividends are determined in accordance with the legal provisions then applicable.

The General Meeting approving the financial statements of the year may grant the shareholders, for all or part of the dividend paid or interim dividends, an option between the payment of the dividend or interim dividends in cash or in shares issued by the Company, in accordance with the legal provisions then applicable.

3.1.9. Annual General Meetings of Shareholders (Article 18 of the by-laws)

1. Except as provided in these Articles of Association, the rules relating to General Meetings of Shareholders, and in particular to the convening and holding of such meetings and to the communication and information rights of shareholders, are those provided for by the legal provisions then applicable.

Shareholders who participate in the meeting by video conference or by means of telecommunication that enable them to be identified, the nature and conditions of application of which comply with the regulatory provisions, are deemed to be present for the calculation of the quorum and the majority.

General Meetings are held at the registered office or in any other place indicated in the meeting notice.

2. The Management Board or the Supervisory Board may, if it considers it appropriate and provided that it states so in the invitation to the meeting (and, if applicable, in the meeting notice), make the right to participate in Meetings subject to the following conditions:

- with regard to shareholders holding registered shares, the registration of the shares in the name of the shareholder in the Company's registers, at least five (5) calendar days before the date of the General Meeting;

- with regard to shareholders holding bearer shares, the filing, under the conditions provided for in Article 136 of Decree No. 67-236 of 23 March 1967, of the certificate of deposit of bearer shares, at least five (5) calendar days before the date of the Meeting.

3. Subject to the foregoing, the voting right attached to shares is proportional to the percentage of the capital they represent.

It is exercised in accordance with the legal provisions then applicable.

However, a voting right double that conferred on the other shares, in view of the percentage of the capital they represent, is automatically attributed to all fully paid-up shares for which proof is provided that they have been registered for at least four years in the name of the same shareholder, under the conditions and in accordance with the legal provisions then applicable.

In addition, and without limitation, in the event of a stock split or reverse stock split, as well as in the event of a capital increase by capitalisation of reserves, profits or issue premiums, double voting rights are conferred, as of their issue, on the registered shares allocated free of charge to the shareholders in respect of the old shares for which they benefit from double voting rights.

Shareholders with a double voting right will always have the possibility to waive it temporarily or permanently, conditionally or unconditionally, revocably or irrevocably, by notifying it by registered letter with acknowledgement of receipt sent to the registered office of the Company at least thirty (30) calendar days before the meeting of the first General Meeting during which such waiver will be applicable.

3.1.10. Special provisions of the by-laws

Disclosure thresholds (Article 9 of the by-laws)

Prior to the 2018 General Meeting of Shareholders, Article 9.1 of the Laurent-Perrier by-laws stipulated that the Company is entitled to ask for information about the owners of bearer shares at any time.
The company can thus request and obtain an identifiable bearer share (“TPI”). After obtaining this, the company can question people named on the list whom they consider may be registered on behalf of third parties, to ask them to state who the beneficial owners of the shares are. These people are required, when they are financial intermediaries, to reveal the effective identity of the beneficial owners of the shares.

Where the financial intermediary who is the subject of such a request has not provided such information within ten working days of the request, or if they have provided incomplete or erroneous information on their position or on the owners of the securities, or on the quantity of securities held by each of them, the shares for which that person has been registered in an account:
- shall be deprived of their voting rights for all General Meetings of shareholders held until the identification is regularised,
- and the payment of dividends may also be deferred until that date.

It was therefore judged appropriate to supplement the by-laws to set out the sanctions in detail.

Moreover, it was also judged appropriate to amend article 9.2 of the Laurent–Perrier by-laws to specify that the statutory rules in connection with exceeding thresholds will apply if the 0.5% of the capital threshold or voting rights is exceeded, instead of the current 2.5%.

As a result, the 2018 General Meeting of Shareholders decided to modify Article 9 of the by-laws as follows:

New form of words:

“Article 9 - Identification of shareholders

1. The Company may at any time, under the conditions laid down by the legal provisions in force at the time, request the name (or, in the case of a legal entity, the company name), nationality, year of birth (or, in the case of a legal entity, the year of incorporation) and address from the body responsible for clearing securities, of all or some of the holders of securities, conferring, immediately or in the future, the right to vote at its General Meetings of Shareholders, as well as the number of securities held by each of them and, where applicable, the restrictions that may apply to the securities, and any other information whose disclosure is authorised by the rules then in force.

The company may also, in view of the list transmitted, request, either through this body or directly, under the same conditions, from the persons appearing on this list and whom it considers could be registered on behalf of third parties, if they hold these securities on their behalf or on behalf of third parties and, in this case, to provide it with information enabling it to identify this or these third parties. In the absence of

disclosure of the identity of the owner or owners of the shares, the vote or proxy issued by the intermediary registered in the account will not be taken into account and the payment of the corresponding dividend may be deferred.
2. In addition to the legal obligation to inform the Company of the holding of certain fractions of the share capital and the voting rights attached thereto, any shareholder, whether a natural person or a legal entity, who in any way exceeds in either direction, within the meaning of Article L 233-7 of the French Commercial Code on Commercial Companies, the threshold of zero point five percent (0.5)% of the share capital or voting rights, or any multiple of this percentage less than or equal to thirty-five percent (35%), must inform the Company of the total number of shares it holds as well as the number of securities it holds giving future access to the capital and the number of voting rights attached to these shares and other securities, by means of a registered letter with acknowledgement of receipt, sent to the Company's registered office within fifteen (15) calendar days of the threshold being crossed.

The aforementioned reference to Article L 233-7 of the French Commercial Code refers to all the relevant legal provisions, including Articles L 233-3, L 233-9 and L 233-10 of the said Code, which are applicable to this statutory information obligation.

For threshold crossings resulting from an acquisition or sale on the stock exchange, the aforementioned fifteen-day period begins to run from the day on which the securities are traded and not from the day when they are delivered.

In the event of non-compliance with this statutory obligation to inform and at the request of one or more shareholders holding together at least five percent (5%) of the capital or voting rights, the shares exceeding the fraction that should have been declared shall be immediately deprived of voting rights until the expiry of a period of two (2) years following the date on which the notification is regularised (without prejudice to the provisions on non-compliance with the legal obligations to inform).

As indicated above, but again without prejudice to the above-mentioned legal obligations, this statutory obligation to provide information applies as long as the threshold crossed by the person concerned is less than or equal to thirty-five percent (35%).”

Double voting rights (article 18 of the by-laws)
Double voting rights are legally granted to all fully-paid up registered shares which have been registered in the name of the same shareholder for at least four years (date to date).

Identification of holders of bearer shares
The survey undertaken by Laurent-Perrier on 31st March, 2022 of holders of bearer shares identified about 4,382 shareholders (Discloser Request – InvestorInsight).

3.1.11. Supervisory Board membership requirements (Article 15 of the by-laws)

The General Meeting of Shareholders held on 20th July, 2010 amended article 15 of the bylaws as follows:

Other than those stipulated in the bylaws, the rules governing the Supervisory Board, and notably its membership, operation and purview, are those set out in the applicable legal provisions.

Any members present at the meetings via a videoconferencing link whose nature and operating methods are compliant with regulatory provisions shall be deemed present for the purposes of establishing the quorum and the majority of Supervisory Board members.

Attendance via such videoconferencing link and/or telecommunications link is not, however, permitted for the following decisions:
- Appointment of members of the Management Board, and the single Chief Executive Officer,
- Dismissal of members of the Management Board and the single Chief Executive Officer, in cases where the present bylaws provide for such dismissal by the Supervisory Board,
- Election and compensation of the Chairman and Deputy Chairman of the Supervisory Board.”

3.1.12. Provisions for attendance at the General Meeting of Shareholders (Article 18 of the by-laws)

Other than those stipulated in the bylaws, the rules governing the holding of General Meetings of Shareholders and in particular the calling and holding of such meetings, as well as the rights pertaining to shareholder communication and information, are those set out in the applicable legal provisions.

Any shareholders taking part in the General Meeting of Shareholders via a videoconferencing link or other telecommunications link enabling their identification, whose nature and operating methods are compliant with regulatory provisions shall be deemed present for the purposes of establishing the quorum and the majority of shareholders.

General Meetings of Shareholders convene at the Group's Registered Office or at any other venue specified in the invitation to attend.

Electronic remote voting (article 18, point 4)
At the General Meeting of 2021, the shareholders adopted the amendment to article 18 of the by-laws so that the company can use the vote at distance by electronic means, in accordance with article R 225-61 of the French Commercial Code.

3.1.13. Laurent-Perrier share buy-back programme

The Shareholders' Meeting of 20th July, 2021 authorised the Management Board to repurchase Company shares pursuant to articles L.22-10-62 et seq. of the French Commercial Code, notably in order to:

- ensure market-making and share liquidity through the intermediary of an investment services provider within the framework of a liquidity agreement compliant with the Code of Good Conduct of the *Association Française des Marchés Financiers* (AMAFI), recognised by the AMF;
- retain the shares purchased for eventual trading or use as payment under any acquisition-led growth transactions, it being specified that the shares purchased to this end may not exceed 5% of the Company's share capital,
- ensure coverage for stock option plans and/or the allotment of free bonus shares (or similar plan) for the benefit of employees and/or the Group's executive officers, and all allotments of shares under a corporate or Group savings plan (or similar plan) under the terms of a profit sharing plan and/or any and all other forms of share allotments to employees and/or executive officers of the Group,
- ensure the coverage of securities conferring the right to the allotment of Company shares in the framework of current legislation,
- cancel, where appropriate, any shares purchased, subject to the approval of the authority granted to the Management Board, as set out in the sixteenth resolution put before the extraordinary General Shareholders' Meeting.

The Company has not cancelled any shares held under the provisions of the above programme.
The special buy-in report is included in section 7.1.

The 20th July, 2022 Joint Ordinary and Extraordinary Shareholders' Meeting held to vote on the financial statements for the period ended 31st March, 2022 will be asked to issue a new authorisation.

If authorised by the shareholders, the Management Board may cancel shares and reduce the company's share capital accordingly.

Conditions
Under the new programme shares will be bought in at no more than €160 per share excluding expenses.

The Shareholders' Meeting on 20th July, 2022 will authorise the buy-back of up to 594,000 shares each with a par value of €3.80 (minus the 39,760 treasury shares already owned by the Company at 31st March, 2022) ie., a maximum of 10% of the adjusted share capital of any operation on the intervening capital over the life of the programme.

Assumptions used to assess the impact of the share buy-back programme on the financial situation of Laurent-Perrier

Calculations to assess the impact of the buy-back programme on Laurent-Perrier's accounts are based on the consolidated financial statements at 31st March, 2022 However, taking into account the 39,760 treasury shares already owned by the Company at 31st March, 2022, it is unlikely to acquire all the 594,000 shares that may be repurchased under the buy-back programme.

Shares will be bought and sold on the stock market and/or in block sales.

Financing of share repurchase

The buy-back programme shall be financed with Laurent-Perrier’s own funds.

Intention of Laurent-Perrier’s executive officers

The executive officers of Laurent-Perrier do not intend to buy or sell shares under the buy-back programme.

Operations carried out by Laurent-Perrier on its own shares pursuant to article L 22-10-62 of the French Commercial Code

1. During the financial year, i.e. from 01.04.2021 to 31.03.2022:

A) Market making:

- Shares purchased during the financial year:		18,791 shares
- Shares sold during the financial year:		19,144 shares
- Average share price:	purchase:	€95.65
	sale:	€96.15

B) Share purchase options

- Shares purchased during the financial year:	20,682 shares
- Average share price:	€87.00

C) External growth

- Shares purchased during the financial year:	none

D) Amount of trading fees:

- Market making:	Expenses incurred on sales:	€0
	Expenses incurred on purchases:	€0
Share options purchases:	Expenses incurred on purchases:	€0

E) Reasons for acquisitions: Market making and employee allocations.

F) Fraction of capital in treasury shares: 0.67 %

2. Total

A) Total shares registered in the company name at close of financial year: 39,760 shares
B) Value at purchase price: €3,803,044.00
C) Nominal value of treasury shares: €3.80 per share (for a total of €151,088.00)

The special report on share buybacks mentioned in article L 22-10-62 of the French Commercial code is appended to the present Universel Registration Document as Paragraph 7.1.

3.2. General information on Laurent-Perrier’s capital and shares

3.2.1. Share capital (Article 7 of the by-laws)

At 31st March, 2022, the capital stock of the company stood at €22,594,271.80, divided into 5,945,861 shares, each with a par value of €3.80, all of the same class.

The number of shares was unchanged throughout the financial year

3.2.2. Stock option plans and Bonus shares *(AMF Table No.8 & 10)*

It is here specified that the Group no longer has stock option plans based on the creation of new equity (Plans d'option de souscription d'actions), or stock option plans (Plans d'option d'achat d'actions) using existing shares, but Bonus share plans have recently been put in place.

As a reminder, the Joint Ordinary and Extraordinary Shareholders' Meeting on 20th July, 2021 voted to renew the authorisations given to the Management Board to grant:

1) stock options in the company valued at not exceeding 210,000 stock to the same beneficiaries as before.

2) Bonus shares, the total number of which to be awarded shall not exceed 1.7% (one point seven per cent) of the capital stock, this percentage being calculated in relation to the number of such bonus shares already allocated or issued.

These authorisations were granted for 38 months and must therefore be renewed at the General Assembly which will rule on the accounts closed on March 31, 2024.

Bonus shares – Information on free bonus shares
(AMF Table No. 10)

Allocations of bonus shares
None

History of the allocation of performance shares:

	3rd allocation plan: Plan n°3 of 15th January 2020	4rd allocation plan: Plan n°4 of 18th January 2022
Meeting date	11th July 2018	20th July 2021
Date of executive board	15th January 2020	18th January 2022
Total number of share awarded, the number attributed to : Corporate officers (1) Corporate officer 1 : Stéphane Dalyac Corporate officer 2 Cumulative number of shares allocated to Corporate officers	 357 n/a 357	 293 n/a 293
Date of acquisition of the shares	14th January 2023	17th January 2025
End of retention period date	n/a	n/a
Performance Conditions	Growth in volumes and average selling price	Growth in volumes and average selling price
Number of shares acquired on March 31, 2022 (most recent date)	n/a	n/a
Cumulative number of canceled or ended shares	n/a	n/a
Remaining performance shares at the end of the year	357	293

(1) Nominative list of corporate officers (non-executive and non-executive directors))

3.2.3. Capital authorised but not issued (Financial authorisations)

The Joint Ordinary and Extraordinary Shareholders' Meeting of 20th July, 2021 authorised the Management Board to increase the share capital on one or several occasions over a period of 26 months through:

- increasing the Company's capital stock by issuing shares or securities giving access to the share capital with maintenance of preferential subscription rights;
- increasing the Company capital by incorporation of reserves, income or premiums or any other sums available for capitalisation;
- increasing the share capital by issuing shares or securities giving access to the capital, with cancellation of preferential subscription rights;
- increasing the capital by issuing ordinary shares or any other securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 10% of the share

capital, according to the method of determining the subscription price defined by the General Shareholders' Meeting;

- increasing the capital by issuing shares or securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 20% of the share capital through private placement reserved for qualified investors or a restricted circle of investors;
- increasing the share capital up to a maximum of 10% of the capital to remunerate contributions in kind of shares or securities giving access to the capital of other companies;

These authorisations were not implemented by the Management Board at 31st March, 2022 and will be renewed at the General Meeting of July 2022.

3.2.4. Other securities giving direct or indirect access to the Company's capital

There are no other securities giving access to Laurent-Perrier's share capital either directly or indirectly.

3.2.5. Changes in ownership at 31st March, 2022

Date	Nature of transaction	Capital increase or reduction (in FRF unless otherwise stated)	Issue or transfer premiums (in FRF unless otherwise stated)	Change in number of shares	Share capital after the transaction (in FRF unless otherwise stated)
20.02.1939	Creation of Laurent-Perrier by asset transfer			36,000	3,600,000
1939 to 1993	Successive capital increases			366,000	36,600,000
10.12.1993	Capital increase	444,500	10,668,000	4,445	40,644,500
27.06.1994	Capital increase through capitalisation of reserves			2,032,225	243,867,000
15.03.1999	Capital decrease by reducing the par value of shares from FRF 100 to FRF 50	121,933,500			121,933 ,500
31.03.1999	Capital increase related to the merger of Galilee Investissements (1)	11,030,400	27,403,170	220,608	132,963,900
26.05.1999	Division of the par value of shares from 50 FRF to 25 FRF			2 659 277	132,963,850
26.05.1999	Conversion of the capital into Euros (€3.80 per share) rounding and decreasing.	€59,703			€20,210,505.20
31.05.1999	Cancellation of treasury shares	(€1,653,820.80)		(435,216)	€18,556,684.40
11.06.1999	Capital increase	€3,510,945.40	€26,978,843.00	923,933	€22,067,629.80
July 1999	Exercise of over-allocation option	€526,642	€4,046,828	138,590	€22,594,271.80
				Total number shares 5,945,861	

In order to simplify and enhance the overall transparency of the Laurent-Perrier Group's legal structure and rationalise its holding company governance, Galilée Investissements, a family investment holding company exclusively owned by members of the de Nonancourt family, was merged with Laurent-Perrier with effect from 31st March, 1999.

3.2.6. Breakdown of shareholdings and voting rights

Laurent-Perrier is a family-owned group. However, the shareholder family does not have a majority on the Supervisory Board. There are no ad hoc measures to ensure the control is not exercised abusively.

3.2.6.1. At 31st March, 2022

Shareholders	Number of shares	% capital	% votingrights
① Registered family shares (de Nonancourt family)	3,871,538	65.11%	78.35%
② Other registered shares (institutionals & other)	29,160	0.49%	0.51%
③ Free float	1,986,345	33.41%	20.76%
④ Shares held through the corporate mutual fund for employees and managed by Amundi (registered and bearer)	19,058	0.32%	0.38%
⑤ Treasury shares (bearer and registered) (1)	39,760	0.67%	-
GENERAL TOTAL AT 31.03.2022	5,945,861	100%	100%

(1) Treasury shares: this mainly corresponds to shares acquired under the provisions of articles L 22-10-62 and next of the French commercial Code (market making and shares held for allocation to employees)

Shareholders owning more than 2.5% of the share capital and more than 0.5% of the voting rights

- First Eagle Investment Management, LLC (US Investment Advisor) has disclosed that it has crossed the threshold of 10% of the capital and 6% of the voting rights, including (i) the fund First Eagle Overseas Funds, (First Eagle Overseas Funds, which has disclosed that it has crossed the threshold of 9% of the capital and 5.5% of the voting rights) and (ii) the fund First Eagle International Value LP (First Eagle International Value LP, which has disclosed that it has crossed the threshold of 0.5% of the capital).
- FIL Limited (Fil international, a fund manager) has disclosed that it has crossed the threshold of 2.5% of the capital and 2.5% of the voting rights,
- Thierry Gillier and SARL ZV Holding declared that he had crossed the threshold of 0.5% of the capital and 0.5% of the voting rights.
- DNCA Finance Luxembourg declared that he crossed the threshold of 2% of the capital.
- Axa Investment Managers SA declared that he crossed the threshold of 1% of the capital and 0,5% of the voting rights.
- Lindsell Train declared that he crossed the threshold of 0.5% of the capital.

To the best of the Group's knowledge, no other shareholder holds, directly or indirectly, alone or in concert, more than 0.5% of the capital or voting rights after the 2018 Shareholders' Meeting.

3.2.6.2. At 31st March, 2021

Shareholders	Number of shares	% capital	% votingrights
① Registered family shares (de Nonancourt family)	3,627,285	61.01%	75.54%
② Other registered shares (institutionals& other)	28,637	0.48%	0.56%
③ Free float	2,246,128	37.78%	23.53%
④ Shares held through the corporate mutual fund for employees and managed by Amundi (registered and bearer)	18,718	0.31%	0.37%
⑤ Treasury shares (bearer and registered) (1)	25,093	0.42%	-
GENERAL TOTAL AT 31.03.2021	5,945,861	100%	100%

(1) Treasury shares: this mainly corresponds to shares acquired under the provisions of articles L 22-10-62 and next of the French commercial Code (market making and shares held for allocation to employees)

Shareholders owning more than 2.5% of the share capital

- First Eagle Investment Management, LLC (US Investment Advisor) which has disclosed that it has crossed the threshold of 10% of the capital and 5% of the voting rights, including First Eagle Funds Inc., (First Eagle Funds Inc, which has disclosed that it has crossed the threshold of 7.5% of the capital and 5% of the voting rights), and which further declares that it has no intention of acquiring control of the company,
- FIL Limited (Fil international, a fund manager) which has disclosed that it has crossed the threshold of 2.5% of the capital and 2.5% of the voting rights,

- Mousseluxe SARL which has disclosed that it has crossed the threshold of 2.5% of the capital.

To the best of the Group's knowledge, no other shareholder holds, directly or indirectly, alone or in concert, more than 2.5% of the capital or voting rights.

Shareholders having declared to hold more than 0.5% of the capital*
- Thierry Gillier and SARL ZV Holding declared that he had crossed the threshold of 0.5% of the capital and 0.5% of the voting rights.
- FNCA Finance Luxembourg declared that he crossed down the threshold of 2% of the capital.
- Axa Investment Managers SA declared that he crossed the threshold of 1% of the capital and 0,5% of the votingrights.

To the best of the Group's knowledge, no other shareholder holds, directly or indirectly, alone or in concert, more than 0.5% of the capital or voting rights after the 2018 Shareholders' Meeting.

** Lower threshold crossing at 0.5% during the General Assembly of July 11, 2018.*

3.2.6.3. At 31st March, 2020

Shareholders	Number of shares	% capital	% votingrights
① Registered family shares (de Nonancourt family)	3,627,285	61.00%	75.55%
② Other registered shares (institutionals & other)	28,423	0.48%	0.55%
③ Free float	2,245,665	37.77%	23.53%
④ Shares held through the corporate mutual fund for employees and managed by Amundi (registered and bearer)	17,911	0.30%	0.37%
⑤ Treasury shares (bearer and registered) (1)	26,577	0.45%	-
GENERAL TOTAL AT 31.03.2020	5,945,861	100%	100%

(1) Treasury shares: this mainly corresponds to shares acquired under the provisions of articles L 22-10-62 and seq. of the French Commercial Code (market making and shares held for allocation to employees)

Shareholders owning more than 2.5% of the share capital

- First Eagle Investment Management, LLC (US Investment Advisor) which has disclosed that it has crossed the threshold of 10% of the capital and 5% of the voting rights, including First Eagle Funds Inc., (First Eagle Funds Inc, which has disclosed that it has crossed the threshold of 7.5% of the capital and 5% of the voting rights), and which further declares that it has no intention of acquiring control of the company,
- FIL Limited (Fil international, a fund manager) which has disclosed that it has crossed the threshold of 2.5% of the capital and 2.5% of the voting rights,

- Mousseluxe SARL which has disclosed that it has crossed the threshold of 2.5% of the capital.

To the best of the Group's knowledge, no other shareholder holds, directly or indirectly, alone or in concert, more than 2.5% of the capital or voting rights.

Shareholders having declared to hold more than 0.5% of the capital*
- Thierry Gillier and SARL ZV Holding declared that he had crossed the threshold of 0.5% of the capital and 0.5% of the voting rights.
- FNCA Finance Luxembourg declared that he crossed down the threshold of 2% of the capital.
- Axa Investment Managers SA declared that he crossed the threshold of 1% of the capital and 0,5% of the voting rights.

To the best of the Group's knowledge, no other shareholder has declared having crossed, directly or indirectly, alone or in concert, more than 0.5% of the capital or voting rights.

** Lower threshold crossing at 0.5% during the General Assembly of 11th July, 2018.*

3.2.7. Major changes in capital ownership since the initial listing on the stock market

Since the initial listing on the stock market, there has been no significant change in the capital ownership and voting rights of the Group.

3.2.8. Changes in share capital

Changes in share capital or in the voting rights attached to shares are governed by law; nothing specific is provided for in the by laws.

3.2.9. Shareholder pact

To the Laurent-Perrier Group's knowledge, no shareholder pact exists.

In July 2005, the de Nonancourt family Group re-structured its holding in the Laurent-Perrier share capital. ASN is a civil society, a legal entity connected to Ms Alexandra Pereyre and Ms Stéphanie Meneux.

Following the transaction, ASN increased its stake in the company's capital and voting rights. ASN is a civil society, a legal person linked to Alexandra Pereyre and Stéphanie Meneux.

3.2.10. Pledges of company shares

To our knowledge, the Laurent-Perrier shares, object of the acquisition referred to in paragraph 7.3. of this Universal Registration Document, were pledged in 2021-2022.
All guarantees given by Group companies are shown in section 5.2 of the "Notes to the Consolidated Financial Statements" (Off-balance sheet commitments, paragraph 5.2.4.24 of the present Universal Registration Document) and in the notes to the parent company financial statements in section 5.4. (note 14, Off-balance sheet commitments, of the present Universal Registration Document).

3.2.11. The Laurent-Perrier share market: prices, trends, trading

Laurent-Perrier shares are listed on Eurolist B of Euronext Paris (Enternext).

in €	Monthly opening price	Monthly closing price	Monthly high	Monthly low	Trading volume (shares)	Trading Volume (€)
October-20	71,00	70,60	77,00	68,60	15 493	1 092 534
November-20	70,80	75,80	77,00	69,40	13 916	1 030 931
December-20	76,00	75,00	80,00	68,20	17 238	1 321 054
January-21	76,00	74,20	80,40	72,60	9 874	755 333
February- 21	74,80	79,40	81,60	73,60	14 450	1 111 140
March- 21	80,00	79,40	82,00	76,60	15 880	1 270 570
April-21	79,40	84,00	84,60	79,20	13 869	1 130 896
May-21	84,40	86,20	91,00	83,20	14 596	1 260 793
June-21	86,20	96,80	96,80	86,00	20 394	1 901 728
July-21	96,80	102,00	108,00	96,20	18 093	1 846 150
August-21	101,50	95,20	102,50	91,40	18 002	1 732 381
September-21	95,20	99,00	101,00	94,20	8 329	810 574
October-21	99,20	96,40	101,00	94,60	12 441	1 227 421
November-21	96,00	99,80	102,50	90,40	18 813	1 853 368
December-21	101,00	103,50	104,50	99,20	13 311	1 349 141
January-22	103,50	101,00	106,00	98,40	16 808	1 724 476
February-22	102,50	100,50	102,50	95,60	10 976	1 092 982
March-22	100,00	95,80	100,00	91,20	14 065	1 335 371

3.2.12. Dividend policy

On 31th May, 2022, the Management Board decided to propose to the Joint Ordinary and Extraordinary Shareholders' Meeting on 20th July, 2022 a dividend of €1.20 for the ordinary dividend, and at €0.80 for the exceptional dividend, i.e. a total dividend of €2.00 per share, before social security contributions. Dividends distributed over the last three financial years were as follows:

Financial year	Dividend per share (€)
2018-2019	€1.15
2019-2020	€1.03
2020-2021	€1.00

After a period of five years, unclaimed dividends are automatically paid to the French Treasury.

3.3. PROPERTY, PLANT AND EQUIPMENT

The Group has invested heavily between 2006 and 2019 to upgrade its production base:

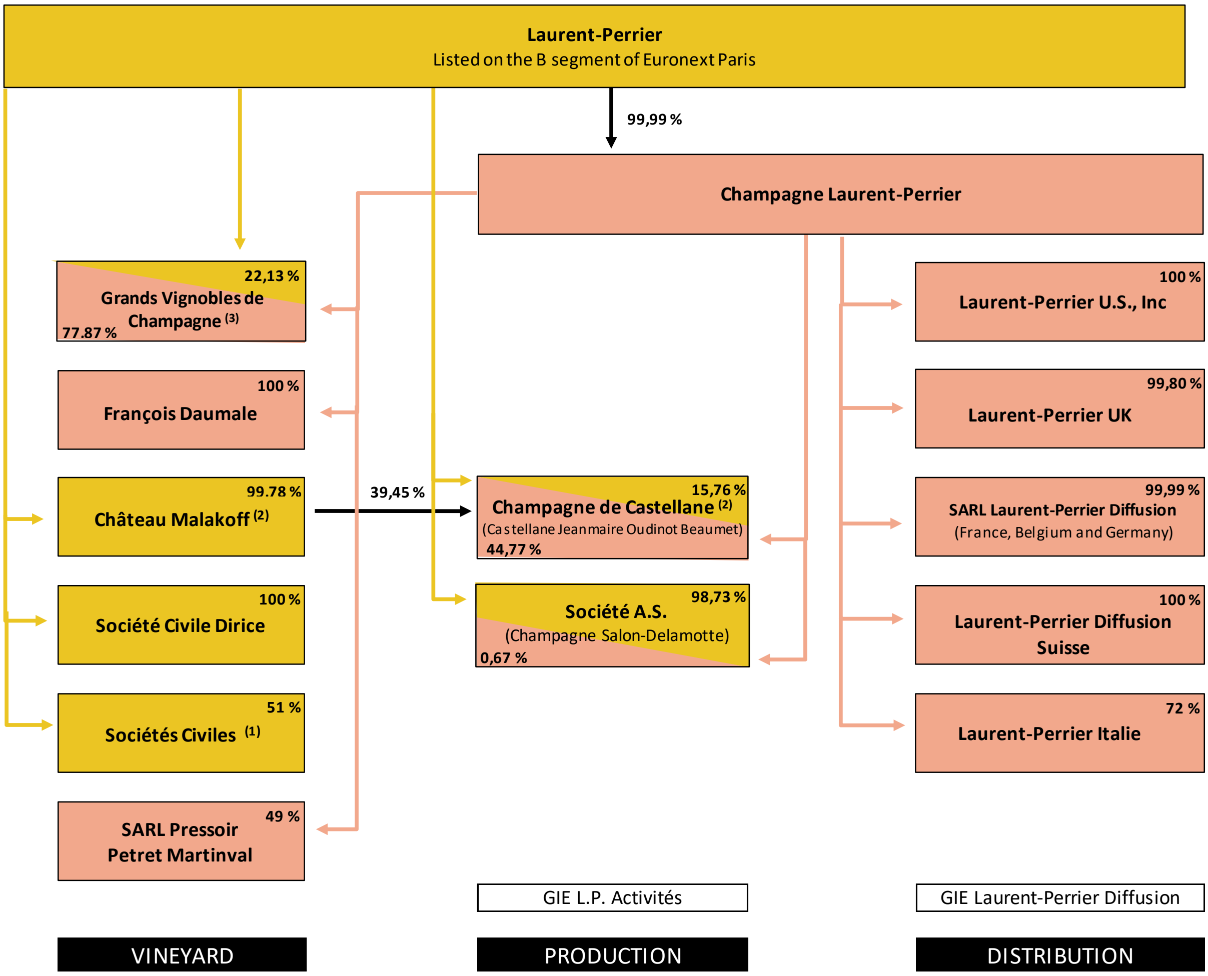
- All wine making is now centralised at a single facility in Tours-sur-Marne after the new winery capacity was installed. The large number of tanks means that the crus from the grape harvest can be perfectly separated, while regulation processes guarantee extensive control over every phase of wine-making proper.
- The other production phases (bottling, riddling, disgorging, and labelling/packing) are carried out Tours-sur-Marne.
- The Group also has two main storage sites in Tours-sur-Marne and in Epernay.

Details are shown in point 5.2.4.3. in the consolidated financial statements and the main investments made during the financial year are set out in section 1.4.4. of the present Universal Registration Document.

At grape harvest time, the Group has three presses at Tours-sur-Marne, Oger and Landreville.

3.4. SIMPLIFIED ORGANISATION CHART OF THE LAURENT-PERRIER GROUP

The following simplified chart shows the legal structure of the Group at 31st March, 2022, which is structured around the Laurent-Perrier parent company, Champagne Laurent-Perrier, Champagne de Castellane, its main majority-owned operating subsidiaries.



1) See annex to the consolidated accounts for minority equity interests
2) Partial tender of Château Malakoff assets to Champagne de Castellane
3) Merger with Champagne Lemoine

The charts showing subsidiaries and participations appears :
- in section 5.2.5. of Universal Registration Document;
- in note "Subsidiaries and Affiliates" in section 5.4. of Universal Registration Document.

4. CORPORATE GOVERNANCE AND CONFLICTS OF INTEREST: ADMINISTRATIVE, MANAGEMENT AND SUPERVISORY BODIES

4.1. Corporate Governance report drawn up by the Supervisory Board (article L225-68, §6 of the French commercial code)

4.1.1 Supervisory Board observations on the report of the Management Board and the financial statements for the year just ended

“The Laurent-Perrier Group, under the authority of Stéphane Dalyac, Chairman of the Management Board, recorded strong growth in a very favourable market context. This performance is supported by the global economic recovery, following the improvement in the health situation, and by the efforts made by the Group over the past several years on its value policy.

This strategy has enabled the Group to gain market shares in key countries where high-end Cuvées are best valued. As a result, the Laurent-Perrier Group has reached an all-time high in terms of sales and operating profit.

In view of the uncertainties arising from the conflict in Ukraine, inflationary pressures and the resulting monetary policies, the 2022-2023 financial year should be approached with caution.
The Laurent-Perrier Group will continue to invest in the quality of its wines, its people and the support of its brands around the world.
The Supervisory Board is convinced that the Laurent-Perrier Group has the best assets to succeed and continue its growth.”

4.1.2. Information on the operation of the administrative or executive bodies – composition – organisation

4.1.2.1. List of all offices held by each company officer

A. The Laurent-Perrier Management Board Group and non-Group directorships

Mandates renewed for two financial periods at the end of the General Shareholders' Meeting called to examine the financial statements for the period ending 31st March, 2022.

	Company directorships over the last 5 years or date of initial appointment	Appointment expires or terminates	Other Group directorships	Other non-Group directorships
Mr Stéphane Dalyac Chairman *Business address:* Laurent-Perrier – 32 avenue de Champagne 51150 Tours-sur-Marne	24th September, 2014	Supervisory Board meeting held following the 2023 General Shareholders' Meeting	See table of positions and offices	None
Ms Alexandra Pereyre de Nonancourt*, Member and authorised legal representative *Business address:* Laurent-Perrier – 32 avenue de Champagne 51150 Tours-sur-Marne	10th May, 1999	Supervisory Board meeting held following the 2023 General Shareholders' Meeting	See table of positions and offices	Director Holding Benjamin & Edmond de Rothschild
Ms Stéphanie Meneux de Nonancourt*, Member and authorised legal representative *Business address:* Laurent-Perrier – 32 avenue de Champagne 51150 Tours-sur-Marne	10th May, 1999	Supervisory Board meeting held following the 2023 General Shareholders' Meeting	See table of positions and offices	None

** Ms. Alexandra Pereyre de Nonancourt and Ms. Stéphanie Meneux de Nonancourt are the daughters of the Founder-Chairman of Laurent-Perrier, Mr Bernard de Nonancourt, who died on 29th October, 2010, and his wife, Mrs Claude de Nonancourt.*

B. The Laurent-Perrier Supervisory Board for the period ending 31st March, 2022

Group and non-Group mandates.

Supervisory Board members are appointed for a term of six years.

Members of Supervisory Board Date of initial Appointment expires	Other Group and non-Group mandates at 31st March, 2022
Patrick Thomas (1) *Chairman: Since 1st april, 2021* *Member*: 25th November, 2011 – 2023 *Business address*: 3 Rue de Verdi 75116 Paris	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Director, Shang-Xia Trading (China) - Chairman of the Supervisory Committee, the Investments Committee and the Nomination and Compensation Committee of Ardian Holding (France), Chairman of the Supervisory Board of Ardian France - Vice-Chairman of the Supervisory Board, Massilly Holding (France) - Director, Group Teleperformance SE (France) - Director and Member of Nominations Committee, Richemont Group - Director, MycoWorks (USA)
Marie Cheval(1) *Deputy Chairman: Since 1st april, 2021* *Member: 9th* July, 2013 – 2025 *Business address*: Carrefour Direction Générale, 58 avenue Emile Zola 92100 Boulogne Billancourt.	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: – Administrator and Chief Executive Officer of Carmila's Compensation – Administrator of the M6 Group
Maurice de Kervénoaël(1) *Member*: 7th July, 2005 -2023 *Business address:* MDK Consulting 20, rue Vignon 75009 Paris	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: Manager of Consultancy company - Managing Director of MDK Consulting - Director of ONET
Claude de Nonancourt *Member*: 11th July 1996 - 2026 *Family tie*: Wife of Bernard de Nonancourt *Business address:* Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: see table of positions and offices Non-Laurent-Perrier Group mandates: none
Yann Duchesne(1) *Member*: 3rd July 2003 - 2027 *Business address:* Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Administrator of Total Gabon - Chairman and Administrator of Medis - Executiv Chairman of Théraclion

Éric Meneux *Member*: 26th October, 1999 – 2023 *Family tie*: husband of Stéphanie Meneux de Nonancourt, member of the Management Board *Business address*: Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Hospital surgeon - Liberal Activity: La Muette Clinic and American Hospital - Neuilly-sur-Seine
Jean-Louis Pereyre *Member*: 20th December, 1994 - 2024 *Family tie*: husband of Alexandra Pereyre de Nonancourt, member of the Management Board *Business address*: Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Chairman, Maritime Archéologie et Prospection - Director, SPEOS
Wendy Siu (1) *Member*: 7th July 2016- 2022 *Business address*: Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates : - President and founder of Heather and March - Vice-Chairwoman of the Board of Trustees of the Alliance Française in Hong Kong - President of Hong Kong Chapter of "International Institute for the Lights of Paris" - Member of the Board of Directors of Hong Kong and France Business Council with Secretariat-Mouvement des Entreprises de France International – MEDEF International
Jocelyne Vassoille (1) *Member*: 12th July 2017- 2023 *Business address:* Laurent-Perrier 32 avenue de Champagne 51150 Tours-sur-Marne	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Director of Human Resources, Group Vinci - Chairman of Vinci Management SAS - Administrator of La Fabrique de la Cité - Director of VIE SAS
M. Philippe-Loïc Jacob *Censor:* 21st September 2018 – 2021 *Member*: 24st September 2020 - 2026 *Business address :* 4 Rue Aubriot 75004 Paris	Other Laurent-Perrier Group mandates: none Non-Laurent-Perrier Group mandates: - Administrator of Adelphe - Group Administrator Pureza Aga (Mexico) - Administrator Bagley LatinoAmerica (Spain) - Administrator and Vice-Chairman of the Board of EM Lyon - President of the Foundation for the Radiation of Haitian Art - Administrator and Chief Executive Officer of Branféré Park (Fondation de France) - Administrator of the Daniel and Nina Carasso Foundation - Administrator of Mastelline Hernanos (MHSA – Argentina) - Administrator of Privalia (Brazil)

(1) Independent members of the Supervisory Board.

Supervisory Board Committees:
Several committees met over the course of the financial year.

The Strategy Committee is tasked with monitoring Company growth and presenting strategy proposals for the Laurent-Perrier Group to the Supervisory Board as a whole. The Strategy Committee members are: Maurice de Kervénoaël (President), Yann Duchesne (Vice President), Eric Meneux, Jean-Louis Pereyre, Patrick Thomas and Marie Cheval, Management Board members. The Management Board is represented on the Strategy Committee by Stéphane Dalyac, Alexandra Pereyre de Nonancourt and Stéphanie Meneux de Nonancourt.

The Audit and Financial Communication Committee examines the Company's financial results for each reporting period and ensures they are communicated to shareholders at least twice a year. Its role is to ensure the quality of the accounting methods and internal procedures, review the statutory and consolidated financial statements before they are presented to the Supervisory Board, and ensure the quality of the financial information provided to shareholders. Members are Eric Meneux, and Marie Cheval, with Yann Duchesne as Chairman.

The Remuneration and Corporate Governance Committee recommends the remuneration levels of Supervisory and Management Board members, proposes authorisations governing the stock-option plans and/or bonus shares and their application to Management Board members. It provides opinions on the Group’s executive remuneration policy, ensures that conflicts of interest are avoided or resolved and determines and implements the Company’s corporate governance policy.

Members are Yann Duchesne and Jean-Louis Pereyre, and Jocelyne Vassoille with Patrick Thomas as Chairman.

Regarding environmental responsibility, an **Environmental Responsibility Committee** was set up in June 2020. The composition of this Committee is as follows:
- President : Philippe-Loïc Jacob
- Members : Jocelyne Vassoille and Maurice de Kervénoaël

List of positions and offices held in Group Companies by the executive officers as at 31st March 2022

Company / Executive Officers	Laurent-Perrier	Champagne Laurent-Perrier	Champagne de Castellane	Société A.S.	Château Malakoff	François Daumale
	Société Anonyme with Management Board and Supervisory Board	*Société par Actions Simplifiée* (joint-stock company)	*Société Anonyme*	*Société Anonyme*	*Société par Actions Simplifiée* (joint-stock company)	*Société par Actions Simplifiée* (joint-stock company)
Maurice de Kervénoaël	Member of the Supervisory Board					
Marie Cheval	Deputy Chairman of the Supervisory Board					
Yann Duchesne	Member of the Supervisory Board					
Eric Meneux	Member of the Supervisory Board					
Claude de Nonancourt	Member of the Supervisory Board		Director	Director		
Jean-Louis Pereyre	Member of the Supervisory Board					
Philippe-Loïc Jacob	Member of the Supervisory Board					
Wendy Siu	Member of the Supervisory Board					
Patrick Thomas	Chairman of the Supervisory Board					
Jocelyne Vassoille	Member of the Supervisory Board					
Stéphanie Meneux	Member of the Management Board and Chief Executive Officer	CEO	Permanent representative of CLP, Director	Chief Executive Officer		
Alexandra Pereyre	Member of the Management Board and Chief Executive Officer	CEO				
Stéphane Dalyac	Chairman of the Management Board	Permanent representative of LP, Director	CEO Director		Permanent representative of LP, Director	Permanent representative of CLP, Director
Laurent-Perrier Legal Entity		Chairman			Chairman	

4.1.2.2. Potential conflicts of interest and corporate governance (MIDDLENEXT code)

Conflicts of interest

There are no potential conflicts of interest for the members of the Supervisory Board or members of the Management Board between their duties towards Laurent-Perrier and their private interests.

The remuneration paid by the company to MDK Consulting, of which the Member of the Supervisory Board is the manager, has been approved by the Remuneration and Corporate Governance Committee and then by the Supervisory Board. Details in paragraph 5.7. of this annual report "Special Report of the Statutory Auditors on related party agreements".

The total remuneration paid to the Chairman of the Supervisory Board is set out in AMF Table 3 in the present Chapter 4 and as such can be easily compared with the total remuneration paid to other Supervisory Board Chairmen.

Related party agreements are voted by the Supervisory Board, where the majority shareholder does not have a majority. There are no other relevant agreements.

For information purposes, the amount of interest paid on current accounts held by members of the Supervisory Board and the Company for the financial period just ended was K€0.06.

At the present date and to the Company's best knowledge over at least the past five years, no director or member of the Supervisory Board occupying a Company position at 31st March, 2022:

- has been found guilty of fraud,
- has been associated with any bankruptcy, had his/her assets seized or attached or been put into liquidation,
- has been found guilty of any offence and/or been subject to official censure by statutory or regulatory authorities,
- has been banned by any court from acting as director, manager or member of the supervisory board of any company issuing shares or from being involved in the management or the running of any company issuing shares over at least the last five years.

There is no arrangement or agreement between the main shareholders, clients, suppliers or others by virtue of which one or other of the persons enumerated in the present Governance Report has been selected as a member of a Board, Management or Supervisory level structure or as a member of the General Management thereof. There are no other relevant agreements.

Corporate governance –Middlenext Code

The Group considers that its practices comply with French corporate governance requirements, namely the MIDDLENEXT corporate governance code tailored to family-owned companies to take into account the size and business activities of the Group and the family-owned nature of Laurent-Perrier. The new Middlenext code of September 2021 emphasizes corporate social and environmental responsibility.

For a champagne house, both its investments and activities are long-term. It is, therefore, important for the Laurent-Perrier Group to attract skills over a given period of time to enable Supervisory Board members and the company to work effectively together.

A good knowledge of the company and its business sector are primordial when it comes to enabling the company to benefit fully from the skills of its Supervisory Board members. Hence, the prolonged exercise of a mandate as a member of the Supervisory Board provides experience and authority. However, the Supervisory Board did not consider that the exercise of a mandate over a period of several years means that the Supervisory Board member concerned does not lose any of his or her independent status.

The Supervisory Board sees the ability to suitably appreciate the complexity of a champagne house as an asset.

Moreover, in view of Laurent-Perrier's capital structure and its high concentration, the company has not yet fully carried out any self-assessment of the Supervisory Board (Cf point 13 of Middlenext recommendations).

As regards the setting up of a selection committee, the Supervisory Board considers that the current operating conditions enable the Board and its committees to fulfil their roles.

MiddleNext Code recommendations	Monitoring status
1. Director ethics	The Supervisory Board's duty of oversight is fulfilled without encroaching on the executive. The Management Board takes decisions according to the rules laid down in the articles of association. The Supervisory Board controls the Management Board without interfering in the management. In the event of a conflict of interest, and depending on its nature, the member of the Supervisory Board shall abstain from voting. Each member of the Supervisory Board complies with the regulations on ethical trading and the abstention period for securities. Each member of the Supervisory Board is assiduous and as far as possible participates in the meetings of the Board and the committees of which he or she is a member. Each member of the Supervisory Board respects professional secrecy with regard to third parties. Thus, the members of Laurent-Perrier's Supervisory Board set an example, particularly in compliance with the rule of multiple mandates. They are vigilant when situations of conflict of interest arise and strive to maintain a sufficient level of information before each meeting. As such, the Company believes that the recommendation is followed.
2. Conflicts of Interest	At least once a year, at the time of drafting this report, the subject of conflict of interest is raised. The statements are submitted annually to Supervisory Board members for updating. The Supervisory Board is vigilant on this subject. If a member of the Supervisory Board is concerned by a regulated agreement, he does not take part in the vote. The Supervisory Board endeavours to address both actual and potential conflicts of interest. The Company believes that the recommendation is followed.
3. Composition of the Board – independent Directors	A new member has joined the Supervisory Board, namely Mr Philippe-Loïc Jacob (General Shareholders' Meeting 2020). This member meet the criteria for independence within the meaning of the Middlenext Code. Five criteria make it possible to presume the independence of the members of the Board, characterized by the absence of a financial, contractual, family or significantly close relationship that could affect their independence of judgment: - not to have been within the previous five years, and not to be, an employee or executive officer of the company or a company in its Group; - not to have been, within the previous two years, and not to be, in a significant business relationship with the company or its Group as a client, supplier, competitor, service provider, creditor, banker of any other such relationship; - not to be a reference shareholder of the company or to hold a significant percentage of voting rights; - not to have a close or close family tie with an executive officer or reference shareholder; - not to have been a statutory auditor of the company in the previous six years. However, Laurent-Perrier considers that the prolonged exercise of a mandate is an asset in a champagne house in view of the company's long-term investments. For a champagne house, both its investments and activities are long-term. It is, therefore, important for the Laurent-Perrier Group to attract skills over a given period of time to enable Supervisory Board members and the company to work effectively together. A good knowledge of the company and its business sector are primordial when it comes to enabling the company to benefit fully from the skills of its Supervisory Board members. Hence, the prolonged exercise of a mandate as a member of the Supervisory Board provides experience and

MiddleNext Code recommendations	Monitoring status
	authority. However, the Supervisory Board did not consider that the exercise of a mandate over a period of several years means that the Supervisory Board member concerned does not lose any of his or her independent status. The Supervisory Board sees the ability to suitably appreciate the complexity of a champagne house as an asset. As such, the Company believes that the recommendation is followed.
4. Board member information	Supervisory Board members receive the information necessary to exercising their duties where possible sufficiently ahead of time for effective preparation for meetings. Any Supervisory Board member may also ask the Chairman of the Management Board for any additional information they may deem necessary to the performance of their duties. The Supervisory Board is regularly informed of any developments in the activity sector and competition conditions by the Chairman of the Management Board. As such, the Company believes that the recommendation is followed.
5. Training of the members of the Supervisory Board	The new members of the Supervisory Board meet with the main Department Directors within the Laurent-Perrier Group. Subsequent contacts may take place between the Department Directors and the members of the Supervisory Board at their request. The Group has put under review by the company and the Remuneration and Corporate Governance Committee the opportunity of a three-year training plan for its Supervisory Board members.
6. Organization of Board and Committee meetings	This question is addressed in the report of the Supervisory Board on Corporate Governance (Chapter 4 of the Universal Registration Document). The meetings are held physically in the presence of the members of the Supervisory Board. Each meeting is the subject of minutes summarizing the debates and is approved at the next meeting. Committees meet without the presence of the members of the Management Board. As a result, the Company believes that the recommendation is being followed. During the Covid-19 health crisis, meetings were held by videoconference.
7. Creation of committees	The four committees are: - Strategy Committee - Audit and Financial Communication Committee - Remuneration and Corporate Governance Committee - Environmental Responsibility Committee The chairmanship of the committees is entrusted to competent and experienced persons on the subject. Some Committees meet regularly in the presence of their members. As such, the Company believes that the recommendation is followed.
8. Creation of Environmental Responsibility Committee	An Environmental Responsibility Committee has been set up.
9. Introduction of Board Rules of Procedure	The role of the Board and the principal arrangements for its operation are set out in the Company's articles of association. As a result, the Supervisory Board does not consider it necessary to have more than one set of Rules of Procedure and as such, the recommendation is not followed: • Role of the Board: the Board's mission is to monitor and oversee the management bodies without interfering in management. • Board composition: the Supervisory Board is composed of 9 members. The gender balance is respected. The Supervisory Board consists of independent members. (See table paragraph 3) • Duties: The Supervisory Board has a permanent duty of oversight. To this end, it issues a report to the General Shareholders' Meeting containing its observations on the Management Board and on the financial statements. • Operation of the Board: the Supervisory Board meets at least 4 times a year, convened by its President. The Management Board is invited to attend meetings of the Supervisory Board. The Supervisory Board may also address the appropriateness of Management Board actions

MiddleNext Code recommendations	Monitoring status
	• Rules for determining the members' remuneration : Members of the Supervisory Board receive attendance fees (Remuneration of members of the Supervisory Board). The Chairman of the Supervisory Board receives compensation. • Protection for corporate officers: Liability insurance for corporate officers has been in place for many years. The Board nevertheless remains vigilant and considers that its committee and discussions should remain confidential, especially in view of the competition in the company's activity sector. Supervisory Board members have received written information on preventing insider trading risk and a briefing on the rules governing corporate secrecy.
10. Choice of Supervisory Board members	The choice is made in conjunction with the Remuneration and Corporate Governance Committee (§4.1.2.1). Sufficient information on the expertise and skills provided by the member of the Supervisory Board is available on Laurent-Perrier's website prior to the General Shareholders' Meeting deciding on the appointment of a member of the Supervisory Board. As such, the Company believes that the recommendation is followed.
11. Directors' term of office	The Group needs to bring in skills in connection with its long-term investments and activities. Mandates are staggered and terms of office are specified in the appointment resolutions passed by the General Meeting of Shareholders. As such, the Company believes that the recommendation is followed.
12. Directors' remuneration	This question is addressed in the report of the Supervisory Board on Corporate Governance (Chapter 4 of the Universal Registration Document). The vote of the shareholders on the remuneration of company officers and executive was put in place at the General Meeting 2017 (Say on Pay) and continued at the general meeting of 2022. Payment of directors' fees for Supervisory Board members is set at an ad hoc Supervisory Board meeting. As such, the Company believes that the recommendation is followed.
13. Introduction of Board evaluation	Exchanges of points of view may take place on this topic among Board members throughout the financial year and appear in the minutes of the supervisory boards. The Supervisory Board has started a formal self-assessment exercise on its operation and work in the 2021-2022 financial year. As such, the recommendation is being followed.
14. Relations with shareholders	There are frequent exchanges with the majority shareholders, who are members of the Management Board. The results of the votes shall be examined at the end of each General Shareholders' Meeting and the comments of the shareholders shall be taken into account as far as possible. As such, the Company believes that the recommendation is followed. Throughout the health crisis, Laurent-Perrier held its General Meeting face-to-face, facilitating relations with shareholders. At the 2021 shareholders meeting was presented with a amendment to article 18 of the bylaws so that the company can use the vote at distance by electronic means, in accordance with article R 225-61 of the French Commercial Code.
15. Diversity and equity policy within the company	This is discussed in section 4.1.2.5. of this Universal Registration Document. As such, the Company considers that the recommendation is followed.
16. Definition and transparency of remuneration of corporate officers	This question is addressed in the report of the Supervisory Board on Corporate Governance (Chapter 4 of the Universal Registration Document). The executive compensation elements will be approved in accordance with the terms of the Sapin 2 law (Say on Pay). The principles of exhaustiveness, fairness, benchmarking, consistency, clarity, and even-handedness form the basis of the way in which the remuneration of senior executives is structured. Note that at present, senior executive officers do not receive bonus shares. As such, the Company believes that the recommendation is followed.

MiddleNext Code recommendations	Monitoring status
17. Preparations for Director successions	Laurent-Perrier is managed by a Management Board comprising 3 members. In addition, the question of the succession of Directors is : - on the agenda of the Supervisory Board and the Management Board at least once a year, - and falls within the qualitative objectives of the Management Board Laurent-Perrier has opted for a dual governance structure in view of its family shareholder structure, excepted the Chairman of the Management Board. As such, the Company believes that the recommendation is followed, the Executive Board being composed of three members.
18. Combining employment contracts and corporate office	Rule on holding more than one mandate complied with. This issue is addressed in the Supervisory Board's Report on Corporate Governance (Chapter 4 of the Universal Registration Document). As such, the Company believes that the recommendation is followed.
19. Severance pay	<u>Contractual severance pay</u> The Laurent-Perrier Supervisory Board agreed to grant Mr Stéphane Dalyac severance pay amounting to 18 months' gross annual salary (fixed and annual performance-related), but will remain at 6 months of gross annual salary (fixed and annual performance) if the Chairman of the Management Board : - Should be interested directly or indirectly in any way whatsoever to a Champagne House or a brand of Champagne, - Or was to enter for any reason whatsoever in the service of a Champagne House or a brand of Champagne; <u>Performance criteria</u> Laurent-Perrier's undertaking is contingent on his meeting certain performance conditions, viz to achieve at least 80% of the Group's operating result set by the Supervisory Board for the previous financial year, the one at which the termination of the mandate will take place. As such, the Company believes that the recommendation is followed.
20. Supplementary retirement schemes	The executive pension plan (Article 39) in force in the Laurent-Perrier Group was closed with effect from 31st December 2018. As such, the Company believes that the recommendation is followed.
21. Stock options and bonus shares	The executive directors of the Laurent-Perrier Group are not granted stock purchase options. The Chairman of the Management Board is the beneficiary of free shares and is subject to performance conditions. As such, the Company considers that the recommendation is followed.
22. Review of points to watch	The Supervisory Board is informed each year when the Universal Registration Document is drafted of the application of the Middlenext Code to the company of which they are officers. An internal code of stock market ethics was adopted by the Supervisory Board in November 2018. As such, the Company believes that the recommendation is followed.

NB : Summary table of the composition of the Council at 31th March, 2022

Supervisory Board members	Independent Director Yes/No	Year of first appointment	Term of office ends	Remuneration and Corporate Governance Committee	Audit Committee	Strategy Committee	Environmental Responsibility Committee	Experience and expertise contributed
Maurice de Kervénoaël	(1)	2005	2023			X	X	Company management
Patrick Thomas	(1)	2011	2023			X		Company management
Yann Duchesne	(1)	2003	2027	X	X	X		Company management
Éric Meneux	Non	1999	2023		X	X		Family member majority shareholder
Jean-Louis Pereyre	Non	1994	2024	X		X		Family member majority shareholder
Marie Cheval	Oui	2013	2025		X	X		Company management E-commerce Stock markets
Claude de Nonancourt	Non	1996	2026					Family member majority shareholder
Wendy Siu	Oui	2016	2022					International Asia
Jocelyne Vassoille	Oui	2017	2023	X			X	Human Resources
Philippe-Loïc Jacob	Oui	2020	2026				X	Company management International

(1) Laurent-Perrier considers that the prolonged exercise of a mandate is an asset in a champagne house.

4.1.2.3. Related party agreements between a senior executive or significant shareholder and a subsidiary

The present report on Corporate Governance must set out any direct or indirect related party agreements between one of its directors or one of its main shareholders on the one hand, and a directly or indirectly controlled subsidiary, on the other.

N.A.

4.1.2.4. Procedure for evaluating agreements (Pact Law)

The Supervisory Board must set up a procedure to regularly assess whether agreements relating to current transactions concluded under normal conditions do indeed meet these conditions (Articles L 225-39 and L 22-10-12 of the French Commercial Code).

At the 30th June, 2020 meeting, the Supervisory Board approuved to review, once a year during the Board's review of the annual accounts, the list of agreements relating to current transactions and entered into under normal conditions and to ensure that they meet the conditions to qualify as ordinary agreements entered into under normal conditions. This review was carried out by the Supervisory Board on May 31, 2022.

The above-mentioned agreements are inventoried upstream by the Legal Department with the department in charge of establishing the Group's accounts.

4.1.2.5. Information on the condition for the preparation and organisation of the work of the Supervisory Board and the internal control procedures implemented by Laurent-Perrier

The present report has been drawn up in accordance with Article L 225-68 of the French Commercial Code in order to present the conditions for the preparation and organisation of the work of the Supervisory Board, together with the internal control procedures, to the General Meeting of Shareholders. The report has been drawn up with the assistance of the Group Finance Department.

A. Compliance with corporate governance practice

The Laurent-Perrier Group has opted to voluntarily refer to the MIDDLENEXT code of corporate governance (available, in French, at www.middlenext.com) in order to integrate its best corporate governance practice and recommendations for listed companies into the Group's operating methods and oversight and management structures.

- Principle of balanced male-female representation on the Laurent-Perrier Supervisory Board

As at 31st March, 2022, the Laurent-Perrier Supervisory Board meets the requirements of the 27th January 2011 Law, as the Supervisory Board has at least 40% female representation.

- Diversity policy – Balanced representation of women and men

In all the committees set up within the Supervisory Board and within the Management Board, the balanced representation of men and women is sought.
In addition, for several years, Laurent-Perrier has sought to rejuvenate its board and combine skills, such as international development, in particular Asia and America, the organization of luxury companies and human resources.
The Council's policy on diversity in membership also aims to promote a variety of cultures, skills, experiences, nationalities, and to ensure that the Council's missions are accomplished in complete independence and objectivity.

Information on how the company seeks a balanced representation of women and men on the committee set up, where applicable, by senior management to assist it on a regular basis in the performance of its general duties and on the results in terms of gender balance in the 10% most senior positions (Article L.22-10-10 of the French Commercial Code):

- For recruitments: Monitoring of an indicator to demonstrate that jobs are open equally to men and women with equal skills (See Agreement on Equal Opportunities and Working Level Quality)
- In the internal committees (Image, GDPR, etc.), balanced representation between men and women is a reality
- The gender balance for the most senior positions (members of the Executive Board and their N-1s) is of the same order of magnitude as that observed for all Group employees.
- Holding: N-1 and N-2
- Indicators monitored: recruitment/recruited: Balanced

Operationally, Laurent-Perrier has appointed two women as export market managers.

B. Preparation and organisation of the work of the supervisory board

- **Composition and role of the Supervisory Board**

As at 31st March, 2022 the Laurent-Perrier Supervisory Board comprised ten members, including six independent members within the meaning of the MIDDLENEXT code of corporate governance (absence of any material, financial or family contractual relationship likely to alter independence of judgement).

The make-up of the Supervisory Board is set out in the beginning of this report.

The Supervisory Board appoints the Management Board and the General Shareholders' Meeting may terminate its mandate. In accordance with the law, it is responsible for the permanent oversight of the Company's management by the Management Board and under the terms of the Company by-laws authorises the following operations:

- draw up or modify the Laurent-Perrier Group multi-year corporate plan;
- execute or authorise all operations likely to substantially affect Group strategy, its financial structure or scope of activity and notably likely to substantially modify the image of Group brands;
- issue, even on the authorisation of the General Shareholders' Meeting, securities of any nature whatsoever resulting in or likely to result in an increase in the legal capital (or to enter into any undertakings whatsoever in this respect);
- grant remuneration or rights to securities issued by the Company to all members of the Management Board;
- execute the following transactions (or enter into any undertaking in this respect) when they individually and severally exceed an amount or, where applicable, a period of time set by the Supervisory Board, (it being understood that the present statutory provision shall only apply in cases where the Supervisory Board has set such amounts):
    - i) any and all subscriptions, purchases or disposals with respect to securities,
    - ii) any and all immediate or deferred purchases in any and all legal or de facto groups or companies,
    - iii) any and all asset transfers or exchanges, with or without a balancing cash adjustment, for goods or securities,
    - iv) any and all acquisitions or disposals of property assets or rights,

v) any and all acquisitions or disposals of receivables, businesses or other intangible assets,
vi) any and all initiatives with a view to granting or obtaining all loans, credits or overdraft facilities,
vii) any and all distribution contracts or, more generally, marketing contracts and any and all supply contracts,
viii) any and all transactions and compromises in the event of a dispute.

- **Exercise of roles and responsibilities**

The Supervisory Board meets at least four times a year to discuss an agenda drawn up by its chairman. During the 2021-2022 financial year, the Supervisory Board met on four occasions. The attendance rate of its members was as follows:

Date	Important points on the agenda	Attendance rate
2021.08.06	Budget FY 22 Approval of the corporate accounts and the consolidated financial statements	80%
2021.20.07	Distribution of Directors' fees and renewal of the mandates of the management board	80%
2021.23.11	Company situation during the first half of the 2021-2022 financial year	70%
2022.22.03	Discussion of the estimated result as at 31st March, 2022 Situation of the company Provisional financial Budget FY 2023	80%

Full details of all significant transactions are notified to the Supervisory Board.

The Supervisory Board has not yet carried out a full assessment of its operation.

- **Committees**

The Supervisory Board has set up three committees:

The Strategy Committee is responsible for studying the development of the Company and presenting strategy proposals for the Laurent-Perrier Group to the full Supervisory Board. The Strategy Committee members are Maurice de Kervénoaël (Chairman) Yann Duchesne (Deputy Chairman), Eric Meneux, Jean-Louis Pereyre, Patrick Thomas, Marie Cheval. The Management Board is represented on the Strategy Committee by Alexandra Pereyre and Stéphanie Meneux.

The Audit and Financial Communication Committee deals with and analyses corporate results, and disclosing these to shareholders. Its role is to ascertain the quality of accounting methods and internal procedures, examine the consolidated corporate accounts and financial statements before their submission to the Supervisory Board, and oversee the quality of financial communication to shareholders. The Committee is chaired by Yann Duchesne. The other members are: Marie Cheval and Éric Meneux. In accordance with the recommendations, at least one member of the Audit Committee is a qualified person with respect to financial affairs and accountancy.

The Remuneration and Corporate Governance Committee is in charge of selecting members of the Supervisory Board and Management Board and recommending conditions for their compensation and proposes authorisations governing the stock-option plans and/or bonus shares and their application to Management Board members. It provides opinions on the Group's executive remuneration policy.

It also ensures that conflicts of interest are avoided and determines and implements the Company's corporate governance policy. The Committee is chaired by Jocelyne Vassoille. The other members are Yann Duchesne and Jean-Louis Pereyre.

During FY 2021-2022 the Remuneration and Corporate Governance Committee was required to examine and issue a recommendation concerning the performance-related compensation of the members of the Management Board on the basis of the results of FY 2020-2021.

The remuneration of Supervisory Board members is based on the following criteria:
- a fixed component, according to the responsibilities and tasks undertaken by members and on market practice for this type of position;
- a performance-related component dependent on achieving Group results targets (operating result and result from ordinary activities adjusted for amortisation of goodwill) and individual targets set by the Chairman of the Supervisory Board;
- benefits in kind (mainly provision of private unemployment insurance for the Chairman of the Management Board);
- possibility of shares
- possibility of special bonuses.

Laurent-Perrier, whose roots are in the Champagne region, has always sought to reconcile an ethical approach and the need to attract and recruit the most suitable executives to develop the Group while simultaneously safeguarding its financial independence and family-owned character. To meet these fundamental criteria, Laurent-Perrier has implemented what seems to it to be the most suitable compensation policy:
- no excessive severance indemnity packages have been provided,
- a Chairman of the Management Board who has no employment contract.
- the possibility of granting bonus shares
- For the record, a "defined benefit" pension plan was terminated effective 31st December, 2018.

Laurent-Perrier also hopes to improve Group Corporate Governance practice via its Supervisory Board and its several Committees.

The Environmental Responsibility Committee raises the Supervisory Board's awareness of environmental responsibility. The composition for this Committee is as follows:
- President : Philippe-Loïc Jacob
- Members : Jocelyne Vassoille and Maurice de Kervénoaël

C. Internal control procedures

- System of Controls

The Group's internal control system is centralised. Internal control structures and procedures are defined on behalf of the Group by the central departments at Group Head Office.

The Group migrated its main applications to an integrated system. This work allowed an update of the main procedures of the Group.

The Group has decided to create a function dedicated to continuous improvement. The aim is to identify company processes that do not operate satisfactorily. A manager is appointed for each process. He or she sets up a working group and recommends improvement solutions with a detailed timetable. Once the solution has been adopted, it needs to be documented and included in the procedures database to put its application on a permanent footing.

Legal oversight
As part of the Group Finance department, the Legal Affairs department centralises and coordinates all legal aspects. The Legal Affairs department oversees the legal secretariat of all Group subsidiaries. Intellectual and industrial property is a major issue for the Group and it is closely monitored and updated internally, with the support of external legal practices.

Budget approach and financial management reporting
The Group's budgetary approach is broken down on a departmental basis and is a key component in the control of financial activities. The General Management’s strategic choices are set out in an annual Business Plan and are then cascaded to all staff. The Group’s budgetary approach is the main means of giving clear operational expression to the strategic directions.
The Group’s Management Control department is tasked with organising the budget process and ensuring that operational staff are helped when drawing up their annual budgets, monitoring them and implementing the planned improvement initiatives. It also acts as a coordinating and centralisation agency and one that ensures consistency in budget and management reporting.

Regular budget monitoring can help identify any mismatches with the planned activity levels or spending, and implement the necessary adjustments.

- **Control and management bodies**

The Supervisory Board
The Supervisory Board exercises control over the management of the Laurent-Perrier Group based on the reports of the Management Board forwarded to it and on the work of the Audit and Financial Communication Committee.

Each year, during the last quarter of the financial year, an annual plan is drawn up to set targets and quantify the major strategic options. Once this plan has been drawn up at the level of each entity, it is used as a yardstick for the following year for measuring the Company's performance and defining any necessary remedial actions.

The Supervisory Board has been informed of the main thrust of risk management policy, and of the measures to implement in order to strengthen the role of the Audit Committee, whose remit has been extended by current regulations to cover:
- the effectiveness of internal control mechanisms,
- control over financial information and control over procedures to draw up the consolidated accounts

The Management Board
The Management Board exercises control over risk management based on existing reporting, and in particular on the work of the Finance, Accounts and Financial Control departments, as well as by examining investment and spending decisions.
The Management Board approves the budget and endorses all investments and significant contractual undertakings. Investment proposals are submitted to the Management Board by departments for approval.

The Management Board is regularly informed of the main risks identified and the means employed to mitigate them.

- **Internal control procedures for drawing up and processing accounting and financial information**

Statutory consolidation
A balance sheet, profit and loss statement, and consolidated cash-flow statement are generated and published twice yearly.

The Laurent-Perrier Group's Accounts Department draws up a calendar of tasks and specifies the methods for preparing the consolidation documents to be forwarded to the Accounts Departments or to the different entities.

In particular, inventories are checked by physical stock-taking at the end of each accounting period and reconciliations are also carried out between book values and those declared to the French customs authorities as required by regulations.

Precise procedures also exist to gauge the provisions needed to cover identified risks and notably non-recovery risks in connection with certain trade receivables.

Every month, the accounts are closed and analysed by the Management Control Department to ascertain that management indicators and accounting data are consistent.

Checks are carried out as follows:
- Twice yearly: an evaluation of contingency and loss provisions and of trade receivables provisions, and an audit by the Statutory Auditors and/or a review of accounts by the Statutory Auditors for all Group entities;
- Once a year: physical stock-taking;
- Once a month: the accounts are closed and any differences analysed, while late payment by customers is monitored;
- Continuously: monitoring of consumption of provisions, reconciliation of accounts, consistency controls by the Management Control department, and monitoring of debt levels relative to credit lines granted by the banks.

D. Principles and rules used in setting the compensation of senior management

- **Corporate governance practice**

Laurent-Perrier is attentive to the rules of business ethics and corporate governance.
The Laurent-Perrier Governance Report sets out the Corporate Governance Provisions enshrined in the Code of Corporate Governance drawn up by representative business organisations and in the recommendations of the AMF, adapting them to companies governed by Management Board and Supervisory Board.

- **Executive compensation**

Compensation rules for Laurent-Perrier have been substantively the same for many years.
- Creation of a Remuneration and Corporate Governance Committee.
- Executive compensation voted by the Supervisory Board following recommendations from the Remuneration and Corporate Governance Committee.
- The breakdown of compensation components reflects the risks and responsibilities attached to the function.
- Adoption of standardised presentation of Executive compensation (AMF figures).

E. Arrangements concerning shareholder participation at the General Shareholders' Meeting

The Company By-laws stipulate the following:

Article 8: Form of shares and other securities

The securities issued by the company are in the form of bearer shares or registered shares in accordance with the conditions set out in the currently applicable legislation.

Article 12: Rights and obligations attached to shares

All shares are in the same category and confer the same rights and obligations, subject to their being fully paid up and without prejudice to the imperative applicable legal conditions at the time and to the provisions of the present By-laws.
Ownership of a share legally requires acceptance of the present Company By-laws and of the decisions taken at General Shareholders' Meetings.

The heirs, creditors, assigns or other representatives of a shareholder shall not, on any pretext whatsoever, request that the goods and securities of the Company be put under seal, nor request the Company's break-up or auctioning, nor interfere with the actions of its administration. To exercise their rights, they shall refer to the "inventory" accounting ledgers and to the decisions of the General Shareholders' Meetings.
The General Shareholders' Meeting may require a splitting or consolidation of shares in accordance with the applicable legal conditions at the time.
Each time it is necessary to own several securities, and shares in particular, to exercise a given right, in the event of a swap, consolidation, split or allocation of shares, or as a result of a capital increase or reduction, merger or other corporate transaction, the owners of single shares or shares in insufficient number to that required shall be personally responsible for consolidation and, where appropriate, purchase or sale of the required shares.

Article 18: General Shareholders' Meetings

1. Except for those provisions set out in the present Bylaws, the rules relative to General Shareholders' Meetings, and notably with respect to convening and holding them, and regarding communication and information rights of shareholders, are those provided for in the currently applicable legislation.

With respect to calculating the quorum or a majority, those shareholders deemed present include shareholders attending the Meeting over a video link or over a telecommunications link allowing them to be identified, whose type and application conditions comply with regulatory provisions.

General Shareholders' Meetings are held at the registered office or at any other venue notified on the invitation to attend.

2. Should they deem it opportune, and provided such is notified in the invitation to attend (and also, where appropriate, in the notice of meeting), the Management Board or the Supervisory Board may subject the right to attend General Shareholders' Meetings:

- with respect to shareholders bearing registered shares, to registration of shares in the bearer's name at least five (5) calendar days before the date of the General Shareholders' Meeting;
- with respect to shareholders holding bearer shares, to deposit of the bearer share deposit certificate, pursuant to Article 136 of Decree 67-236 issued on 23rd March, 1967, at least five (5) days before the date of the General Shareholders' Meeting.

3. Subject to the foregoing, the voting rights attached to shares are proportional to the portion of capital they represent.

These rights are exercised in accordance with the currently applicable legal provisions.

However, voting rights that are double those conferred on other shares in respect of the portion of capital that they represent are automatically conferred on all fully paid-up shares for which registration can be proved for four full years in the name of the same shareholder according to the applicable legal conditions and provisions.

Furthermore, and without limitation, in the event of a share split or consolidation, and also in the case of a capital increase by incorporation of reserves, earnings or issuance premiums, double voting rights are conferred, from the date of issuance, on registered bonus shares allocated to shareholders in connection with the old shares entitling them to double voting rights.

Shareholders with double voting rights may waive such voting rights either temporarily or definitively, either conditionally or unconditionally, revocably or irrevocably, by notifying such by recorded delivery mail sent to the Company head office no later than 30 (thirty) calendar days before the convening of the first General Shareholders' Meeting at which the waiver shall apply.

Electronic remote voting (article 18, point 4)
At the 2021 shareholders meeting was presented with a amendment to article 18 of the bylaws so that the company can use the vote at distance by electronic means, in accordance with article R 225-61 of the French Commercial Code.

4.1.2.6. Diversity policy applied to members of the Supervisory Board with respect to criteria such as age, gender, or qualifications and professional experience

Application of the principle of balanced male/female representation on the Supervisory Board.
The Supervisory Board complies with the proportion of 40% of members of each gender.
It should therefore be noted that there has been no suspension of attendance fees as the Company has complied with the provisions on gender balance on the Supervisory Board.

4.1.3. Information on senior executive remuneration and remuneration policy

4.1.3.1. Information on company officer remuneration

The Laurent-Perrier Group has opted to voluntarily refer to the MIDDLENEXT code of corporate governance (available, in French, at www.middlenext.com) in order to integrate its best corporate governance practice and recommendations for listed companies into the Group's operating methods and oversight and management structures.

A. Members of the Management Board

Table showing compensation and options and shares allocated to each company executive officer *(Table AMF n°1)*

Name and function of executive officer	2020-2021	2021-2022
Stéphane Dalyac, *Chairman of the Management Board*		
Compensation for the period (breakdown below)	€530,017	€560,797
Value of options allocated during the period *(Table AMF n°4)*	N/A	N/A
Valuation of free shares *(Table AMF n°6)*	€29,590	€30,185
Valuation of multi-year variable compensation awarded during the year	N/A	N/A
Total	**€559,607**	**€590,982**
Alexandra Pereyre, *Management Board member and CEO*		
Compensation for the period (breakdown below)	€148,082	€155,165
Value of options allocated during the period *(Table AMF n°4)*	N/A	N/A
Valuation of free shares *(Table AMF n°6)*	N/A	N/A
Valuation of multi-year variable compensation awarded during the year	N/A	N/A
Total	**€148,082**	**€155,165**
Stéphanie Meneux, *Management Board member and CEO*		
Compensation for the period (breakdown below)	€148,082	€155,165
Value of options allocated during the period *(Table AMF n°4)*	N/A	N/A
Valuation of free shares *(Table AMF n°6)*	N/A	N/A
Valuation of multi-year variable compensation awarded during the year	N/A	N/A
Total	**€148,082**	**€155,165**

Breakdown of compensation for company executive officers *(Table AMF n°2)*

Name and function of executive officer	Amounts paid in 2020-2021		Amounts paid in 2021-2022	
	allocated	paid	allocated	paid
Stéphane Dalyac				
Fixed compensation	€380,000	€380,000	€380,000	€380,000
Performance-related compensation*	€136,800 △△	€136,800△	€167,580 △△△	€136,800 △△
Exceptional compensation				
Director's fees				
Benefits in kind **	€13,217	€13,217	€13,217	€13,217
Total	**€530,017**	**€530,017**	**€560,797**	**€530,017**
Conditional deferred Bonus°	€400,000 ***	€511,000 ****	€500,000 ******	€0 *****
Alexandra Pereyre				
Fixed compensation	€116,600	€116,600	€116,600	€116,600
Performance-related compensation*	€31,482 △△	€31,482△	€38,565 △△△	€31,482 △△
Exceptional compensation				
Director's fees	n/a	n/a	n/a	n/a
Benefits in kind				
Total	**€148,082**	**€148,082**	**€155,165**	**€148,082**
Stéphanie Meneux				
Fixed compensation	€116,600	€116,600	€116,600	€116,600
Performance-related compensation*	€31,482 △△	€31,482△	€38,565 △△△	€31,482 △△
Exceptional compensation				
Director's fees	n/a	n/a	n/a	n/a
Benefits in kind				
Total	**€148,082**	**€148,082**	**€155,165**	**€148,082**

° Fiscal year during which the grant decision was taken
* Performance-related pay is linked to achieving the Group's results and certain individual targets. The amount shown
△ is the variable compensation payable for the financial year 2019-2020
△△ is the variable compensation payable for the financial year 2020-2021
△△△ is the variable compensation payable for the financial year 2021-2022
** Benefits in kind: private unemployment insurance.

For memory:

A conditional and deferred growth bonus linked to the actions taken and implemented by the Chairman of the Management Board, and the results obtained and in the process of being obtained in respect of these action, in particular in terms of Laurent-Perrier sales volumes, growth in operating income for the Laurent-Perrier brand, the launch of Blanc de Blancs and Grand Siècle iterations, the continuation of changes in the organisation and investments in brand development, was approved by the Supervisory Board.
In addition to the above, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express double condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group on 31 March 2022.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 9 July 2019.

Under these various conditions, this bonus could then amount to a maximum amount of K€424 gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2022.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2022 (To which must be added the amount of 87 K€ gross carried forward, referred to in *****).

*** Taking into account the actions carried out and implemented by the Chairman of the Management Board, the strong desire to support said actions as well as to support the Chairman of the Management Board, and to preserve stability in the management of the company, the Supervisory Board approved granting the Chairman of the Management Board a conditional and deferred growth bonus.

In addition to the above, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express double condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group on 31 March 2023.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 24 september 2020 .

Under these various conditions, this bonus could then amount to a maximum amount of K€400 gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2023.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2023.

**** Conditional deferred bonus: A deferred growth bonus, linked to the Board’s strategic options, the actions carried out and their results, especially in terms of implementing the new commercial policy, the results of the advertising plan for Cuvée Rosé and the launch of advertising for Cuvée Grand Siècle vintage, has been granted by the Supervisory Board to the Chairman of the Management Board.

This deferred growth premium, amounting to € 310,000 gross, was paid to Stéphane Dalyac subject to approval by the general meeting of shareholders in 2020 and due to the fulfillment of all the conditions.

***** A deferred growth bonus related to the actions carried out and implemented by the Chairman of the Management Board and the results obtained and currently being obtained under the latter years, in particular at the level of the Company's fundamental parameters, the Company's growth price, country-by-product investment, team leadership, company structure transformation, country development, and selection of high-potential markets to develop sales volumes; it was approved by the Supervisory Board.

The Supervisory Board, taking into account the company's projected cash flow plan, has decided to modify the terms of payment of the conditional deferred growth premium amounting to K€288 (paid to Mr.

Stéphane Dalyac following its approval by the General Meeting of shareholders in 2020) due for the year 2017-2018. The payment was, (i) up to K€201 anticipated by one year and (ii) up to €87, will be postponed by one year. This modification of the payment terms does not call into question the amount of the premium which was previously determined by the Supervisory Board in the light of the performance observed over the 2017-2018 financial year.

Each of these payments is subject to the approval of the general meeting of shareholders on the one hand in 2020 (2020 AGM) and on the other hand by the 2022 General Meeting.
No payment will be made for this bonus at the end of the 2021 General Meeting.

****** A conditional and deferred growth bonus linked to the actions taken and implemented by the Chairman of the Management Board, and to the very good management of the Group during the health crisis both from an organizational, human, logistical and financial point of view, and a commercial point of view, was approved by the Supervisory Board.

In addition to the above, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express double condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group on 31 March 2024.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 23 november 2021.

Under these various conditions, this bonus could then amount to a maximum amount of K€500gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2024.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2024.

Social Status of Chief Executive Officer *(AMF Table No.11)*

Executive officers (1)	Employment Contract		Supplementary pension regime		Indemnities or benefits due or likely to be due subsequent to cessation or change of functions		Indemnities linked to non-compete clause	
	Yes	No	Yes	No	Yes	No	Yes	No
Stéphane Dalyac Chairman of Management Board Start date: 24 Sept. 2014 End date: AGM July 2023		No		No	Yes		Yes (2)	
Stéphanie Meneux Member of Management Board CEO Start date: 27 May 2010 End date: AGM July 2023		No		No		No		No
Alexandra Pereyre Member of Management Board CEO Start date: 27 May 2010 End date: AGM July 2023		No		No		No		No

(1) Paragraph of internal control procedures in this Governance Report
(2) Non-compete clause limited to 12 months, with an indemnity equal to 50% of the average total monthly remuneration paid over the previous twelve months.

Supplementary pension
The supplementary pension scheme (Article 39) was terminated with effect from December 31, 2018.

Stock options allocated *(AMF Table No.4)*

Stock options allocated to each executive officer for the period						
Options allocated to each executive officer by issuer and any Group company	No. and date of plan	Type of Options (purchase or subscription)	Value of options using the method chosen in the consolidated financial statements (1)	Number of options allocated during the accounting period	Exercise price	Exercise period
None						

(1) This value corresponds to the value of options and financial instruments at the time they were granted, as used in the application of IFRS 2, after taking into account in particular any discount linked to performance criteria and the probability of presence in the Company at the end of the vesting period but before the effect of spreading the expense over the vesting period under IFRS 2.

Stock-options exercised *(AMF Table No.5)*

Stock-options exercised during the accounting period by the Executive Officers				
Options exercised by executive officers	No. and date of Plan	Number of options exercised during the financial year	Exercise Price	Exercise period
None	None			

Bonus performance shares allocated *(AMF Table No.6)*

Bonus performance shares allocated to each corporate executive officer						
Bonus performance shares allocated during the FY to each corporate executive officer by issuer and any Group company	No. and date of Plan	Number of options exercised during the financial year	Valuation of shares by method used in consolidated financial statements (1)	Acquired	Available	Performance conditions
Stéphane Dalyac	18.01.2022	293	K€30.18	17.01.2025	17.01.2025	Growth in volumes and average selling price
Total		293				

(1) This value corresponds to the value of options and financial instruments at the time they were granted, as used in the application of IFRS 2, after taking into account in particular any discount linked to performance criteria and the probability of presence in the Company at the end of the vesting period but before the effect of spreading the expense over the vesting period under IFRS 2.

Bonus performance shares now available *(AMF Table No.7)*

Performance shares becoming available during the FY for each corporate officer			
Performance shares available for each corporate executive officer by issuer and by any Group company	No. and date of Plan	Number of shares becoming available during the FY	Acquisition conditions (1)
N/A	N/A	N/A	N/A
Total	N/A	N/A	N/A

(1) Specify the number of shares to vest when they become available, as set by the Supervisory Board when agreeing the award of bonus shares.

B. Members of the Supervisory Board *(AMF Table No.3)*

Supervisory Board members	Amount paid in 2020-2021	Amount paid in 2021-2022
Patrick Thomas		
Attendance fees	K€17.7	N/A**
Other remuneration		K€28.3**
Maurice de Kervénoaël *		
Attendance fees		K€17.7
Other remuneration	K€146.5	K€70*
Yann Duchesne		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Marie Cheval		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Eric Meneux		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Claude de Nonancourt		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Jean-Louis Pereyre		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Wendy Siu		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Jocelyne Vassoille		
Attendance fees	K€17.7	K€17.7
Other remuneration		
Philippe-Loïc Jacob		
Attendance fees	K€17.7	K€17.7
Other remuneration		

* Payment of inclusive fees for services rendered, unchanged since 2013, paid to MDK Consulting, Managed by Maurice de Kervénoaël K€70 (Details of determinate contract in section 5.7. of the present Universal Registration Document - Special Report of the Statutory Auditors).

** Since April 1st, 2021, Patrick Thomas has received compensation as Chairman of the Supervisory Board of K€28.3 per year.

Attendance fees remunerate the general activity on the Supervisory Board for each of its members. No loans or sureties were granted by Laurent-Perrier to members of the Management Board or Supervisory Board.

In the two years preceding the publication of the present report there has been no contract of which a member of the Management Board or Supervisory Board is part.

C. Protected measures imposed on senior executives

The Laurent-Perrier Supervisory Board has decided that with respect to shares obtained by exercising share options or the allocation of bonus shares, the following protective measures shall apply:

- Shares to retain: Laurent-Perrier shares;
- Beneficiaries concerned, and % of shares to retain:
  - Members of the Management Board: Members of the Management Board shall retain 20% of the shares obtained by exercising share options or the allocation of bonus shares. The number of shares to retain shall be calculated and retained at the time of each allocation of share options.
- End of requirement to retain shares:
  - For Members of the Management Board: the shares to be retained, obtained by exercising share options or the granting of bonus shares, may be sold on as of the first day after the termination of

the term of office of the Member and / or Chairman of the Management Board, and the termination of all their possible employment contracts.

D. Evolution of Group performance, evolution of average wage annual and median wage annual, Equity ratios

In accordance with the provisions of article L.22-10-9 of the French commercial Code, it is presented below evolution of Group performance, evolution of average wage annual and median wage annual, Equity ratios for Directors of Laurent-Perrier Group.

In order to allow the comparability of the ratios over time and of the constituent elements, only recurring compensation elements paid (fixed compensation and variable compensation) have been taken into account in the calculation basis.

As a reminder, at the end of 2018, the Members of the Management Board renounced the benefit of the "Executive Retirement".

	F'18	F'19	F'20	F'21	F'22
Group performances					
Change in the Top-of-the-Range share of LP brand turnover	40.50%	40.90%	41.2%	44.60%	42.60%
Evolution N vs N-1	*+0.6pt*	*+0.4pt*	*+0.3pt*	*+3.4pt*	*-2.0pt*
Change in the export share of LP brand turnover	80.80%	81.10%	81.60%	82.10%	83.40%
Evolution N vs N-1	*+1.8pt*	*+0.3pt*	*+0.5pt*	*+0.5pt*	*+1.3pt*
Change gross margin (champagne)	48.30%	49.70%	50.80%	53.40%	52.80%
Evolution N vs N-1	*+1.3pt*	*+1.4pt*	*+1.1pt*	*+2.6pt*	*-0.6pt*
Change operating margin at current exchange rate (champagne)	17.30%	17.60%	17.80%	22.40%	26.30%
Evolution N vs N-1	*-0.5pt*	*+0.3pt*	*+0.2pt*	*+4.6pt*	*+3.9pt*
Stocks/Net debt	186.00%	188.00%	194.00%	199.00%	246.00%
Evolution N vs N-1	*+1.0pt*	*+2.0pt*	*+6.0pt*	*+5.0pt*	*+47.0pt*
Net debt/Equity (Gearing)	68.00%	68.00%	65.00%	63.00%	45.00%
Evolution N vs N-1	*-2.0pt*	*0.0pt*	*-3.0pt*	*-2.0pt*	*-18.0pt*
Annuel wage of employees*					
Average wage (In thousands of €)	47.7	54.4	51.5	51.1	53.9
Evolution N vs N-1	*-2.02%*	*14.02%*	*-5.36%*	*-0.74%*	*5.62%*
Median wage (In thousands of €)	38.0	39.7	39.6	39.5	40.1
Evolution N vs N-1	*-1.26%*	*4.49%*	*-0.29%*	*-0.18%*	*1.68%*
Average wage ratio with minimum wage					*2.85*
Median wage ratio with minimum wage					*2.12*
Stéphane Dalyac – Chairman of Management Board					
Evolution of wage vs N-1	-1.05%	-0.46%	5.14%	-6.79%	0%
Ratio of average wage *	11.39	9.95	11.05	10.38	9.82
Evolution N vs N-1	*0.98%*	*-12.64%*	*11.05%*	*-6.06%*	*-5.39%*
Ratio of median wage *	14.31	13.63	14.37	13.46	13.20
Evolution N vs N-1	*0.21%*	*-4.75%*	*5.43%*	-6.33%	-1.93%
Alexandra Pereyre –Management Board Member					
Evolution of wage vs N-1	-0.89%	-0.45%	4.25%	-5.68%	*7.83*
Ratio of average wage *	3.17	2.77	3.05	2.90	2.74
Evolution N vs N-1	*0.96%*	*-12.62%*	*10.11%*	*-4.92%*	*-5.52%*
Ratio of median wage *	3.98	3.80	3.97	3.75	3.69
Evolution N vs N-1	*0.25%*	*-4.52%*	*4.47%*	*-5.54%*	*-1.60%*
Stéphanie Meneux –Management Board Member					
Evolution of wage vs N-1	-0.89%	-0.45%	4.25%	-5.68%	0%
Ratio of average wage *	3.17	2.77	3.05	2.90	2.74
Evolution N vs N-1	*0.96%*	*-12.62%*	*10.11%*	*-4.92%*	*-5.52%*
Ratio of median wage *	3.98	3.80	3.97	3.75	3.69
Evolution N vs N-1	*0.25%*	*-4.52%*	*4.47%*	*-5.54%*	*-1.60%*

* On a full-time equivalent basis, employees in France (Reconstituted from the absence of partial activity)

4.1.3.2. Report of the Supervisory Board on the draft resolutions relating to the principles and criteria for determining, awarding and allocating, fixed, performance-related, and exceptional items comprising the total compensation and benefits of any kind for Company Executives (Article L225-68, §6 of the French commercial Code, pursuant to the French Government decree issued on July 12, 2017) – Remuneration policy

Rehearsal

Pursuant to article L 22-10-26 of the French Commercial Code, the present report sets out remuneration policy and the principles and criteria for determining, awarding and allocating fixed, performance-related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Management Board, the members of the Management Board, the Chairman of the Supervisory Board, and the members of the Supervisory Board in respect of their mandates.

It will be proposed to the General Meeting of shareholders on July 20st, 2022, on the basis of this report, to vote on the compensation policy for corporate officers for the 2021-2022 financial year. To this end, four resolutions will be presented respectively for the members of the Management Board, the Chairman of the Management Board, the members of the Supervisory Board and the Chairman of the Supervisory Board, as well as a resolution relating to all of the compensation allocated during the past year.

It is specified that, in accordance with articles L.225-100 and L 22-10-34 of the French Commercial Code, the payment of the variable and exceptional compensation elements mentioned in this report will be subject to the approval of the general meeting of shareholders to be held in 2022.

This report was reviewed by the Remuneration and Corporate Governance Committee and approved by the Supervisory Board.

Composition of the fixed, performance-related and exceptional remuneration comprising the total remuneration and benefits of any kind awarded to the members of the Management Board and members of the Supervisory Board in respect of their mandates

Laurent-Perrier, whose roots are in Champagne, has always sought to reconcile an ethical business approach with the need to attract and recruit the leaders most likely to advance the Company while preserving its financial independence and family-owned character.

To satisfy these fundamental criteria, Laurent-Perrier has implemented the remuneration policy that seemed most appropriate to it.

The remuneration rules for Laurent-Perrier executives have been largely identical for many years, ie, with compensation reflecting the risks and responsibilities attached to the function.

The remuneration policy for Laurent-Perrier Group executives is in line with social interest and contributes to the sustainability of the Group. It is also integrated into the commercial strategy through, in particular, the performance criteria implemented for the variable compensation of the Executives and other executives of the Group.

In addition, the Supervisory Board being made up of several independent members, the Group considers that it is able to manage any conflicts of interest, if there were any.

Moreover, the General Shareholders' Meeting will need to approve annually a resolution on the principles and criteria for determining, awarding and allocating the fixed, performance-related and exceptional components of total compensation and benefits of any kind attributable to executives in respect of their mandate.

Finally, the last General Meeting approved without reservation the resolutions proposed for the compensation of the Directors.

- **Composition of the remuneration of the Chairman of the Management Board**

The principles and criteria attached to the remuneration of the Chairman of the Management Board for the 2022-2023 financial year, and the amounts to be paid, are set out in Chapter 4 of the 2021-2022 Universal Registration Document, as follows:

Fixed remuneration
In accordance with the responsibilities and duties assumed by the Chairman of the Management Board and market practice for this type of position. The corresponding amount appears in paragraph 4.1.3.1. of this Universal Registration Document.

As of the 2022-2023 financial year, the fixed remuneration of the Chairman of the Management Board will be increased to K€400 gross per year.

Performance-related remuneration
The performance-related remuneration depends on achieving the Group's target results and individual objectives. It follows the rules of the Group.

The Remuneration and Corporate Governance Committee meets at least once a year to assess the criteria put in place.

FY 2021-2022:

For the Chairman of the Management Board for the 2021-2022 financial year, this remuneration, composed of quantitative and qualitative components established according to the rules applicable in the Company and Group practice, represents a target percentage of 40% of his fixed remuneration rising to a possible 130% of the relevant portion of the target bonus.

The quantitative component is based in particular on 70% on the performance bonus:
- ½ on reaching the total volumes and the unit price of Laurent-Perrier as budgeted, but revisable if in the context of the health crisis, the F'22 budget turns out to be unsuitable and/or unfeasible,
- ½ on the achievement of the Group's operating profit as budgeted, but revisable if, in the context of the health crisis, the F'22 budget proves to be unsuitable and/or unfeasible.

Each criterion is assigned a weighting coefficient.

For each quantitative objective, three levels of achievement are set:
- the target level,
- the minimum level,
- the maximum level.

For each quantitative target, the receivable portion of the target may reach 130% of the target portion of the target bonus.

The qualitative component is based in particular on 30% on the performance bonus:

- $^1/_3$: based on financing and inventory management
- $^1/_3$: based on the criteria of "Category Management" of brands
- $^1/_3$: based on achieving the CO_2 emission target defined by the company

The achievement of personal qualitative objectives will be measured by a ranking of all priorities in the following categories:
- exceptionally successful (130%),
- exceeded (115%),
- reached (100%),
- almost reached (60%),
- not met (0%).

	Relative weight of performance indicators in variable compensation	Achievement level	Amount
Quantitative objectives	70%	117.5%	€125,020
Qualitative objectives	30%	93.3%	€42,560
Total		110.3 %	€167,580

Payment of components of the performance-related remuneration referred to in this report is subject to the approval, by the 2022 Ordinary General Shareholders' Meeting, in accordance with the conditions set out in particular in article L.225-100 §10 of the French Commercial Code.

The corresponding amount appears in paragraph 4.1.3.1. of this Universal Registration Document.

The Supervisory Board has provided the possibility to make use of discretion by the faculty of judgment in determining the variable remuneration components of the Management Board Members and/ or thier resulting if circumstances not reflected in whole or in part in the F'22 budget had an effect on the level of achievement of one or more performance criteria.
The Supervisory Board will endeavor to ensure that the purpose of these adjustments (i) aims to reasonably restore the balance or the objective initially sought and (ii) allows it to remain in line with the interests, the strategy and prospects of Laurent-Perrier.

For FY 2022-2023:

For the Chairman of the Management Board for the 2022-2023 financial year, this remuneration, composed of quantitative and qualitative components, established according to the rules applicable in the Company and Group practice, represents a target percentage of 50% of his fixed remuneration rising to a possible 130% of the relevant portion of the target bonus.

The quantitative component is based in particular on 70% on the performance bonus:

- ½: on reaching the total volumes and the unit price of Laurent-Perrier as budgeted,
- ½: on achieving the Group's operating profit as budgeted.

Each criterion is assigned a weighting coefficient.

For each quantitative objective, three levels of achievement are set:

- the target level,
- the minimum level,
- the maximum level.

For each quantitative target, the receivable portion of the target may reach 130% of the target portion of the target bonus.

The qualitative component is based in particular on 30% on the performance bonus:

- 20%: based on the organization and succession plan
- 5%: based on the Category Management of Laurent-Perrier brands
- 5%: based on the achievement of the CO_2 emission target defined by the company

The achievement of personal qualitative objectives will be measured by a ranking of all priorities in the following categories:

- exceptionally successful (130%),
- exceeded (115%),
- reached (100%),
- almost reached (60%),
- not met (0%).

Payment of the annual performance-related remuneration for FY 2022-2023 is conditional on the approval of the General Shareholders' Meeting to be held in 2023.

The Supervisory Board has provided the possibility to make use of discretion by the faculty of judgment in determining the variable remuneration components of the Management Board Members and/ or thier resulting if circumstances not reflected in whole or in part in the F'23 budget had an effect on the level of achievement of one or more performance criteria.
The Supervisory Board will endeavor to ensure that the purpose of these adjustments (i) aims to reasonably restore the balance or the objective initially sought and (ii) allows it to remain in line with the interests, the strategy and prospects of Laurent-Perrier.

<u>A conditional and deferred growth premium</u>

Allocation for FY 2017-2018 :

A conditional and deferred growth bonus linked to the actions completed and implemented by the Chairman of the Management Board, and the results obtained and being obtained in respect of these actions, in particular in terms of the company's fundamental parameters, pricing policy, country investment by product, team management, transformation of company structure, country development, and selection of high-growth markets to develop sales volumes, was approved by the Supervisory Board.

This premium, which amounts to K€288 thousand gross, was initially due to Mr. Stéphane Dalyac on March 31, 2021, subject to its approval by the general meeting of shareholders.

The amount of this premium is shown in paragraph 4.1.3.1. of this Universal Registration Document.

The Supervisory Board, taking into account the company's forecast cash flow plan, has decided to modify the terms of payment of the conditional deferred growth premium due for the year 2017-2018. The payment was, (i) up to K€201, anticipated by one year and (ii) up to K€87, will be postponed by one year. This modification of the payment terms does not call into question the amount of the premium which was previously determined by the Supervisory Board in the light of the performance observed over the 2017-2018 financial year.

Each of these payments will be subject to the approval of the general meeting of shareholders in 2020 and 2022 and appears in paragraph 4.1.3.1 of this report. No payment will be made in 2021 for this bonus.

Note that the 2020 General Assembly approved the corresponding payment.

The Supervisory Board may consider each year the possibility of an exceptional bonus in accordance with similar principles.

Allocation for FY 2018-2019:

A conditional and deferred growth bonus linked to the actions completed and implemented by the Chairman of the Management Board, and the results obtained and in the process of being obtained in respect of these action, in particular in terms of Laurent-Perrier sales volumes, growth in operating income for the Laurent-Perrier brand, the launch of Blanc de Blancs and Grand Siècle iterations, the continuation of changes in the organisation and investments in brand development, was approved by the Supervisory Board.

In addition to the foregoing, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express twofold condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group at 31 March 2022.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 9 July 2019.

Under these various conditions, this bonus could then amount to a maximum amount of K€424 gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2022.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2022.

The amount of this growth bonus, which must first be approved by the General Shareholders' Meeting in 2022, is set out in paragraph 4.1.3.1 of this report.

The Supervisory Board may consider each year the possibility of an exceptional bonus in accordance with similar principles.

Allocation for FY 2019-2020:

In view of the actions carried out and implemented by the Chairman of the Management Board, the strong desire to support said actions as well as to support the Chairman of the Management Board, and to preserve stability in the management of the company, a conditional growth bonus and deferral was approved by the Supervisory Board in favor of the Chairman of the Management Board.

In addition to the foregoing, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express twofold condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group at 31 March 2023.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 24th September, 2020.

Under these various conditions, this bonus could then amount to a maximum amount of K€400 gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2023.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2023.

The amount of this growth bonus, which must first be approved by the General Shareholders' Meeting in 2023, is set out in paragraph 4.1.3.1 of this report.

The Supervisory Board may consider each year the possibility of an exceptional bonus in accordance with similar principles.

Allocation for FY 2020-2021 :

A conditional and deferred growth bonus linked to the actions completed and implemented by the Chairman of the Management Board, and to the very good management of the Group during the health crisis both from an organizational, human, logistical and financial point of view, and a commercial point of view, was approved by the Supervisory Board.

In addition to the foregoing, this conditional and deferred growth bonus will only be definitively acquired and therefore due to Mr. Stéphane Dalyac on the express twofold condition that he holds the office of Member and Chairman of the Management Board of the Laurent-Perrier Group at 31 March 2024.

However, as an exception to the foregoing, he will retain this conditional and deferred growth bonus in the event of revocation or non-renewal of his term of office without just cause subsequent to the date of the Supervisory Board meeting of 23 november 2021.

Under these various conditions, this bonus could then amount to a maximum amount of K€500gross, which could be payable, according to the Supervisory Board's decision, in cash or in shares if a free share plan were to be set up. In the latter case, the number of shares granted would then be determined by dividing the amount of the bonus by the market price of the Laurent-Perrier share at 31 March 2024.

The payment of this conditional and deferred growth bonus will be subject to the approval of the General Shareholders' Meeting in 2024.

The amount of this growth bonus, which must first be approved by the General Shareholders' Meeting in 2024, is set out in paragraph 4.1.3.1 of this report.

The Supervisory Board may consider each year the possibility of an exceptional bonus in accordance with similar principles.

Exceptional remuneration
The Supervisory Board may annually review the appropriateness of an exceptional remuneration.

Benefits in kind:
For the Chairman of the Management Board, the Supervisory Board has granted private unemployment insurance, partly paid for by the Company and partly by the Chairman of the Management Board.

Defined benefit pension (article 39 of the French General Tax Code)
Since his appointment to the Management Board by the Supervisory Board, the Chairman of the Management Board has been eligible for the defined benefit pension plan in force at the Laurent-Perrier Group. This plan was terminated effective December 31, 2018.

Contractual severance pay
The Supervisory Board has agreed to grant the Chairman of the Management Board contractual severance pay representing eighteen (18) months of gross annual salary (fixed and annual performance) but will remain at 6 months of gross annual salary (fixed and annual performance) if the Chairman of the Management Board, if within 12 months after leaving Laurent-Perrier :

- Should be interested directly or indirectly in any way whatsoever to a Champagne House or a brand of Champagne,
- Or was to enter for any reason whatsoever in the service of a Champagne House or a brand of Champagne;

Performance criteria for contractual severance pay:
Severance pay would be payable only if the Group's operating profit target, set for the year preceding the year in which the term of office expires, is at least 80%.

In accordance with Article L.225-90-1 of the French Commercial Code, the granting of this compensation was subject to the approval of the general meeting of shareholders under a specific resolution and will be subject again to the approval of the meeting under a specific resolution, subject to the renewal of the mandate of the Chairman of the Management Board.

Non-Competition Clause indemnity
At the time of his appointment and in view of the nature of the functions exercised by the Chairman of the Management Board and of the confidential information to which he is party, the Supervisory Board has granted him an indemnity in return for a non-competition requirement imposed on him. This commitment is renewed each time the mandate is renewed.

The clause is limited to a period of twelve months from the termination of his mandate as member and Chairman of the Group's Management Board.
The monthly indemnity is equal to 50% of total average monthly remuneration received during the previous twelve months.

In accordance with Article L.225-90-1 of the French Commercial Code, the grant of this indemnity was submitted to the approval of the General Shareholders' Meeting.

Group and mandatory pension and pension plans
The Chairman of the Management Board shall benefit from the Group health and supplementary pension plans in force in the company under the same conditions as those applicable to employees (or, where applicable, under the same conditions as those applicable to the category of employees to which he is assimilated for the purpose of attributing such benefits).

The Chairman of the Management Board benefits from the supplementary defined contribution collective pension scheme for all employees, subject to the same contribution conditions (ie, employer and employee contributions called at the rate of 1.30 % of remuneration taken within the limit of the salary bracket C).

Travel and entertainment expenses
Since his appointment, the Chairman of the Management Board has been reimbursed for the travel and entertainment expenses required by his position.

Fees
The Chairman of the Management Board does not receive any Director's fees from the Company, but may receive them from Company subsidiaries under a mandate.

Bonus shares
The Management Board may grant free shares to the Chairman of the Management Board.

The General Shareholders' Meeting of July 20, 2021 authorised the Management Board to grant, on one or more occasions, for the benefit of the company's management, bonus shares in the company for a period of thirty-eight months, ie, until the meeting of 2021.

During the previous financial year, 357 free shares were allocated to the Chairman of the Management Board by the Management Board on January 15, 2020 following the authorization of the Supervisory Board on November 26, 2019 with performance conditions.

During the previous financial year, 293 free shares were allocated to the Chairman of the Management Board by the Management Board on January 18, 2022 following the authorization of the Supervisory Board on November 23, 2021 with performance conditions.

Stock options
The General Shareholders' Meeting held on July 20, 2021 authorised the Management Board to distribute stock options in the Company to one or more Company officers ("*mandataires sociaux"*) exercising executive functions in the Company or in any related entity.

Total number of Company shares that may give beneficiaries the right to purchase shares: 210,000 Stock-Options.

This authorization has not been implemented.

➢ **Composition of the remuneration of the other Members of the Management Board**

The principles and criteria attached to the remuneration of the other members of the Management Board, except the Chairman of the Management Board, are as follows.

For information purposes, the remuneration of members of the Executive Board for the financial years 2020-2021 and 2021-2022 is given in section 4 of the Universal Registration Document 2020-2021.

Fixed remuneration
In accordance with the responsibilities and duties assumed by each of the members of the Management Board and market practice for this type of position.

Le montant correspondant figure au paragraphe 4.1.3.1. du présent Document d'Enregistrement Universel.

Performance-related remuneration
The performance-related remuneration depends on achieving the Group's target results and individual objectives. It follows the rules of the Group. The principles and criteria for determining, allocating and distributing the components of the remuneration payable to Management Board members for FY 2018-2019 due to their mandates are set out below. For comparison's sake, the components of the remuneration payable to Management Board members for FY 2016-2017 and 2018-2019 are set out in Chapter 4 of the 2018-2019 Universal Registration Document.

FY 2021-2022:

For Management Board members, and for FY 2021-2022, the remuneration, composed of quantitative and qualitative components established according to the rules applicable in the Company and Group practice, represents a target percentage of 30% of their fixed remuneration rising to a possible 130% of the relevant portion of the target bonus.

The quantitative component is based in particular on 70% on the performance bonus:

- ½ on reaching the total volumes and the unit price of LP as budgeted, but revisable if in the context of the health crisis, the F'22 budget turns out to be unsuitable and/or unfeasible,
- ½ on the achievement of the Group's operating profit as budgeted, but revisable if, in the context of the health crisis, the F'22 budget proves to be unsuitable and/or unfeasible.

Each criterion is assigned a weighting coefficient.

For each quantitative objective, three levels of achievement are set:
- the target level,
- the minimum level,
- the maximum level.

For each quantitative target, the receivable portion of the target may reach 130% of the target portion of the target bonus.

The qualitative component is based in particular on 30% on the performance bonus:
- $^1/_3$: based on financing and inventory management
- $^1/_3$: based on the criteria of “Category Management” of brands
- $^1/_3$: based on achieving the CO_2 emission target defined by the company

The achievement of personal qualitative objectives will be measured by a ranking of all priorities in the following categories:
- exceptionally successful (130%),
- exceeded (115%),
- reached (100%),
- almost reached (60%),
- not met (0%).

	Relative weight of performance indicators in variable compensation	**Achievement level**	**Amount**
Quantitative objectives	70%	117.5%	€28,771
Qualitative objectives	30%	93.3%	€9,794
Total		110.3%	€38,565

Payment of the annual performance related remuneration for FY 2021-2022 will be conditional on the approval of the General Shareholders’ Meeting to be held in 2022.

The Compensation Committee and Corporate Governance recommended that the Supervisory Board may be able to make use of discretion by the faculty of judgment in determining the variable remuneration components of the Management Board Members and/ or thier resulting if circumstances not reflected in whole or in part in the F’22 budget had an effect on the level of achievement of one or more performance criteria.
The Supervisory Board will endeavor to ensure that the purpose of these adjustments (i) aims to reasonably restore the balance or the objective initially sought and (ii) allows it to remain in line with the interests, the strategy and prospects of Laurent-Perrier.

For FY 2022-2023:

For Management Board members, and for FY 2022-2023, the remuneration, composed of quantitative and qualitative components established according to the rules applicable in the Company and Group practice, represents a target percentage of 40% of their fixed remuneration rising to a possible 130% of the relevant portion of the target bonus.

The quantitative component is based in particular on 70% on the performance bonus:
- ½: on reaching the total volumes and the unit price of Laurent-Perrier as budgeted,
- ½: on achieving the Group's operating profit as budgeted.

Each criterion is assigned a weighting coefficient.

For each quantitative objective, three levels of achievement are set:
- the target level,
- the minimum level,
- the maximum level.

For each quantitative target, the receivable portion of the target may reach 130% of the target portion of the target bonus.

The qualitative component is based in particular on 30% on the performance bonus:
- 20%: based on the succession plan/retention
- 5%: based on the Category Management of Laurent-Perrier brands
- 5%: based on the achievement of the CO_2 emission target defined by the company

The achievement of personal qualitative objectives will be measured by a ranking of all priorities in the following categories:
- exceptionally successful (130%),
- exceeded (115%),
- reached (100%),
- almost reached (60%),
- not met (0%).

Payment of the annual performance-related remuneration for FY 2022-2023 is conditional on the approval of the General Shareholders' Meeting to be held in 2023.

The Compensation Committee and Corporate Governance recommended that the Supervisory Board may be able to make use of discretion by the faculty of judgment in determining the variable remuneration components of the Management Board Members and/ or thier resulting if circumstances not reflected in whole or in part in the F'23 budget had an effect on the level of achievement of one or more performance criteria.
The Supervisory Board will endeavor to ensure that the purpose of these adjustments (i) aims to reasonably restore the balance or the objective initially sought and (ii) allows it to remain in line with the interests, the strategy and prospects of Laurent-Perrier.

<u>Defined benefit pension (article 39 of the French General Tax Code)</u>

The members of the Management Board were eligible for the defined benefit pension plan in force in the Laurent-Perrier Group.

This plan was terminated effective December 31, 2018.

<u>Group and mandatory pension and pension plans</u>
Management Board members shall benefit from the group health and supplementary pension plans in force in the Company under the same conditions as those applicable to employees (or, where applicable, under the same conditions as those applicable to the category of employees to which they are assimilated for the purpose of attributing such benefits).

Management Board members benefit from the supplementary defined contribution collective pension scheme for all employees, subject to the same contribution conditions (ie, employer and employee contributions called at the rate of 1.30 % of remuneration within the limit of salary bracket C).

<u>Travel and entertainment expenses</u>
Management Board members are reimbursed for the travel and entertainment expenses required by their position on presentation of invoices.

<u>Benefits in kind</u>
The Supervisory Board may decide to grant benefits in kind to members of the Management Board.

As an indication, no benefits in kind were granted to Management Board members for the financial years 2020-2021 and 2021-2022.

<u>Exceptional remuneration</u>
The Supervisory Board may, on the recommendation of the Remuneration and Corporate Governance Committee, decide to pay an exceptional remuneration to any member of the Management Board after examining the particular circumstances justifying it.

As an indication, no exceptional remuneration was paid to Management Board members for the financial years 2020-2021 and 2021-2022.

<u>Fees</u>
The members of the Management Board do not receive attendance fees from the Company but may receive them from Company subsidiaries under a mandate.

Bonus shares
The Management Board may grant free shares to members of the Management Board.

The General Shareholders' Meeting held on July 20, 2021 authorised the Management Board to assign bonus shares in the company on one or more occasions for the benefit of the company's management for a period of 38 months, ie, until the General Shareholders' Meeting of 2021.

Stock options
The General Shareholders' Meeting held on July 20, 2021 authorised the Management Board to distribute stock options in the Company to one or more Company officers ("*mandataires sociaux*") exercising executive functions in the Company or in any related entity.

Composition of the remuneration of Members of the Supervisory Board

Articles L. 225-82-2 et L. 22-10-26 and next of the French Commercial Code will govern a framework for the remuneration of listed company Supervisory Board members in respect of their mandates.

- **Composition of the remuneration of the Chairman of the Supervisory Board**

Presentation of the principles and criteria for determining, awarding and allocating, fixed, performance-related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Supervisory Board. The Chairman of the Supervisory Board received an amount of fixed remuneration and consultancy fees.

The amount of this remuneration and fees is set out in Chapter 4 of the 2021-2022 Universal Registration Document.

Remuneration of the Chairman of the Supervisory Board
The Supervisory Board has allocated an amount of fixed remuneration to the Chairman of the Supervisory Board.

The amount of this remuneration, paid quarterly, has been largely identical for many years and reflects the responsibilities attached to the corporate office.

During the Supervisory Board held on March 16, 2021, Patrick Thomas was appointed Chairman of the Supervisory Board to replace Maurice de Kervénoaël.

The remuneration of the new Chairman of the Supervisory Board amount to € 28,300 as of April 1st, 2021.

Attendance fees - Compensation of member of the Supervisory Board for their activity
The Chairman of the Supervisory Board does not receive attendance fees (Compensation of member of the Supervisory Board).

As an indication, the Chairman of the Supervisory Board did not receive attendance fees (Compensation of member of the Supervisory Board) for the 2020-2021 and 2021-2022 financial years, but could receive some from the 2022-2023 financial year.

Travel and entertainment expenses
The Supervisory Board has approved the reimbursement of travel and entertainment expenses incurred by the Chairman of the Supervisory Board in the interests of the Company on presentation of invoices.

- **Composition of the remuneration of the Vice President and the other members of the Supervisory Board**

Attendance fees (Compensation of member of the Supervisory Board)
Attendance fees reward the general activity of each member of the Supervisory Board. In setting and distributing the amount of attendance fees, the duties and responsibilities assumed by members and market practices are taken into account for a company the size of Laurent-Perrier.

The Laurent-Perrier Remuneration and Corporate Governance Committee proposes a global amount of attendance fees to the Supervisory Board. The amount of this annual fixed sum allocated to attendance fees for the given financial year is voted each year at the General Shareholders' Meeting.

The amount of attendance fees is allocated among the members of the Supervisory Board at a Supervisory Board meeting following the General Shareholders' Meeting.

Attendance fees allocation principles (Compensation of member of the Supervisory Board)
Attendance fees are allocated quarterly, following the quarterly meetings of the Supervisory Board.

Attendance fees are independent of operating results and may be awarded even in the absence of any profit. This is a fixed sum, which excludes any indexation of any kind whatsoever.
Their distribution by the Supervisory Board among the members of the Board does not always reflect the number of meetings attended by the members. The right of Supervisory Board members to receive attendance fees (Remuneration of Member of Supervisory Board) arises from the allocation decision taken by the Supervisory Board.

Only the General Shareholders' Meeting is entitled to fix the amount of the Board's attendance fees. It has total freedom with regard both to the appropriateness of such remuneration and to setting its amount. It is bound neither by statutory provisions nor by any previous decisions which it may have taken in this respect.

As an indication, the amount paid to the Vice-Chairman and each member of the Supervisory Board for the 2020-2021 and 2021-2022 fiscal years is presented in Chapter 4 of the 2021-2022 Universal Registration Document.

Regulated agreement with a Member of the Supervisory Board since 1 April 2021
On 16 March 2021, the Company published on its website the information required by Article L22-10-13 of the French Commercial Code, concerning the service contract governing the terms and conditions of the services provided by MDK Consulting, managed by Mr. Maurice de Kervénoaël, a member of the Supervisory Board, and the Company, namely representation and network opening missions in line with the value strategy of the Laurent-Perrier group.

Under the terms of this service contract, Laurent-Perrier undertook to pay MDK Consulting a total remuneration of seventy thousand Euros excluding tax (€70,000 excluding tax) per year until 31 March 2023.

- Distribution of the remuneration of the members of the Supervisory Board within the Supervisory Board (Articles L 225-83 and L 22-10-27 and next of the French Commercial Code)

The sum allocated to the members of the Supervisory Board in compensation for their activity is divided equally between each of the members, excluding the Chairman of the Supervisory Board, who is excluded from this distribution.

Exceptional remuneration
The Supervisory Board may, on the recommendation of the Compensation and Corporate Governance Committee, decide to grant exceptional remuneration for the assignments or mandates entrusted to members of the Supervisory Board.

As an indication, no exceptional compensation was paid to the members of the Supervisory Board or the Vice-Chairman for the 2020-2021 and 2021-2022 financial years, apart from what is referred to above.

Travel and entertainment expenses
The Supervisory Board has approved the reimbursement of its Vice-Chairman and members for the travel and entertainment expenses incurred in the interest of the Company on presentation of invoices.

4.1.4. Factors likely to have an influence in the event of a public offering

The factors below are highlighted in order to ensure transparency as regards factors which may influence share prices.

4.1.4.1. Direct or indirect holdings in company equity at March 31, 2022

Shareholders	Number of shares	% capital	% votingrights
① Registered family shares (de Nonancourt family)	3,871,538	65.11%	78.35%
② Other registered shares (institutionals& other)	29,160	0.49%	0.51%
③ Free float	1,986,345	33.41%	20.76%
④ Shares held through the corporate mutual fund for employees and managed by Amundi (registered and bearer)	19,058	0.32%	0.38%
⑤ Treasury shares (bearer and registered) (1)	39,760	0.67%	-
GENERAL TOTAL AT 31.03.2022	5,945,861	100%	100%

(1) Treasury shares: this mainly corresponds to shares acquired under the provisions of articles L 22-10-62 and next of the French commercial Code (market making and shares held for allocation to employees)

Shareholders owning more than 2.5% of the share capital and more than 0.5% of the voting rights

- First Eagle Investment Management, LLC (US Investment Advisor) has disclosed that it has crossed the threshold of 10% of the capital and 6% of the voting rights, including (i) the fund First Eagle Overseas Funds, (First Eagle Overseas Funds, which has disclosed that it has crossed the threshold of 9% of the capital and 5.5% of the voting rights) and (ii) the fund First Eagle International Value LP (First Eagle International Value LP, which has disclosed that it has crossed the threshold of 0.5% of the capital).
- FIL Limited (Fil international, a fund manager) has disclosed that it has crossed the threshold of 2.5% of the capital and 2.5% of the voting rights,
- Thierry Gillier and SARL ZV Holding declared that he had crossed the threshold of 0.5% of the capital and 0.5% of the voting rights.
- DNCA Finance Luxembourg declared that he crossed the threshold of 2% of the capital.
- Axa Investment Managers SA declared that he crossed the threshold of 1% of the capital and 0,5% of the voting rights.
- Lindsell Train declared that he crossed the threshold of 0.5% of the capital.

To the best of the Group's knowledge, no other shareholder holds, directly or indirectly, alone or in concert, more than 0.5% of the capital or voting rights after the 2018 Shareholders' Meeting.

4.1.4.2. Rules applicable to the appointment and replacement of the Management Board and to amendments to Company By-laws

"Article 13 of the Company By-laws
Except for that which is provided for in the present By-laws, the rules concerning the Management Board, and notably its make-up, modus operandi and remit are those provided for in currently applicable legislation.

The number of members in the Management Board is set by the Supervisory Board in compliance with currently applicable legislation.
The maximum age for a member of the Management Board is set at 75 (seventy-five) years and all members of the Management Board shall resign from their positions following the General Shareholders' Meeting called to approve the accounts of the financial year in which the member(s) reach(es) the age of 75 (seventy-five) years.

The Management Board is appointed for a term of two (2) years and its functions terminate following the General Shareholders' Meeting called to approve the accounts of the financial year just ended held in the financial year in which the Management Board's mandate expires.
All members of the Management Board are eligible for re-election.
In the event of a vacancy, the Supervisory Board shall designate a replacement or agree to abolish the vacant position within two months of its becoming vacant subject to compliance with the currently applicable legal limit.
a) The Management Board meets as often as the interests of the company so require and, in all cases provided for under the currently applicable legal provisions; it shall meet, notably, to discuss all transactions that require the prior authorisation of the Supervisory Board.
The Management Board may be convened by any available means, even by word of mouth, by its chairman or by at least two of its members, or, if the Management Board has not convened for 15 (fifteen) calendar days on the day it is convened, by a single member. Meetings take place at the registered office or at any other location indicated in the invitation to attend.

The agenda may be decided at the start of the meeting.
b) For the discussions of the Management Board to be valid, two-thirds at least of its acting members must be present or represented.
For the decisions of the Management Board to be valid, they must be agreed by a majority of the members present or represented.
Any member of the Management Board may mandate another member to represent him or her.
The mandate may be given by any means whatsoever. Each member present may only represent one other member.
Any member of the Management Board unable to attend a meeting in person may also attend and take part in the discussions using any and all means of telecommunication, including telephone, video-link or fax.
c) At the request of a member of the Management Board, all its discussions must be minuted and set out in a special register. The minutes are signed by the members present at the discussion, although failure to carry out this formality shall not, as such, nullify the proceedings.
d) Where appropriate, the Management Board may designate a secretary at each of its meetings, who may be one of its members or a non-member.
e) The Management Board may draw up a set of policies and procedures setting out and supplementing the modus operandi set out in the present Bylaws, although these rules shall not take effect until they have been approved by the Supervisory Board.

The quarterly report that the Management Board is required to submit to the Supervisory Board pursuant to Article 225-68, ult. of the French Commercial Code must include not only a report on the situation and operation of company business, but also on the situation and the business affairs of the whole formed by the Company and the entities controlled by the Company within the meaning of Article L 233-3 of the French Commercial Code. The Management Board may also submit a report to the Supervisory Board at any time concerning any special operation."

4.1.4.3. Powers of the Management Board, notably concerning share issuance or buyback

The Management Board has been authorised to:
- launch a share buy-back programme,
- grant Stock Options,
- increase shareholders' equity,
- award bonus shares.

Aim of authority	Type of security involved	Maximum amount authorised by the General Shareholders' Meeting, September 24st, 2020	Use of authority at 31.03.2022
To increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with preferential subscription rights	Shares Shares or securities giving access to the Company's capital/allocation of debt securities Shares or securities giving access to the capital of the company which owns the Company or of which the Company owns the capital	€10,000,000 if shares €150,000,000 if securities representative of debts entitling owners to acquire Company shares	No
To increase the Company's capital stock by incorporation of reserves, income or premiums or any other sums available for capitalisation	Shares	Total amount authorised equal to the maximum amount of reserves, profits, premiums and/or other sums to incorporate	No
To increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with cancellation of preferential subscription rights	Shares Shares or securities giving access to the Company's capital/allocation of debt securities Shares or securities giving access to the capital of the company which owns the	€10,000,000 if shares €150,000,000 if securities representative of debts entitling owners to acquire Company shares	No

	Company or of which the Company owns the capital		
To increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with cancellation of preferential subscription rights, up to an annual maximum of 10% of the share capital, according to the method of determining the subscription price defined by the General Shareholders' Meeting	Shares Shares or securities giving access to the Company's capital	Maximum of 10% of the share capital each year (excluding deferred issues) Issue price at least equal to the weighted average of the share price in the last 20 trading sessions (discount 5%)	No
To increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with cancellation of preferential subscription rights, up to an annual maximum of 20% of the share capital, through private placement reserved for qualified investors or a restricted circle of investors	Shares Shares or securities giving access to the Company's capital	Maximum of 20% of the share capital each year (excluding deferred issues) Max: €150,000,000 Issue price at least equal to the weighted average of the share price in the last 20 trading sessions (discount 5%)	No
To increase the Company's capital stock up to a maximum of 10% of the capital to remunerate contributions in kind of shares or securities giving access to the capital of other companies	Shares Shares or securities giving access to the Company's capital	Maximum of 10% of the share capital each year	No

4.1.4.4. There exist no agreements entered into by the company and falling within the legal requirement of disclosure which will be modified or terminated in the event of a change in control of the said company

None

4.1.4.5. Agreements providing for indemnities

There are no agreements providing for indemnities to be paid to members of the Management Board or employees if they resign or are dismissed without serious cause or if their employment is terminated as a result of a public offer (and in particular no abusive severance payments and golden parachutes) other than Laurent-Perrier's undertaking towards Mr Stéphane Dalyac, Chairman of the Management Board, viz:

- Eigteen times his last gross monthly fixed remuneration + performance-related component,
- Except if Mr Stéphane Dalyac goes to the competition, indemnity will be six times his last gross monthly fixed remuneration + performance-related component,
- Respect for the performance conditions, ie, achieving 80% of the Group's operating income target set by the Supervisory Board for the previous financial year.

The Supervisory Board
Financial year ended March 31, 2022

4.2. Report of the statutory auditors on corporate Governance

The Statutory Auditors' Report on Corporate Governance is included in the report in section 5.6 of this Universal registration document.

5. ASSETS, FINANCIAL POSITION AND INCOME STATEMENTS

Pursuant to article 19 of Commission Regulation (EU) 2017/1129, the following information is incorporated by reference in the present Universal Registration Document :

- the consolidated accounts for the year ended March 31, 2020 and the relevant report of the Statutory Auditors, presented respectively on pages 110, and 155-165 of Universal Registration Document D.20-0701 filed with the AMF on July 23, 2020.
- the consolidated accounts for the year ended March 31, 2021 and the relevant report of the Statutory Auditors, presented respectively on pages 113, and 157-161 of Reference Document D.21-0594 filed with the AMF on June 24, 2021.

5.1 CONSOLIDATED FINANCIAL STATEMENTS AT MARCH 31ST, 2022 AND 2021

Consolidated P&L statement

€ million (except earnings per share)	Notes	2021-2022	2020-2021
Sales *	5.2.4.18	305.59	195.17
Cost of sales *		-150.37	-96.00
Gross margin		155.22	99.17
Other net operating income *	5.2.4.19	0.53	0.01
Commercial expenses		-57.26	-39.22
Administrative expenses		-21.28	-18.77
Current operating income		77.20	41.19
Other operating income	5.2.4.21	0.33	0.63
Other operating expenses	5.2.4.21	-0.56	-0.53
Operating income		76.97	41.28
Financial income		0.77	0.65
Cost of net debt		-7.26	-7.05
Other financial charges		-0.48	0.27
Financial results	5.2.4.22	-6.98	-6.13
Income tax	5.2.4.23	-19.43	-9.76
Income from equity consolidated companies		-0.01	0.00
Net income		50.55	25.40
o/w attributable:			
- Attributable to interests that do not confer control		0.31	0.15
- Group		50.24	25.25
Group net income per share (€)		8.49	4.27
Number of shares		5 920 558	5 919 181
Diluted Group net income per share (€)		8.46	4.25
Number of diluted shares		5 937 831	5 936 904

(*) restated amounts according to IFRS 15 application (see appendix 5.2.2.24)

Total gains and losses recognised directly as capital

Net income for the period		50.55	25.40
Items not recordable in the income statement			
Revaluation of vineyards		4.40	-3.43
Change in deferred tax rate on vineyards		-1.14	0.89
Actuarial differences on defined benefit schemes		2.71	-2.42
Tax impact on the above items		-0.70	0.63
		5.28	-4.34
Items recorded in the income statement			
Revaluation of hedging derivatives		0.77	-0.12
Tax impact		-0.20	0.03
		0.57	-0.08
Unrealised exchange rate gains/losses		0.28	0.01
Total gains and losses for the period (net of tax)		6.13	-4.42
Total gains and losses recognised for the period		56.69	20.98
o/w attributable to interests that do not confer control		0.26	0.08
o/w Group share		56.42	20.90

Consolidated Balance Sheet

€ million	Notes	March 31st, 2022	March 31st, 2021
ASSETS			
Goodwill	5.2.4.1	26.00	26.00
Net intangible fixed assets	5.2.4.2	3.79	3.85
Net tangible fixed assets	5.2.4.3	221.52	216.90
Equity interests in companies carried at equity		0.08	0.09
Non-current financial assets	5.2.4.4	3.83	4.10
Deferred tax asset		0.81	2.11
Non-current assets		256.03	253.04
Inventories and work in progress	5.2.4.5	553.64	569.54
Trade receivables	5.2.4.6	45.48	30.65
Other receivables	5.2.4.7	15.50	13.40
Cash and cash equivalents	5.2.4.11	125.67	90.85
Current assets		740.29	704.44
TOTAL ASSETS		996.32	957.48

€ million	Notes	March 31st, 2022	March 31st, 2021
SHAREHOLDERS' EQUITY			
Capital	5.2.4.9	22590.00	22590.00
Capital reserves		22740.00	22740.00
Revaluation reserves		55953.57	52636.69
Other reserves		350369.24	330134.70
Unrealised foreign exchange gains		-1191.00	-1473.00
Attributable net income		50240.22	25248.66
Total attributable Group shareholders' equity		500.70	451.88
Attributable to interests that do not confer control		3307.08	3094.30
Consolidated shareholders' equity		504.01	454.97
LIABILITIES			
Contingency and loss provisions – long term	5.2.4.10	22.13	23.99
Long-term debt	5.2.4.11	339.82	365.33
Other long-term debt	5.2.4.15	2.08	2.56
Deferred tax liabilities	5.2.4.17	25.85	24.65
Non-current liabilities		389.88	416.53
Short-term debt	5.2.4.11	8.86	9.80
Trade payables		75.54	59.69
Tax and social liabilities		15.72	13.33
Other debt		2.31	3.15
Current liabilities		102.43	85.98
TOTAL LIABILITIES		492.31	502.51
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		996.32	957.48

Consolidated cash-flow statement

€ million	2021-2022	2020-2021
CASH FLOW FROM ACTIVITY		
Net income from consolidated companies	50.55	25.40
Impairment and provisions	7.23	6.67
Charges and income with no effect on cash and equivalents	0.63	1.19
Proceeds on disposal of assets available for sale, net of tax	0.00	-0.09
After-tax cash flow	**58.41**	**33.16**
Tax (including deferred tax)	19.43	9.42
Pre-tax cash flow	**77.85**	**42.58**
Tax paid	-19.18	-10.17
Change in activity working capital requirement		
- Inventories and work in progress	15.95	-17.33
- Trade receivables	-14.26	7.62
- Trade payables	15.38	-15.55
- Other receivables and payables	-0.10	0.79
Net cash flow from operations (A)	**75.63**	**7.94**
CASH FLOW FROM INVESTING ACTIVITIES		
Acquisition of tangible and intangible fixed assets	-6.95	-4.52
Proceeds from available for sale tangible and intangible fixed assets	0.03	0.12
Net change in other long-term investments	0.19	0.09
Autres flux liés aux opérations d'investissement	0.31	
Net cash flow from investing activities (B)	**-6.42**	**-4.31**
CASH FLOW USED IN FINANCING ACTIVITIES		
Dividends paid during the financial year	-5.92	-6.09
Dividends paid to minority interests	-0.05	-0.05
Sale (Purchase) of treasury shares	-1.80	
Bond issuance	11.20	16.42
Loan repayments	-37.00	-6.98
Net cash flow used in financing activities (C)	**-33.56**	**3.29**
NET CHANGE IN CASH FLOW (A+B+C)	35.65	6.92
Net cash and cash equivalents at beginning of year	89.23	82.28
Effect of foreign exchange changes	0.29	0.03
NET CASH AND CASH EQUIVALENTS AT END OF YEAR	**125.17**	**89.23**
Cash and cash equivalents	125.67	90.85
Bank overdrafts	-0.50	-1.62
NET CASH AND CASH EQUIVALENTS	**125.17**	**89.23**

Change in consolidated shareholders' equity

€ million	Capital	Capital reserves	Revaluation reserve	Treasury shares	Consolidated reserves	Unrealised currency losses/gains	Total Group share	Minority interests	Total
April 1st, 2020	22.59	22.74	55.11	-7.56	345.56	-1.48	436.96	3.09	440.04
Other items in overall result			-2.47		-1.88	0.01	-4.35	-0.07	-4.43
Result 2020-2021					25.25		25.25	0.15	25.40
Overall Result for the period)			-2.47		23.37	0.01	20.90	0.08	20.98
Sale (Purchase) of treasury shares				0.13			0.13		0.13
Dividends paid					-6.09		-6.09	-0.05	-6.15
Other variations					-0.01		-0.01	-0.01	-0.03
March 31st, 2021	22.59	22.74	52.64	-7.44	362.82	-1.47	451.88	3.09	454.97
Other items in overall result			3.32		2.59	0.28	6.18	-0.05	6.13
Result 2021-2022					50.24		50.24	0.31	50.55
Total booked expenses and income			3.32		52.83	0.28	56.42	0.26	56.69
Sale (Purchase) of treasury shares				-1.76			-1.76		-1.76
Dividends paid					-5.92		-5.92	-0.05	-5.97
Other variations					0.07		0.07		0.07
March 31st, 2022	22.59	22.74	55.95	-9.19	409.80	-1.19	500.70	3.31	504.01

5.2 NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Unless otherwise stated, all amounts are in million euros.

5.2.1. General information

The Laurent-Perrier Group's core business is the production and sale of champagne under four main brands positioned from the middle to the premium end of the market.

Laurent-Perrier S.A. (Registered office 32, avenue de Champagne F-51150 Tours-sur-Marne, SIRET No. 335 680 096 00021) is a public limited company governed by a Management Board and a Supervisory Board and is listed on EnterNext, a subsidiary of the Euronext Paris stock market.

The Laurent-Perrier Group's consolidated financial statements for the year ended March 31st, 2022 were signed off by the Management Board on May 31th, 2022 and will be submitted for its approval to the General Shareholders' Meeting to be held on July 20th, 2022.

5.2.2. Accounting principles

The main accounting rules and methods used when drawing up the consolidated financial statements are set out below.

5.2.2.1. Preferred accounting standards

The Laurent-Perrier Group's financial statements are drawn up in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union and applicable at March 31, 2022 and available for consultation on the European Commission's website: *http://ec.europa.eu/*
The consolidated financial statements for the year ended March 31st, 2022 were drawn up using accounting rules and methods identical to those used for the year ended March 31st, 2021. The standards and interpretations as yet unpublished by the IASB or published by it but not as yet approved by the Comité de la Réglementation Comptable at the close of the accounting period, have not been taken into account.

5.2.2.2. Evaluation methods

The financial statements have been prepared at historic cost, although vineyards, harvests brought in by Laurent-Perrier, and certain types of financial instrument have been measured at fair value.

The book values of assets and liabilities recognised on the balance sheet and hedged have been adjusted to take account of changes in the fair value of the hedged risks.

5.2.2.3. Estimates and assumptions

When preparing the financial statements the Group must make estimates and use assumptions that impact the assets and liabilities recognised in the consolidated balance sheet, the information on those assets and liabilities, the revenue and charges posted to the income statement, and the commitments for the period concerned. The actual figures may subsequently diverge from the chosen estimates and assumptions.

The assumptions mainly concern:
- impairment tests (assumptions described in § 5.2.2.10,
- pension provisions (assumptions described in § 5.2.2.19),
- stock option charges (§ 5.2.2.18),
- fair value recording of financial instruments (§ 5.2.2.23),
- revaluation of vineyards (§5.2.2.9).

5.2.2.4. Consolidation methods

Subsidiaries are all entities whose financial and operating policies can be controlled by the Group, generally on the basis of an over 50% holding in their voting rights. Potential voting rights are taken into account when assessing the control exercised by the Group over another entity if such voting rights flow from instruments that could be exercised or converted at the time of assessment.

Subsidiaries are consolidated using the merger method as of the date on which control is transferred to the Group. They are de-consolidated as of the date on which the Group ceases to exercise control over them.

Intra-group transactions and unrealised gains and losses on transactions between Group companies have been eliminated.

Unrealised losses have also been eliminated on assets sold within the Group, and have instead been treated as indicators of impairment of value.

Associates are entities that the Group does not control but over which it exercises significant influence, generally accompanied by a 20-50% holding in their voting rights. Interests in associates are accounted for using the equity method and are initially measured at cost. The Group's interest in associates includes goodwill (net of impairments) at acquisition.

Unrealised gains on transactions between the Group and its associates are eliminated pro rata of the Group's holding in the associate concerned. Unrealised losses are also eliminated unless impairment arises on the sale of the asset in question.

The accounting methods of subsidiaries and associates have been modified where necessary to align them on those adopted by the Group.

The consolidated financial statements have been prepared on the basis of the annual accounts closed on March 31st.

5.2.2.5. Conversion of financial statements of foreign subsidiaries

The accounts of subsidiaries whose functional currency is not the euro are converted into euros:
- at the closing exchange rate for balance-sheet items;
- at the average exchange rate for the period for income statement items.

Exchange rate differences resulting from the application of these exchange rates are recorded in Other Items and moved from Equity to the income statement when the net investment entry is reversed.

5.2.2.6. Currency transactions and currency hedges

Currency transactions by consolidated companies are translated into their functional currencies at the exchange rate applicable at the transaction date.

Foreign currency receivables and payables are converted at the closing exchange rate. Unrealised conversion gains and losses are recorded as:

- current operating income for commercial purchases and sales
- financial income for financial transactions.

Exchange rate gains and losses resulting from the conversion of intra-group foreign currency transactions, receivables and payables, or their elimination, are recorded in the income statement unless they derive from long-term intra-group financing, when they are considered part of the net assets of the subsidiary involved and are therefore recognised in equity under "Foreign exchange unrealised gains and losses".

When derivative instruments are used to hedge foreign currency commercial transactions, they are marked to market on the balance sheet at the closing date. Changes in the market value of derivative instruments are recognised as:
- gross margin for the effective part of balance sheet receivables and liability hedges at the closing date;
- equity, under "revaluation reserve" for the effective component of future cash flow hedges. This is moved to gross margin when accounting for the hedged receivables and liabilities;
- financial results for the ineffective component of hedges.

5.2.2.7. Business combinations

Company mergers are recorded at cost, using the acquisition method, pursuant to IFRS 3 – *Business Combinations*.

Company assets, liabilities and contingent liabilities are recorded at fair value.

The difference between purchase cost and the attributable fair value of assets and liabilities at the acquisition date is recognised in goodwill, which is not amortised but is instead tested for impairment whenever any indication of impairment is identified and at least once a year (§ 5.2.2.10 below).

Where acquisition cost is less than the fair value of the assets and liabilities identified, negative goodwill is immediately recorded as a loss under "Other charges and operating income".

5.2.2.8. Intangible fixed assets

Only those individually identifiable brands that have been acquired and have a recognised reputation are carried as assets, at acquisition cost.

The cost of registering trademarks and of developing existing brands is recognised as a charge for the period.

The Group defines its leading brands as intangible fixed assets with an indefinite working life. They are not amortised, therefore, but their valuations are reviewed if anything should happen to cast doubt on those valuations, and at least once a year. If their realisable value, based on the criteria applied when they were acquired, is lower over the long term than their net book value, they are depreciated accordingly.

Other intangible fixed assets primarily comprise software, which is depreciated over its useful life of one to eight years.

5.2.2.9. Tangible fixed assets

With the exception of vineyards, all property, plant and equipment is recognised at purchase cost minus depreciation and impairment, pursuant to IAS 16 – *Property, Plant and Equipment*.

Subsequent costs are included in the book value of the asset or, where appropriate, it is recognised as a separate asset if it is probable that future economic benefits associated with the asset will accrue to the Group and if the cost of the asset can be measured reliably. All repair and maintenance costs are charged to the income statement in the period in which they were incurred.

Vineyards are valued at market value as allowed under the alternative treatment authorised by IAS 16. Market value is based on the average values formally published by the Ministry of Agriculture and transactions.

This is because the average values used at closure are the values used in the previous year, as no data for the current year are available at the time of closure.

The positive difference between historic cost and revaluation is recognised in Other Items in the consolidated result and added as equity under the "revaluation reserve". However, it must be recorded in the P&L statement when it offsets a revaluation decrease of the same item which had previously been recorded in the P&L statement. If, following a revaluation, market price falls below purchase price, depreciation amounting to the difference is recognised in the P&L statement.

Vineyards are recorded at cost (planting costs) minus the cumulative depreciation (25 years) and the cumulative loss in value.

The depreciation of other assets begins when they are available for use. From the date it comes into service, all property, plant and equipment is depreciated straight-line on a component basis over its useful life:

- Buildings and improvements: 10 - 50 years
- Plant and equipment: 4 - 30 years
- Other: 4 - 20 years

If material, the residual value of assets is taken into account when calculating depreciation.

5.2.2.10. Impairment of long-term assets

Pursuant to IAS 36 – *Impairment of Assets*, the Group determines the recoverable amount of its long-term assets as follows:

- tangible and intangible assets subject to depreciation are tested for impairment if there is an indication that their value has been impaired;
- intangible assets not subject to depreciation and goodwill are tested for impairment if there is an indication that their value has been impaired, and at least once a year.

Impairment tests compare the net book value with the higher of the following two values: the fair net value of sale costs, and value in use. Value in use is determined by discounting the cash flows that will be generated by the continued use of the tested assets over their useful lives and their possible disposal thereafter. Management uses its most recent five-year cash flow forecasts for this purpose, to project a final value at the end of that period. Assets are discounted at a rate equal to the average weighted cost of capital of the Group, which includes the yield expected by an investor in this business segment and the Group's own risk premium.

Depending on circumstance, impairment tests will be run on individual assets or on the cash-generating units (CGUs) to which such assets belong. CGUs are the smallest homogeneous groups of assets generating cash flows independently of other asset groups. Goodwill is attached to a CGU depending on how Group management monitors business performance and measures acquisition synergies. As the Group has only a single business (the making and sale of champagne), the chosen CGU scope is the Group as a whole. The cash-flow figures used are those of the Group in its entirety.

Assets are depreciated if their recoverable amount is below their book value. Depreciation of goodwill is irreversible.

5.2.2.11. Equity interests in non-consolidated companies and other financial assets

Equity interests in non-consolidated companies are initially recorded at purchase cost and are then valued at each closing date:
- at cost (net of any depreciation) in the case of interests whose value is not material;
- at fair value in the case of "available-for-sale" assets. Changes in fair value are recorded in a separate account as equity until the securities concerned are sold. At the time of sale, changes in fair value previously recorded as equity are included in the financial result. Where circumstances indicate that impairment is permanent, it is recognised as a financial cost.

If equity interests continue to be recognised at cost, particularly if their fair value cannot be reliably measured, they will be tested for impairment. In this case, the recoverable value will be based on attributable net asset value, expected return, and the growth prospects of the entity in which the investment is made.

Loans are recognised at amortised cost using the effective rate method and are amortised if there is any indication of objective impairment. Long-term, non-interest bearing loans are therefore entered on the balance sheet at their discounted value. The effect of not discounting them constitutes financial income.

When a new loan is granted, the difference between the discounted value and the historic value is restated in intangible fixed assets and is amortised over the term of the loan.

5.2.2.12. Non-current assets held for sale

Assets are "held for sale" if:
- the sale is highly probable within a reasonable timeframe,
- the asset is available for immediate sale and management is actively marketing the asset for sale.

Non-current assets held for sale are entered on a separate line on the consolidated balance sheet.

Under IFRS 5 – *Non-current Assets Held for Sale and Discontinued Operations* – such assets are measured at the lower of book value and market value, minus cost of sale.

5.2.2.13. Inventories and work in progress

With the exception of the grapes harvested by the Group in its own vineyards, inventory is carried at cost, which may not exceed net realisable value. Valuation is based on the weighted average unit cost excluding financial expense.

Stocks of wine made from grapes harvested by the Group in its own vineyards are valued at the market price of the harvest concerned, as if the grapes had been bought in. The impact of this valuation is shown in the income statement under "Cost of sales".

The Group's own grapes are not measured at market price unless the Group has details of the yield and market value of the next crop. As a result, on the closing date, March 31st, the financial statements take no account of the market value of the next crop.

Wine reserves held on behalf of suppliers (which cannot be released unless authorised by the industry bodies) are only valued at pressing and wine production costs.

In the event of a material drop in activity at certain production stages, a rational allocation of overheads is applied when valuing such stocks so as to prevent inclusion of any under-activity charge in the calculation of their cost price.

Although the champagne ageing process requires stocks to be kept for over one year, these remain classified as current assets in line with the length of the operating cycle.

Depreciation is applied if inventory value is lower than book value.

Transaction margins between consolidated companies are neutralised, except for those reflecting the market value of the grapes, in accordance with IAS 41.

5.2.2.14. Trade receivables

Trade receivables are recognised at nominal value.

They are not discounted unless the due date is over one year and the effect of the discount is significant.

Provisions for doubtful receivables are accrued if it is probable that the receivables concerned will not be recovered and it is possible to give a reasonable estimate of the loss that will be incurred.

The identification of doubtful receivables and the amount of provision required are based on past experience of written-off receivables and the age of the receivables concerned. The accrual is entered under "Sales charges". Once it becomes certain that a doubtful receivable will not be recovered, it is written off and the accrual reversed in the income statement.

5.2.2.15. Current and deferred tax

Deferred tax on time differences between fiscal and accounting bases for consolidated assets and liabilities is calculated using the variable carried-forward liability method at the rates applicable, or likely to be applicable, at the balance-sheet date.

Deferred tax assets are not taken into account unless it is likely that the company will be able to recover them over a reasonable period of time as a result of a taxable gain expected in subsequent financial years.

Deferred tax is not discounted.

Provisions are written for any tax for which the Group may be liable in respect of dividends distributed by its subsidiaries when the distribution decision has been formally taken at the time of closure. Deferred tax assets and liabilities are offset when a legally enforceable right to offset tax assets and liabilities due exists, and when the deferred tax assets and liabilities concern income tax levied by the same tax authority.

Fiscal liabilities are booked in the income statement unless they relate to items directly recognised in equity, in which case the tax liability will also be recognised in equity.

5.2.2.16. Cash and cash equivalents

Cash and cash equivalents are liquidity and short-term financial investments (less than three months), whose value is not significantly dependent on changes in market price or indexes, as well as overdrafts. If not the case, they are entered on a separate line on the balance sheet. Overdrafts are recorded as current liabilities on the balance sheet under "Loans".

Financial assets held for trading are measured at fair value, and changes in fair value are recognised in financial results.

5.2.2.17. Treasury shares

If any company in the Group buys shares in the Company (treasury shares), the amount paid, including directly attributable marginal costs (net of income tax), is deducted from that company's shareholders' equity until the shares are cancelled or sold.

If the shares are sold on, the gain is credited to company shareholders' equity net of marginal costs directly attributable to the transaction and to the related fiscal impact.

5.2.2.18. Option plans to purchase and subscribe for shares or bonus shares

Share option plans orplans to allocate bonus shares are granted to senior executives and some Group employees.

Pursuant to IFRS 2 – *Share-based Payment*, plans put in place after November 7, 2002 are valued at the allocation date and are recognised as personnel costs over the period in which the beneficiaries acquire the rights concerned, generally three years. The offset of the charge, which is the market price of the option at the allocation date, is an increase in reserves.

Based on their individual characteristics, option plans are valued using the Black & Scholes model.

5.2.2.19. Pension liabilities and other employee benefits

The Group provides its employees with a number of different supplementary pension schemes, retirement bonuses and other long-term benefits, depending on the regulations and customs in the countries where it operates.

Defined benefit plan liabilities are provisioned on the basis of actuarial valuations, the liabilities themselves being calculated pursuant to IAS 19 using the projected credit unit (PCU) method. The actuarial assumptions applied are described in § 5.2.4.10.

In addition, the Group applies within its consolidated financial statements ended March 31, 2022, the change in the valuation method recommended by IFRIC for accounts prepared in accordance with IFRS (IAS 19) and according to the ANC's opinion of 5 November 2021, which adapts recommendation no. 2013-02 of 7 November 2013. This normative development concerns the distribution of the cost of services associated with a defined benefit scheme having the following cumulative characteristics:

- The final acquisition of benefits is conditional on the company's presence at the time of retirement;
- Benefits amount depends on seniority;
- The amount of benefits is capped at a certain number of consecutive years of service in the company;
- For these schemes, the rights must be spread out in a linear manner, no longer over the entire career of the employee in the company, but, for each employee, over the last years of his career which gave rise to the acquisition of new rights.

The impact of this change in valuation method on the accounts closed on 31 March 2022 is not significant.

5.2.2.20. Contingencies and loss provisions

The Group records a provision for third-party legal, contractual or implicit commitments at the closing date if such commitments are the result of a past event and if the ensuing loss or payment is probable and can be reasonably measured. If the liability is due in over one year, the amount of the provision is discounted if it has a significant impact. Any discounting impacts are recorded in financial results.

If the liability is neither probable nor reasonably measurable, but is a possibility, the Group will enter a contingent liability in its off-balance sheet commitments.

5.2.2.21. Debt

With the exception of derivative instruments, borrowings and other financial liabilities are measured at amortised cost using the effective rate method.

Borrowings are classed as current liabilities unless the Group has an unconditional right to defer the repayment of the debt until at least 12 months after the closing date, in which case those particular borrowings will be classed as non-current liabilities.

5.2.2.22. Dividends

Dividend distributions to Company shareholders are recognised as debt in the Group's financial statements during the period for which the dividends were approved by Company shareholders.

5.2.2.23. Financial instruments and derivatives

The Group uses derivative instruments to manage and hedge exchange rate and interest rate risk. The Group does not use derivatives for speculative purposes.

The derivatives held by the Group and classed as hedges in the accounts pursuant to IAS 39 are mainly:
- interest-rate hedges: future cash flow swaps (taker Euribor 3M, payor fixed rate),
- exchange rate hedges: forward currency buy/sell transactions.

Hedge accounting under IAS 39 is applied prospectively. Specific documentation on hedges is provided. Effectiveness testing is performed at each closing date.

If the instrument is speculative, or concerns the ineffective part of hedges, changes in the value of derivative instruments are recognised in financial results.

Derivative instruments are recorded under "Other receivables" or "Other debt" on the balance sheet.

Estimating fair value
Fair value is the exit price that would be received for the sale of an asset or paid when transferring a liability in a normal transaction between market agents on the valuation date.
The fair value of financial instruments such as derivatives and placements traded on public markets that are traded on active markets is based on the listed market price on the date of closure. The listed market price used for the financial assets held by the Group is the sell price; the appropriate listed market price for financial debt is the buy price. This valuation method is qualified as Level 1 in the hierarchy set out in IFRS 13.
The fair value of financial instruments which are not traded on active markets (eg, OTC derivatives) is measured using valuation techniques. The assumptions used are observable either directly (eg, prices) or indirectly (price-based calculation). This valuation method is qualified as Level 2 in the hierarchy set out in IFRS 13.
The Level used to measure the fair value of a financial instrument is set out in the summary of financial assets (note 5.2.4.8) and in the summary of financial liabilities (note 5.2.4.16).

5.2.2.24. Revenue recognition

Turnover includes wholesale sales to distributors and agents, and retail sales, which are recognised upon transfer of ownership, generally at shipment date or at purchase date by the client.

Turnover is recorded net of all allowances and discounts, including sums paid under sales co-operation agreements with distributors, and duties on wines and spirits. For the 2020-2021 fiscal year, the amount relating to all discounts and rebates deducted from turnover amounts to 27.4 million euros.

In accordance with IFRS 15, sales transactions relating to intermediate products and industrial services are included in turnover. The restatements made concern the following amounts:

In M€	2021-2022	2020-2021
Sales of Champagne	292.82	184.68
Intermediate products and industrial services	12.77	10.49
Turnover	305.59	195.17
Cost of sales of Champagne	-138.17	-86.08
Cost of the intermediate products and industrial services	-12.20	-9.93
Cost of sales	-150.37	-96.00
Gross margin	155.22	99.17

5.2.2.25. Earnings per share

EPS is calculated on the basis of the weighted average number of shares in circulation over the financial year, minus Laurent-Perrier treasury shares recorded as a decrease in equity.

EPS after dilution is calculated by adjusting attributable earnings and the number of shares in circulation to take account of the diluting effect of exercising of stock options in plans still open at the closing date. The dilution linked to the exercise of stock options is determined plan by plan, using the buy-back method, i.e., the theoretical number of shares bought back at market price (price at financial year-end) using funds obtained from the exercise of options, and taking into account only those plans whose exercise price is lower than the fair value of the share.

5.2.2.26. Other operating income and charges

The Group's core business is the production and sale of champagne under four main brands positioned from the middle to the premium end of the market. This generates current operating income resulting from recurring, occasional, core, or subsidiary activity.

Other income and operating charges include gains and losses on operations whose nature and/or frequency prevent them from being deemed core Group activities. These include the impairment write-downs of intangible assets that have not been amortised, goodwill, and gains and losses on disposals of fixed assets or consolidated companies, if material.

5.2.2.27. Cash flow statement

The consolidated cash flow statement has been prepared using the indirect method, which reconciles net attributable earnings with the cash generated by operations over the financial year. Opening and closing cash balances include liquidity and other investment instruments, minus any bank overdrafts.

The flow of loan repayment and issuance transactions in the cash flow statement are therefore presented in relation to the changes observed in financial debt items on the balance sheet and are reconciled as follows:

€ million	2021-2022
Cash flow from loans	10.32
Repayment flow from loans	-35.91
Cash flow used in financing activities	-25.59
Acquisition flow related to leases	0.88
Reimbursement flow related to leases	-1.09
Non-cash cash flow linked to financing activities	-0.21
Net cash flow used in financing activities as per the consolidated cash flow statement	-25.80
Other changes in financial debt items	-0.65
Total change in financial debt items as per the consolidated balance sheet	-26.45

5.2.2.28. Lease contracts

The consolidated financial statements at March 31, 2022 take into account IFRS 16 relating to the recognition of leases, applicable to balance sheets open from January 1, 2019.

- *IFRS 16 standard:*

When entering into a lease (finance leases and operating leases), the lessee must recognize in the balance sheet an asset representing the right to use the leased asset, with a corresponding debt representing the obligation to pay discounted future rents. The amortization of the right of use and the interest on the debt are recognized in the income statement.

- *IFRS 16 implementation:*

On the transition date of January 1, 2019, the Group adopted the so-called “retrospective simplifying” accounting method.
The liability is measured at the value of the remaining rents due discounted at the Group's average debt ratio. On the asset side, the right of use is valued at the start date of the contract and is subject to

depreciation since that date. The lease term used is the non-cancellable period during which the group has the right to use the underlying asset to which are added, if their exercise is considered reasonably certain, the renewal or termination options provided for in contracts. The Group applies in France the position of the ANC relating to the rental period to be used for conventional commercial leases (3-6-9 leases or similar) The simplification measures adopted are as follows:

- Exclusion of contracts lasting less than 12 months.
- Exclusion of contracts relating to low value assets.

In addition, rural leases related to "sharecropping" are not retained by the Group because they do not fall within the scope of the standard. In fact, within a sharecropping contract, the lessee commits to a variable quantity (harvest volume) depending on the appellation yield and price, defined each year by the Champagne official cross-professional organisation.

- *IFRS 16 impacts on the consolidated financial statements at March, 31st 2022:*

€ million	April 1st, 2021		March 31st, 2022			
	Right-of-use assets	Right-of-use amortization	Depreciation of the period	Acquisition of the period	Other movements	Net impact
Land	3.78	-1.80	-0.18	0.22	0.00	2.02
Buildings	7.36	-5.52	-0.36	0.00	0.03	1.51
Machinery & equipment	5.31	-4.88	-0.23	0.14	0.00	0.35
Other tangible fixed assets	2.47	-1.82	-0.41	0.52	0.01	0.78
Total	18.92	-14.02	-1.18	0.88	0.05	4.65

On March 31st, 2022, the net book value of the leased goods included within the tangible fixed assets is 4.65 M€ and the related lease financial debt is 4.80 M€ (note 5.2.4.11). The application of IFRS 16 has no significant impact on the operating income and the net income.

5.2.2.29. Segment reporting

A business segment is a component of an entity:
a) that engages in business activities from which it may earn revenues and incur expenses,
b) whose operating results are reviewed regularly by the entity's chief operating decision-maker to make decisions about resources to be allocated to the segment and assess its performance, and
c) for which discrete financial information is available.

An operational segment is a group of assets and operations that provides products and services within a particular economic environment subject to risks and returns that are different from those obtaining in the other economic environments in which the Group operates.
The Group has only one activity, which is the production and sale of champagne, and has not identified any distinct operating segments meeting the criteria of IFRS 8.

5.2.3. Main operations over the period

In a champagne market that is experiencing strong growth in shipments and despite the tensions linked to the conflict in Ukraine, the Laurent-Perrier Group has recorded a sharp increase in its results. This performance is supported by the global economic recovery following the improvement in the health situation and by the efforts undertaken for several years on the Group's value policy. The Laurent-Perrier Group is thus maintaining the course of its strategy by continuing to rely on the quality of its Champagne wines, the quality of its teams, the strength of its brands and the control of its distribution

5.2.4. Notes to the financial statements

5.2.4.1. Goodwill

A. Main goodwill

(€ million)	Year of purchase	March 31st, 2022 net	March 31st, 2021 net
SAS Champagne Laurent-Perrier	1998	2.19	2.19
SA Champagne de Castellane	1999	1.64	1.64
SA Laurent-Perrier Suisse	2000	0.18	0.18
SA A.S.	2001	0.44	0.44
SA Grands Vignobles de Champagne	2003	0.72	0.72
SA Château Malakoff	2004	19.23	19.23
SC Dirice	2005	0.10	0.10
SAS François Daumale	2014	1.49	1.49
Total		26.00	26.00

B. Movements over the period

(€ million)	March 31st, 2022	March 31st, 2021
Net value of goodwill at opening	26.00	26.00
Acquisitions		
Net value of goodwill at closing	26.00	26.00

C. Regular impairment testing

Impairment testing of the Cash Generating Unit (CGU), including goodwill, has revealed no recognisable loss of value. The key assumptions used to measure cash flows were:
- market prices for grapes and vineyards,
- sales of the main markets on wich the Group operates.

The main growth rate assumptions applied were:
- long-term sales growth rate : 2.5% (2.5% at March 31st , 2021),
- discount rate: the average weighted cost of capital and debt. The rate used at March 31st, 2022 is 6.60% (5.96% at March 31, 2021)
- terminal growth rate : 2.0% (2.0% at March 31, 2021)

To perform impairment tests, in the current unprecedented context of the COVID-19 health crisis, the Group has adopted cautious market assumptions considering a gradual return to normal over the medium term. The modeling of these assumptions within the impairment test, concludes that there is no impairment loss to be recognized.

The most sensitive assumption being the growth rate of turnover and therefore cash flow, a sensitivity study was carried out on this assumption by discounting future cash flows over 10 years: by retaining 1.75% of infinite cash flow growth instead of 2.0% combined with a weighted average cost of capital and debt of 6.85% instead of 6.60%, we also note that there is no loss in value.

The sensitivity analysis therefore did not reveal a probable scenario according to which the recoverable amount of the CGU would fall below the net book value of the assets.

5.2.4.2. Intangible fixed assets

The change in intangible fixed assets by asset category breaks down as follows:

Gross values *€ million*	April 1st, 2021	Acquisitions	Disposals	Other movements	March 31st, 2022
Brands	3.29				3.29
Software	5.94	0.02		0.01	5.96
Other	0.64			0.09	0.72
Total	9.86	0.02		0.09	9.97

Depreciation *€ million*	April 1st, 2021	Provision	Depr. on disposals	Other movements	March 31st, 2022
Brands					
Software	5.78	0.10		0.01	5.88
Other	0.24	0.05	0.01		0.30
Total	6.02	0.15	0.01	0.01	6.18
Net value	3.85				3.79

Gross values *€ million*	April 1st, 2020	Acquisitions	Disposals	Other movements	March 31st, 2021
Brands	3.29				3.29
Software	5.87	0.07		0.00	5.94
Other	0.69	0.01	-0.02	-0.04	0.64
Total	9.86	0.08	-0.02	-0.05	9.86

Depreciation *€ million*	April 1st, 2020	Provision	Depr. on disposals	Other movements	March 31st, 2021
Brands					
Software	5.63	0.15		-0.01	5.78
Other	0.20	0.05	-0.02	0.02	0.24
Total	5.83	0.20	-0.02	0.01	6.02
Net value	4.03				3.85

The "brands" item corresponds to the Laurent-Perrier and Salon brands only, at their historic cost. These brands are deemed to have an indefinite lifespan and the results of value tests are positive (note 5.2.4.1).

5.2.4.3. Tangible fixed assets

A. Change in tangible fixed assets

Change in tangible fixed assets

Gross values *€ million*	April 1st, 2021	Acquisitions	Disposals	Other movements	March 31st, 2022
Land	147.64	1.18	-0.01	4.40	153.21
Vineyards	6.85	0.00	-0.12	0.00	6.72
Buildings	70.46	0.37	-0.01	0.10	70.93
Investment grant	-1.20	0.00	0.00	-0.02	-1.22
Machinery & equipment	72.75	3.05	-0.04	0.53	76.29
Other tangible fixed assets	4.97	0.21	0.00	0.20	5.38
Right-of-use lease assets	18.92	0.88	0.00	0.16	19.96
Assets in progress	2.04	1.25	0.00	-0.62	2.67
Total	322.43	6.94	-0.17	4.75	333.94

Depreciation & provisions *€ million*	April 1st, 2021	Provision	Depr. on disposals	Other movements	March 31st, 2022
Land	0.06	0.00	0.00	0.00	0.06
Vineyards	5.31	0.11	-0.10	0.00	5.32
Buildings	33.34	2.40	0.00	0.00	35.75
Investment grant	-0.17	0.00	0.00	-0.03	-0.20
Machinery & equipment	48.99	2.85	0.00	0.00	51.85
Right-of-use lease assets	14.02	1.18	0.00	0.11	15.31
Other tangible fixed assets.	3.97	16,23	0,00	19,54	432,97
Total	105.53	6.70	-0.10	0.28	112.42
Net value	216.90				221.53

Gross values *€ million*	April 1st, 2020	Acquisitions	Disposals	Other movements	March 31st, 2021
Land	150.92	0.16	-0.02	-3.43	147.64
Vineyards	6.82	0.00	0.00	0.03	6.85
Buildings	70.11	0.38	-0.05	0.02	70.46
Investment grant	-1.14	0.00	0.00	-0.06	-1.20
Machinery & equipment	69.78	2.27	-0.17	0.86	72.75
Other tangible fixed assets.	4.95	0.03	-0.03	0.01	4.97
Right-of-use lease assets	18.13	86,60	0,00	-7,51	1892,49
Assets in progress	2.22	72,12	0,00	-89,53	204,49
Total	321.78	4.44	-0.26	-3.53	322.43

Depreciation & provisions *€ million*	April 1st, 2020	Provision	Depr. on disposals	Other movements	March 31st, 2021
Land	0.06	0.00	0.00	0.00	0.06
Vineyards	5.20	0.12	0.00	0.00	5.31
Buildings	31.03	2.46	-0.16	0.01	33.34
Investment grant	-0.13	0.00	0.00	-0.04	-0.17
Machinery & equipment	46.28	2.73	-0.04	0.03	48.99
Right-of-use lease assets	12.99	1.07	0.00	-0.04	14.02
Other tangible fixed assets.	3.86	13,97	-2,03	-0,87	397,20
Total	99.29	6.51	-0.22	-0.05	105.53
Net value	222.50				216.90

Investments subsidies were reclassified, as at March 31st, 2022, in the amount of 1.02 million as a reduction of assets financed in accordance with the provisions of IAS 20. The amount of investment subsidy as March 31st, 2021 was 1.03 million.

B. Revaluation of vineyards

Vineyards have been revalued, recorded in equity as a "Revaluation reserve" at their net of tax amount. The change in the average market value of agricultural land in 2020, as formally published in 2021, was used for the March 31st, 2022 valuation.

€ million	April 1st, 2021	Acquisitions /revaluations	Disposals/ transfers	March 31st, 2022
Land values				
Land other than vineyards	2.41	0.22		2.63
Vineyards	57.45	0.96	-0.01	58.40
Differential in vineyard revaluations	87.78	4.40		92.18
Total	147.64	5.58	-0.01	153.21

Under IFRS 13, this valuation is a Level 3 valuation.

5.2.4.4. Other financial investments

Other financial investments are set out below:

€ million	March 31st, 2022	March 31st, 2021
	Net	Net
Non-consolidated securities	1.09	1.09
Loans	2.06	2.32
Other	0.68	0.69
Total	3.83	4.10

Loans were mainly to our wine-growing partners, those due in over one year being secured and/or tangible security (mainly "privilège de prêteur de deniers").
They have been discounted at the equivalent market rate of 1.24% (compared with 0.48% in the previous period), if non-interest bearing.

5.2.4.5. Inventories and work in progress

€ million	March 31st, 2022			March 31st, 2021
	Gross	Provisions	Net	Net
Goods and finished products	436.30		436.30	456.46
Raw materials and work in progress	117.34		117.34	113.09
Total	553.64		553.64	569.54

In order to take account or the work involved in certain stages of the production process, the Group makes a rational imputation of overheads when measuring inventory. Activity in 2020-2021 was considered normal and therefore no under-activity charge was recognised in the income statement.

The cost price of inventory includes the impact of valuing grapes from the Group's own vineyards at the market price:

€ million	2021-2022	2020-2021
Valuation of own vineyard harvest at market price	3.61	3.00
Effect of inventory disposals	-4.10	-3.55
Impact on cost of sales for the period	-0.50	-0.55
Impact on cost of inventory at closure	13.77	14.75

5.2.4.6. Trade receivables and related accounts

€ million	March 31st, 2022			March 31st, 2021
	Gross	Provisions	Net	Net
Trade receivables	46.55	-1.06	45.48	30.65
Total	46.55	-1.06	45.48	30.65

There is no concentration of credit risk attached to trade receivables because of their large number and their international origins.

The Group manages its customer credit dealings with great caution.

	March 31st, 2022	March 31st, 2021
Average trade receivables settlement time (days)	69	62

Changes in provisions for write downs break down as follows:

€ million	2021-2022	2020-2021
Impairment of trade receivables at April 1	1.25	1.60
Net impairment recorded in income	-0.19	-0.34
Other changes		
Impairment of trade receivables at March 31	1.06	1.25

Writedowns are calculated individually when a strong risk of default on the part of the client in question is identified and on the basis of late payment.

The schedule of receivables incurring writedowns or not written down is as follows:

€ million	March 31st, 2022			
Receivables due for	0 - 60 days	60 - 90 d	90 - 120 d	+ 120 d
- non provisioned	4.11	1.01		
- provisioned			0.21	0.85

5.2.4.7. Other receivables

Other receivables break down as follows:

€ million	March 31st, 2022	March 31st, 2021
State – VAT credits	9.98	6.31
State – income tax advances	0.89	3.05
Prepaid expenses	1.43	1.04
Others	3.19	3.01
Total	15.50	13.40

All these other receivables and payables are due at less than one year.
The other items mainly covers prepayments to grape and wine suppliers.

5.2.4.8. Table of financial assets

€ million	IAS 39 Category	Fair Value Hierarchy*	March 31st, 2022 Book value	March 31st, 2022 Fair value	March 31st, 2021 Book value	March 31st, 2021 Fair value
Equity securities non consolidated	Financial asset		1.09	1.09	1.09	1.09
Loans	Loans and receivables at amortized cost		2.06	2.06	2.32	2.32
Deposits	Loans and receivables at amortized cost		0.59	0.59	0.60	0.60
Other	Available for sale financial assets		0.08	0.08	0.09	0.09
Total non-current financial assets			3.83	3.83	4.10	4.10
Trade receivables	Loans and receivables at amortized cost		45.48	45.48	30.65	30.65
Deductible VAT and other sales taxes (2)	N/A		9.98	N/A	6.31	N/A
Other receivables	Loans and receivables at amortized cost		4.09	4.09	6.06	6.06
Prepaid expenses (2)	N/A		1.43	N/A	1.04	N/A
Total other current assets			60.99		44.05	
Cash in hand	Fair Value	1	125.67	125.67	90.85	90.85
Cash and Cash equivalents			125.67		90.85	

(2) Not a financial asset within the meaning of IAS 39

* For the fair value hierarchy, see note 5.2.2.23

Apart from cash equivalents, which are instruments listed on an active market (Level 1 under IFRS 7), all financial instruments recorded in the balance sheet are valued on the basis of transactions carried out on the OTC market (Level 2 under IFRS 7).

5.2.4.9. Shareholders' Equity

A. Capital contribution

	March 31st, 2022	March 31st, 2021
Total number of shares	5 945 861	5 945 861
Shares issued and paid up in full	5 945 861	5 945 861
Shares issued but no paid up in full		
Nominal value (€) per share	3.80€	3.80€
Legal capital (€)	22 594 272 €	22 594 272 €
Treasury shares owned by the Group	39 760	25 093

The total number of voting rights attached to the 5,945,861 shares comprising equity was 9,569,375 at March 31st, 2022 (9,546,056 at March 31st, 2021).

To the best of the Laurent-Perrier Group's knowledge, no shareholder pact involving the legal capital exists. Nor are Laurent-Perrier or its subsidiaries subject to specific capital requirements by virtue of external rules.

B. Earnings per share

	March 31st, 2022	March 31st, 2021
Ordinary shares*	5 920 558	5 919 181
Dilutive effect of buy-backs	17 273	17 723
Other		
Average weighted number of shares	5 937 831	5 936 904

*Net of treasury shares

Net earnings per share:

(euros)	March 31st, 2022		March 31st, 2021	
	Before dilution	After dilution	Before dilution	After dilution
Pre-tax profit	11.82	11.79	5.94	5.92
Group net attributable income	8.49	8.46	4.27	4.25

C. Dividends

The Group seeks to pursue a stable policy of distributing dividends conditions at Laurent-Perrier permitting.

At the forthcoming General Meeting of Shareholders on July 20th, 2022, payment of a dividend of €2.00 per share will be proposed.

D. Treasury shares

The July 3th, 2003 Shareholders' Meeting approved the buy-back of 386,480 shares.

Buy-back programmes have a number of goals: to reduce dilution, optimise management of Company equity, or cover share option plans.

During FY 2021-2022, the number of treasury shares held by the Group increased by a net 14,667 to stand at 39,760 at March 31st, 2022. This change had a negative impact on shareholders' equity in the amount of € 1,76 million which breaks down as follows:

(€ 000s)

- Change in gross value	-1 451
- (Loss) profit from disposals	- 305
- Net change in treasury shares	-1 756

5.2.4.10. Contingencies and loss provisions

€ million	April 1st, 2021	Provisions	Used	Reversals	Other movements	March 31st, 2022
Nature of provision						
Liabilities to employees	19.09	0.93	-0.61		-2.71	16.70
Labour medal provisions	0.02	0.01	0.00			0.02
Other provisions	4.88	1.24	-0.59	-0.11		5.41
Total	23.99	2.18	-1.21	-0.11	-2.71	22.13

Other provisions are mainly for labour risks, commercial risks, and the cancellation of a pending subsidy.

E. Retirement pension liabilities and similar benefits

Total Laurent-Perrier Group pension liabilities and similar benefits stood at €16.70 million, an amount that is fully provisioned on the balance sheet pursuant to the IAS 19 – *Employee Benefits* amendment, which requires the carrying of actuarial gains and losses on defined benefit plans as equity. The net charge recognised in the income statement is €0.93 million.

These reserves cover two types of liabilities:

(1) At retirement, the employees of the French companies receive an indemnity calculated in accordance with the Champagne Collective Agreement and based largely on their final salary and years of service. These are "defined benefit plans" within the meaning of IAS 19. This liability is not covered by third-party finance.
Liabilities to employees (French companies only) are calculated using a retrospective method to project end-of-career salaries. The main actuarial assumptions applied at March 31st, 2022 and March 31st,2021 are as follows:

- Employee must leave voluntarily
- Discount rate: 1.60 (0.55% at March 31st, 2021)
- Annual salary revaluation: 2.0% for non-managerial staff, and 2.75% for managerial staff
- Retirement age:
  - Managers: 64
  - Non-managerial: 62
  - Sales reps: 65

Annual staff turnover rate:

	Managers and Sales Personnel of GIE Laurent-Perrier Diffusion	Clerical and operative
Before age 30	9.3%	9.3%
30-45	3.1%	3.1%
45-55	1.5%	1.5%
After age 55	0%	0%

- Mortality table: INSEE TD/TV 2015-2017

(2) A number of the French companies in the Group assist their retired employees by paying part of their private health insurance contributions.

- Discount rate: 1.80% (0.80% at March 31st, 2021)
- Mortality table:TGH-TGF 05
- Sensitivity to changes in healthcare costs for supplementary health insurance commitments :

	+0.5%	-0.5%
Private health Insurance	1.33	-1.14
	12.4%	-10.6%

- Liability sensitivity to changes in the discount rate (€ million):

(€m)	+0.25%	-0.25%
Retirement indemnities	-0.13	0.14
	-2.20%	2.28%
Private health insurance	-0.60	0.65
	-5.57%	6.06%

Changes in retirement pension and similar benefit reserves were:

€ million	2021-2022	2020-2021
Charge for the period	-0.93	-0.92
Benefits paid	0.43	0.49
Contributions paid	0.18	0.17
Actuarial variance recognised in equity	2.71	-2.42
Unrealised currency gains/losses		
Total	2.39	-2.69

Annual changes in liabilities, in the market value of investments and in the corresponding assets and provisions recognised in the consolidated balance sheet were:

€ million	March 31st, 2022	March 31st, 2021
1. Reconciliation of balance sheet items		
Discounted value of unfunded liabilities	16.70	19.09
Discounted value of funded liabilities		
Discounted value of total liabilities	**16.70**	**19.09**
Fair value of pension hedging assets (1)		
Net value of liabilities	**16.70**	**19.09**
Net value of assets (liabilities) recorded on balance sheet	**16.70**	**19.09**
2. Details of net costs recorded in the income statement		
Cost of services rendered	0.79	0.68
Financial cost (discount effect)	0.14	0.24
Projected return on plan assets		
Effect of plan pay-outs/reductions		
Net cost recognised in the income statement	0.93	0.92

€ million	2021-2022	2020-2021
3. Change in the discounted value of liabilities		
Discounted value of liabilities at start of period	19.09	16.40
Actuarial (losses)/gains recognised in equity	-2.71	2.42
Cost of services rendered	0.79	0.68
Financial cost (discount effect)	0.14	0.24
Employee contributions	-0.18	-0.17
Benefits paid	-0.43	-0.49
Changes in plan rules		
Other (incl. pay outs/reductions)		
Discounted value of liabilities at end of period	16.70	19.09

	March 31st, 2022	March 31st, 2021
4. Financial provision		
Discounted value of liabilities	-16.70	-19.09
Fair value of plan assets		
Modification de régime non comptabilisée		
Net (liabilities) assets recognised on the balance sheet	-16.70	-19.09

€ million	Actuarial gains (losses) recognised in equity			Analysis of differences in FY	
	March 31st, 2021	FY 2021-2022	March 31st, 2022	Difference with assumptions	Difference with real
6. Analysis of actuarial differences					
Supplementary pension					
Retirement indemnities	-3.04	0.56	-2.47	0.24	0.32
Private health plan	-5.68	2.15	-3.53	2.16	-0.01
	-8.72	2.71	-6.01	2.41	0.31

Estimated cost of pensions for 2021-2022 :

- Cost of services rendered 0.79

The Swiss subsidiary, Laurent-Perrier Suisse, has set up a defined benefit pension scheme for its employees fully covered by a provident policy taken out with the Allianz Suisse company.

5.2.4.11. Debt and cash

After the debt restructuring carried out in the previous financial year, net financial debt stood as follows:

€ million	March 31st, 2022	March 31st, 2021
Long-term debt	339.82	365.33
Short-term debt	8.86	9.80
Gross debt	348.69	375.14
Gross debt after derivatives	348.69	375.14
Cash and cash equivalents	-125.67	-90.85
Net debt	223.01	284.29

Gross debt breaks down as follows:

€ million	March 31st, 2022	March 31st, 2021
Bank loans (investment credits)	10.00	1.80
Bank loans (operating credits)	327.00	360.40
Financial leases	3.76	3.97
Deferred charges on loans	-0.94	-0.84
Long-term debt	339.82	365.33
Bank loans (investment credits)	1.80	1.80
Bank loans (operating credits)	3.40	3.30
Financial leases	1.04	0.97
Current deferred charges	-0.28	-0.40
Bank overdrafts	0.50	1.62
Accrued interest	2.40	2.52
Short-term debt	8.86	9.81
Gross debt	348.69	375.14

Total net debt, including other long-term debt (see 5.2.4.15, Other long-term debt) amounted to €225.09 million versus €286.85 million for the previous fiscal year.

5.2.4.12. Liquidity risk

The Group has structured its debt into two components:
- Debt used to finance its inventories (ageing credit, which is collateralised by the inventories themselves, their value being considerably greater than the amount of the debt they collateralise)
- Investment or acquisition debt with a maturity in excess of five years.

The Group is faced with no significant debt repayments in the short term. Working capital loans comprise renewable lines of credit.

€ million	March 31st, 2022	March 31st, 2021
Less than one year	8.86	9.81
1-5 years	286.48	323.18
Over 5 years	53.34	42.14
Total to repay (incl. interest payable at closure)	348.69	375.14

5.2.4.13. Counterparty risk

The main financial instruments that can expose the Group to counterparty risk are trade receivables, cash and cash equivalent, and derivatives.

Counterparty risk for trade receivables is limited by the large number of Group customers and their geographic dispersion in France and elsewhere. The maximum risk, corresponding to total outstanding trade receivables after taking guarantees and loss of registered securities into account, amounted to €45.48 million at closure and is analysed in Note 5.2.4.6, Trade receivables.

Counterparty risk on cash and cash equivalent and hedging instruments is also limited by the creditworthiness of the counterparties in question, which exclusively comprise internationally-reputed financial institutions. Total outstandings amounted to €125.67 million at March 31st, 2022 and corresponds to the net book value of all these items.

Maximum counterparty risk on the Group's other financial assets totals €18.2 million and mainly corresponds to payables by the State (VAT), down-payments to suppliers, and accruals.

5.2.4.14. Financial instruments

A. Interest rate risk hedging

The Group uses financial derivatives to manage and operationally hedge the risk of fluctuating interest rates. The Group does not use derivatives for speculation.

The breakdown of debt after taking into account the effects of interest rate derivatives is as follows:

€ million	March 31st, 2022	March 31st, 2021
Non-hedged variable rate (Euribor 3-month rate + bank margin)	166.49	153.84
Swapped variable rate	43.40	90.70
Fixed rate	138.80	130.60
Total	348.69	375.14

The hedging of financial assets and liabilities using hedging instruments at March 31st, 2022 may be presented as follows:

€ million	Financial liabilities		Interest rate hedging instruments		Exposure after hedging			Financial assets	Net position after hedging
	Fixed Rate	Variable rate	Fixed Rate	Variable rate	Fixed Rate	Variable rate	TOTAL	TOTAL	TOTAL
Under 1 year	-1.80	-7.06		43.40	-1.80	36.34	34.54	125.67	160.21
1-5 years	-85.47	-201.01			-85.47	-201.01	-286.48		-286.48
Over 5 years	-51.53	-1.81			-51.53	-1.81	-53.34		-53.34
TOTAL	-138.80	-209.89		43.40	-138.80	-166.49	-305.29	125.67	-179.61

Working capital credits

Specific interest rate swaps have been put in place for working capital and investment credits:

€ million	Variable rate working capital credits		Interest rate contracts	Net position after hedging
	Authorised	Used		
01/04/20 to 31/03/21	275.00	210.00	43.40	166.60
01/04/21 to 31/03/22	265.00			
01/04/22 to 31/03/23	265.00			
01/04/23 to 31/03/2	265.00			

Investment credits

€11.8 million of amortisable loans have fixed rates.

B. Foreign currency hedging

Sensitivity to exchange rate variations

In 2021-2022, 29.6% of Group turnover was denominated in currencies other than the euro, including 7.7% in US dollars, 12.7% in Sterling and 4.7% in Swiss francs. Debt, on the other hand, is exclusively euro-denominated. As the reporting currency for the financial statements is the euro, the Group must convert assets, liabilities, income and charges incurred in other currencies into euros when drawing up the financial statements.

€ million	Operating assets	Financial assets	Operating liabilities	Financial liabilities	Net position	Hedging instruments	Net position after hedging
GBP	1.95	7.84	(2.99)		6.80		6.80
CHF	0.64	1.20	(0.83)		1.01		1.01
USD	1.73	3.54	(0.73)		4.54		4.54
TOTAL	4.32	12.57	(4.55)		12.35		12.35

The results from these business activities are consolidated in the Group's income statement after conversion at the average exchange rate for the period.

C. Analysis of interest rate and currency derivative transactions

€ million	Fair value				Face value by maturity			
	at March 31st, 2022			at March 31st, 2021	at March 31st, 2022			
	Derivatives assets	Derivatives liabilities	Total	Total	Less than 1 year	1-5 years	Over 5 years	Total
Hedging of future cash flows								
Forward forex								
Interest rate swaps		-0.03	0.03	0.54	43.40			43.40
Non-qualified derivatives								
Forward forex								
Interest rate swaps								
Total		-0.03	0.03	0.54	43.40			43.40

Future flows from interest rate swaps will be as follows:

€ million	FY 2022-2023	FY 2023-2024	Beyond
Cash flows from interest rate swaps	0.03	0.00	0.00

5.2.4.15. Other long-term debt

Other financial debt corresponds to employee profit sharing:

€ million	March 31st, 2022	March 31st, 2021
Less than one year	0,53	
1-5 years	1.55	2.56
Over 5 years		
Total	2.08	2.56

Debt due in under one year is recognised in current liabilities under “Other debt”.

5.2.4.16. Financial liabilities

€ million			March 31st, 2022		March 31st, 2021	
	IAS 39 category	FV h'chy	Book value	Fair value	Book value	Fair value
Debt including accrued interest	AC		348.69	348.69	375.14	375.14
Trade payables	AC		**75.54**	**75.54**	**59.69**	**59.69**
Liabilities for personnel and social charges (1)	N/A		11.43	N/A	9.09	N/A
VAT payable and other sales taxes (1)	N/A		4.29	N/A	4.25	N/A
Interest rate derivatives liabilities	FV	2	0.03	0.03	0.54	0.54
Creditor affiliates	AC		0.60	0.60	0.58	0.58
Other debt	AC		1.68	1.68	2.03	2.03
Total other debt			18.03		16.48	

Fair value	FV
Debt liabilities at amortised cost	AC
Held for trading	HFT
Not applicable	N/A

5.2.4.17. Deferred tax

Net deferred tax breaks down as follows:

€ million	March 31st, 2022	March 31st, 2021
Revaluation of vineyards	22.89	21.76
Revaluation of tangible assets	0.88	0.88
Revaluation of intangible assets	1.55	1.56
Harvest valuation at market rates	1.42	1.46
Elimination of inventory margins	-0.56	-0.63
Elimination of provisions for treasury shares	0.08	0.08
Financial instruments	-0.01	-0.14
Depreciation allowances	4.20	3.98
Employee benefits	-4.35	-4.97
Other (1)	-1.05	-1.43
Total	25.04	22.54
Balance sheet reconciliation		
- Deferred tax assets	0.81	2.11
- Deferred tax liabilities	25.85	24.65
Total net	25.04	22.54
Including deferred tax recorded in equity	-2.04	1.55

(1) Most "Other tax" comes from temporary differences between fiscal and accounting rules

At March 31st, 2022, the deferred tax rate is 25.83%. Long term deferred taxes, mainly relating to the revaluation of vineyards, have been recalculated based on this rate.

5.2.4.18. Sector information broken down by geographic region

Turnover by client location breaks down as follows:

€ million	2021-2022	2020-2021
Turnover (by client location)		
Champagne:		
France	69.53	48.06
Europe	136.94	84.95
Rest of World	86.35	51.67
	292.82	184.68
Intermediate products and industrial services:		
France	12.77	10.49
Consolidated total	305.59	195.17

Short-term assets of Group companies located in countries other than France:

€ million	March 31st, 2022	March 31st , 2021
Short-term assets on the balance sheet*		
France	254.20	250.71
Europe	1.46	1.88
Rest of World and Other	0.36	0.45
Consolidated total	256.03	253.04

5.2.4.19. Other net operating income

This breaks down as follows:

€ million	2021-2022	2020-2021
Operating currency gains	2.01	0.69
Operating currency losses	-1.48	-0.69
Other net operating income	0.53	0.01

5.2.4.20. Payroll expenses

Payroll expenses (including social security charges, incentives and pension liabilities) are distributed among the various functions as follows:

€ million	2021-2022	2020-2021
Cost of sales	10.53	10.21
Commercial charges	16.96	14.96
Administrative charges	10.47	10.60
Total	37.96	35.77

These break down as follows:

€ million	2021-2022	2020-2021
Wages and social charges	36.93	34.84
Cost of stock options		
Pension charges – defined benefit plans	0.93	0.92
Other employee benefits		
Total	37.96	35.77

Changes to the Group headcount are as follows:

	March 31st, 2022	March 31st, 2021
Total Group waged headcount	406	403

5.2.4.21. Other operating income and charges

€ million	2021-2022	2020-2021
Other operating income		
Disposals of fixed assets	0.04	0.12
Other income	0.29	0.51
Total	0.33	0.63
Other operating costs		
Residual value of fixed asset disposals	-0.03	-0.04
Other costs	-0.53	-0.49
Total	-0.56	-0.53

5.2.4.22. Financial income

€ million	2021-2022	2020-2021
Cost of gross debt	-7.26	-7.10
Cash management income	0.77	0.70
Cost of net debt	-6.50	-6.40
Financial instruments	-0.39	0.36
Others, net	-0.09	-0.08
Other financial income and charges	-0.48	0.27
Financial income	-6.98	-6.13
Items directly recorded in equity		
Unrealised currency gains/losses	0.28	0.01

The net financial expenses above include the following items deriving from assets and liabilities that are not recorded at fair value in the income statement:

Interest income on financial assets	0.77	0.70
Debt interest payments	-7.26	-7.10

5.2.4.23. Tax

Tax and effective tax rates break down as follows:

€ million	2021-2022	2020-2021
Current tax	18.90	9.42
Deferred tax	0.54	0.34
Total	19.43	9.76
Pre-tax profit	69.99	35.15
Effective tax rate	27.8%	27.8%

The difference between the theoretical tax rate (the corporation tax rate applicable to French companies) and the effective tax rate stated in the consolidated financial statements breaks down as follows:

€ million	2021-2022	%	2020-2021	%
Total consolidated income before income tax and deferred tax	69.99		35.15	
Theoretical tax liability	18.08	25.8%	9.08	25.8%
Permanent accounting and fiscal differences	1.93	2.8%	1.77	5.0%
Fiscal losses not activated for the period	0.78	1.1%	-0.47	-1.3%
Savings linked to fiscal integration	0.01	0.0%	-0.61	-1.7%
Sundry	-1.37	-2.0%	-0.02	0.0%
Effective tax liability	19.43	27.8%	9.76	27.8%

Laurent-Perrier and Champagne Laurent-Perrier are members of a fiscally-integrated Group. The agreements signed between the parent company and the integrated subsidiary apply the neutral tax method, whereby the subsidiary accounts for tax liabilities as if it had been taxed separately, the parent company recording its own liability and the savings flowing from the tax integration.

5.2.4.24. Contingent commitments and liabilities

Financial liabilities

At March 31st 2022, a portion of the bank liabilities described in §5.2.4.11, which have a €265.0 million authorised credit line, were provided with various guarantees carrying security in the form of "warrants douaniers"(stocks of wine assigned as collateral) a special type of bank guarantee used in Champagne. At March 31st, 2021, the amount of the guarantees was €265.0 million euros.

Under the terms of the agreements with its pool of banks, the Group has undertaken, depending on the contract, to comply with some or all the following ratios:

- a net debt to shareholders' allocation for equity ratio of less than 2.0 or 2.5 depending on the contract
- a ratio of EBITDA (current operating result + provisions for depreciation +provisions for asset depreciation + allocation for provisions for risks and contingencies) to the financial result (excluding the impact of IAS19 and IAS39) greater than 2
- a financial expense to operating income ratio (excluding the impact of IAS 19 and IAS 39) greater than 2
- a ratio of value of inventories to net debt greater than 1

Failure to maintain these ratios will lead to implementation of an adjustment clause providing for a consultation meeting between the parties that carries no early repayment clause. In the case of bond debt, an additional 0.5% will be aplied on the interest rate.
At March 31st, 2022, both these ratios were honoured.

Other liabilities

- Several subsidiaries have entered into agreements with suppliers to purchase a material proportion of their grape requirement. The agreements relate to specific areas of land and owing to the variations in yield and price from one year to another no reasonable approximation of the liabilities involved can be made. Such commitments are vital to the operation of a champagne house.
- The Laurent-Perrier Group holds 45,852.20 hectolitres of wine from the 2000 to 2021 harvests in its cellars, constituting a set-aside reserve belonging to wine growers and co-operatives.

5.2.4.25. Transactions with related parties

Compensation of senior executives

The charges in respect of compensation for members of the Group Management Board, its Supervisory Board and main non-mandated Directors are as follows:

€ million	2021-2022	2020-2021
Compensation paid to members of the Supervisory Board	0.19	0.20
Salaries and other short-term benefits	1.50	2.00
Benefits subsequent to employment - cost of services rendered	0.04	0.04
Severance indemnities		
Payments based on shares		
Cost over the period	1.73	2.24

Other transactions

€ million	2021-2022	2020-2021
Fees paid to companies sharing senior executives with Laurent-Perrier	0.07	0.12
Interest paid to members of the Supervisory Board on monies deposited in current accounts	0.01	0.01
Cost over the period	0.08	0.13

5.2.4.26. Statutory Auditors' fees

€000's	PricewaterhouseCoopers Audit				KPMG			
	Amount		%		Amount		%	
	2021/22	2020/21	**2021/22**	2020/21	**2021/22**	2020/21	**2021/22**	2020/21
Statuory auditing, certifcation auditing of individual and consolidated accounts								
Laurent-Perrier SA	**70.4**	60.5	**33%**	31%	**53.4**	60.5	**32%**	39%
Fully-consolidated subsidiaries	**142.4**	135.4	**67%**	69%	**85.7**	83.2	**52%**	54%
Subtotal	**212.8**	195.9	**100%**	100%	**139.1**	143.7	**84%**	93%
Other activities and services directly related to the statuory auditor's remit								
Laurent-Perrier SA *					**27.0**	10.0	**16%**	7%
Fully-consolidated subsidiaries								
Subtotal					**27.0**	10.0	**16%**	7%
TOTAL	**212.8**	195.9	**100%**	100%	**166.1**	153.7	**100%**	100%

*Report on social, environmental and societal information included in the Management Report.

5.2.4.27. Events since the closure of accounts

Since the Management Board signed off the financial statements there have been no subsequent events likely to have any material impact on the Group's financial situation and assets.

5.2.5. Scope of consolidation

5.2.5.1. Fully-consolidated companies

Company	Registered office	Siren No.	% Control	% Stake
France				
Laurent-Perrier	32, avenue de Champagne 51150 Tours sur Marne	335 680 096	100.00	100.00
Champagne Laurent-Perrier	32, avenue de Champagne 51150 Tours sur Marne	351 306 022	100.00	100.00
Laurent-Perrier Diffusion	32, avenue de Champagne 51150 Tours sur Marne	337 180 152	100.00	100.00
Société A.S.	5-7, rue de la Brèche d'Oger 51190 Le Mesnil sur Oger	095 751 038	99.50	99.50
Grands Vignobles de Champagne	32, avenue de Champagne 51150 Tours sur Marne	379 525 389	100.00	100.00
SCA Coteaux de Charmeronde	32, avenue de Champagne 51150 Tours sur Marne	389 698 622	51.14	51.14
SCA Coteaux du Barrois	32, avenue de Champagne 51150 Tours sur Marne	350 251 351	50.96	50.96
Champagne de Castellane	57, rue de Verdun 51200 EPERNAY	095 650 529	100.00	100.00
Château Malakoff S.A.	1 rue de Champagne 51190 OGER	095 750 089	100.00	100.00
SC de Chamoé	32, avenue de Champagne 51150 Tours sur Marne	390 025 716	100.00	100.00
SC Coteaux de la Louvière	32, avenue de Champagne 51150 Tours sur Marne	384 974 835	50.44	30.00
SCEA des Grands Monts	32, avenue de Champagne 51150 Tours sur Marne	388 367 534	51.15	30.00
SC Cuvillier	Domaine Laurent-Perrier 51150 Tours sur Marne	388 693 657	100.00	100.00
SC Dirice	32, avenue de Champagne 51150 Tours sur Marne	414 522 367	100.00	100.00
SAS François Daumale	32, avenue de Champagne 51150 Tours sur Marne	393 720 149	100.00	100.00

Foreign countries				
Laurent-Perrier UK LTD	66/68 Chapel Street Marlow Bucks SL 7 1 DE GRANDE BRETAGNE	/	100.00	100.00
Laurent-Perrier U.S., Inc.	3718 Northern Bd Suite 413 Long Island City New York 11101 USA	/	100.00	100.00
Laurent-Perrier Suisse	Chemin de la Vuarpillière 35 1260 NYONS SUISSE	/	100.00	100.00
Laurent-Perrier Italia Spa	Via FARINI 9 40100 BOLOGNA	/	72.00	72.00

5.2.5.2. Companies consolidated under the equity method

Company	Registered office	Siren No.	% Control	% Stake
France				
SARL Pétret-Martinval	9, rue des Ecoles 51530 Chouilly	407 910 629	49.00	49.00

5.3. PARENT COMPANY FINANCIAL STATEMENTS AT MARCH 31, 2020, 2021 AND 2022

Income Statement

		Year ending		
€ million	Notes	March 31 2020	March 31 2021	March 31 2022
Turnover	9	1.49	1.49	1.49
Excess depreciation and expense transfer		0.63	0.71	0.36
Other income	9	5.57	3.54	7.45
Total operating income		7.69	5.73	9.30
Purchase of goods				
Change in inventory (goods)				
Other purchases and external charges		-1.04	-0.85	-1.02
Tax and similar payments		-0.23	-0.25	-0.25
Wages and Salaries	10	-1.98	-2.17	-1.66
Payroll taxes	10	-0.76	-0.82	-0.75
Amortisation and depreciation		-0.46	-0.45	-0.61
Provisions		-0.82	-1.04	-1.05
Other expenses		-0.37	-0.26	-0.27
Operating profit		**2.02**	**-0.11**	**3.68**
Financial income		8.21	8.16	7.51
Financial charges		-4.02	-3.75	-4.17
Net financial income	11	**4.19**	**4.41**	**3.34**
Current pre-tax profit		**6.21**	**4.29**	**7.02**
Extraordinary income		0.01	0.01	0.01
Extraordinary expenses		0.00	0.00	-0.02
Extraordinary profit	12	**0.01**	**0.01**	**-0.01**
Income tax	13	0.03	0.61	-0.39
Employee profit sharing				
Net income		**6.25**	**4.91**	**6.63**

Balance Sheet

€ million	Notes	Year ending March 31 2020	Year ending March 31 2021	Year ending March 31 2022
ASSETS				
Intangible fixed assets		1.91	1.91	1.91
Tangible fixed assets		0.79	0.92	1.33
Long-term investments and loans		111.33	111.31	111.31
Other long-term investments				
Total fixed assets	1 & 2	**114.02**	**114.14**	**114.55**
Inventory and work in progress				
Trade receivables		8.54	6.06	10.88
Other receivables and related accounts	7	95.97	90.33	87.12
Marketable securities	3	1.85	1.72	3.17
Cash and cash equivalents		1.03	3.73	6.66
Prepaid expenses		0.02	0.02	0.06
Current assets		**107.41**	**101.85**	**107.88**
Cost of bond issue to amortise		1.65	1.25	1.21
Total assets		**223.08**	**217.24**	**223.64**

	Notes	Year ending March 31 2020	Year ending March 31 2021	Year ending March 31 2022
LIABILITIES				
Capital	4	22.59	22.59	22.59
Additional paid-in capital		20.22	20.22	20.22
Legal reserve		3.72	3.72	3.72
Statutory reserves		2.71	2.71	2.71
Special regulated reserves		7.04	7.04	7.04
Retained earnings		8.77	8.92	7.91
Net income		6.25	4.91	6.63
Investment subsidies		0.04	0.04	0.04
Regulated provisions		0.03	0.02	0.03
Total shareholders' equity	4	**71.37**	**70.18**	**70.89**
Other equity				
Contingency and loss provisions	5	**1.69**	**2.03**	**2.72**
Borrowing and financial debt	6	145.13	139.72	144.60
Trade payables and related accounts		0.36	0.32	0.52
Fiscal and social liabilities	7	3.23	1.73	2.44
Other liabilities and related accounts	7	1.30	3.27	2.47
		150.02	**145.03**	**150.03**
Total liabilities		**223.08**	**217.24**	**223.64**

5.4 NOTES TO THE FINANCIAL STATEMENTS, YEAR ENDING MARCH 31, 2022

5.4.1. Accounting Principles

The financial statements are drawn up in accordance with standard accounting procedures and the recommendations of the French Commercial Code. General accounting practices were applied on a prudential basis in accordance with the following basic assumptions:

- continuity of operations,
- consistency of accounting methods from one financial year to another,
- standalone accounts for each financial year.

5.4.2. Valuation principles and methods

The financial statements are prepared on the historical cost principle.

5.4.2.1. Intangible fixed assets

Trademarks are recorded at their historic value. The amount recorded does not therefore represent their intrinsic value. Impairment tests are regularly carried out at Group level to ascertain that the current value of these assets is higher than their net book value. The impairment tests carried out, based on future cash flows, show no material impairment.

The costs of registering and renewing trademarks and research on trademarks have not been recorded as fixed assets since 1 April 2005. They are now expensed pursuant to opinion 04-15 of the Conseil National de la Comptabilité.

5.4.2.2. Tangible fixed assets

Tangible fixed assets are valued at their acquisition cost including the purchase price and ancillary cost, or at their production cost.

Interest on specific loans for the production of fixed assets is not included in the production cost of these fixed assets.

Depreciation is calculated on a straight-line basis over the estimated useful life of the asset. The principal depreciation periods are as follows:

- Buildings fixtures and fittings 7-25 years
- Furniture and equipment 5-10 years

5.4.2.3. Long-term financial investments

These are recorded at their historic value (acquisition or contribution value).

At the close of the financial year, the inventory value of securities is determined on the basis of the share of capital stock held and taking into account possible unrealised capital gains and profitability forecasts.

Accordingly, a depreciation is booked if this inventory value is lower than gross value.

5.4.2.4. Receivables and payables in foreign currencies

Foreign currency transactions are translated into euros at the exchange rate prevailing on the date of the transaction. Foreign currency asset and liability balances are converted at the rate prevailing at the year-end closure date, and any resulting unrealised foreign exchange gains or losses are recorded in the balance sheet. Unrealised foreign currency losses are provisioned for risk.

5.4.2.5. Receivables

Receivables are recorded at their nominal value. A depreciation for impairment is written when the realisable value is lower than the book value.

5.4.2.6. Contingencies and loss provisions

These provisions cover clearly-defined risks and liabilities whose occurrence is considered probable on the basis of past or current events.

5.4.2.7. Pensions and other commitments to personnel

Pensions, supplementary pensions, and retirement indemnity liabilities are recorded as off-balance sheet commitments and measured on the basis of actuarial calculations. These amounts were calculated using the projected credit unit (PCU) method. The main actuarial assumptions used are as follows:

- Discount rate: 1.60%
- Annual wage increases: Non-managerial: 2.0% Managerial: 2.75%
- Retirement age:
  - Managerial: 64
  - Supervisory, clerical and operative: 62
- Mortality table: INSEE TD/TV 2015-2017
- Annual staff turnover rate

	Managerial	Clerical and operative
Before age 30	9.3%	9.3%
31-45	3.1%	3.1%
46-55	1.5%	1.5%
After 56	0%	0%

5.4.2.8. Financial instruments and derivatives

The company uses financial derivatives to operationally manage and hedge exchange rate and interest rate risk. The company does not use derivatives for speculative purposes.
During the fiscal year ended March 31st, 2022, the Company has applied Regulation ANC 2015-05 on financial futures and hedging operations. This Regulation has not had any material impact on the presentation of the financial statements.

5.4.2.9. Criteria used to determine non-recurrent items

Non-recurrent items are revenues and expenditures outside the company’s normal operations. They concern either profit and loss related operations or capital transactions.

5.4.2.10. Other information

As parent company, the Company also prepares consolidated financial statements that take account of the company’s annual financial statements under the full consolidation method.

Breakdown of Balance Sheet and Income Statement

All figures € million.

NOTE 1 – Gross value of fixed assets

	Gross values at April 1, 2021	Acquisitions	Disposals	Other movements	Gross values at March 31, 2022
Gross values					
Intangible fixed assets					
Brands	1.91				1.91
Trademark registration/renewal	0.00				0.00
Other	0.01				0.01
Sub-total	1.91	0.00	0.00	0.00	1.91
Tangible fixed assets					
Land					
Buildings	1.28	0.13			1.40
Machinery & Equipment	0.16				0.26
Other	1.74	0.44			1.98
Sub-total	3.18	0.67	0.00	-0.21	3.65
Long-term investments and loans					
Equity interests	110.84	0.00			110.84
Other long-term financial assets	0.47	0.01	-0.01		0.46
Sub-total	111.33	0.01	-0.01	0.00	111.31
GRAND TOTAL	116.41	0.68	-0.01	-0.21	116.87

Breakdown of "Equity interests" item:

Champagne Laurent-Perrier	2 900 295 shares	54.98
A.S. (Salon + Delamotte)	181 519 shares	9.86
Champagne de Castellane	94 763 shares	3.44
Grands Vignobles de Champagne	16 634 shares	1.39
Château Malakoff	2 660 shares	38.99
S.C. Coteaux du Barrois	851 units	0.13
S.C. Coteaux de Charmeronde	1 570 units	0.24
SCEV Grands Monts	4 500 units	0.07
S.C. Chamoé	1 620 units	0.34
S.C. Coteaux de la Louvière	1 160 units	0.02
S.C. Cuvillier	229 units	0.08
S.C. Dirice	59 units	0.31
SA Vitibot		1.00
		110.84

NOTE 2 – Depreciation, amortisation

	A&D at April 1 2021	Increases	Decreases	Other movements	A&D at March 31 2022
Amortisation & Depreciation					
Intangible fixed assets					
Trademarks					
Other	0.01				0.01
Sub-total	0.01	0.00	0.00	0.00	0.01
Tangible fixed assets					
Land					-
Buildings	0.61	0.05			0.66
Machinery and equipment	0.16	0.01			0.17
Other	1.49	0.00			1.49
Sub-total	2.26	0.07	-0.01	0.00	2.32
Long-term investments and loans					
Equity interests					-
Other LT financial assets					-
Sub-total	0	0	0	0	0
Grand total	2.26	0.07	-0.01	0.00	2.32

NOTE 3 – Marketable securities

At March 31, 2022, marketable securities totalled €3.17 million and included 35,857 treasury shares held under a stock options plan for a amount of €2.8 million, and 3,903 shares held under a market-making contract for a total amount of €0.38 million. During the fiscal year ended March 31st, 2022, 5662 shares were sold to cover stock option plans and 353 were sold for market-making purposes.

	At March 31	
Gross values	**2021**	**2022**
Treasury shares held under a stock options plan	1.38	2.79
Market making contract	0.34	0.38
Total	1.72	3.17

The book value of those shares not allocated to a stock options plan was compared with the average share price during the last 20 trading sessions immediately preceding the end of the financial year. Because this average price of €95.22 was higher than the cost price, no depreciation for impairment was booked.

NOTE 4 – Composition of share capital and change in shareholders' equity

The share capital comprises 5,945,861 shares with a nominal value of €3.80.
Changes to shareholders' equity were as follows:

Amount at March 31,2021	**…………….**	**70.18**
Net capital increase	…………….	
Net income	…………….	6.63
Dividend distribution	…………….	-5.92
Regulated provisions	…………….	0.01
Amount at March 31,2022	**…………….**	**70.89**

NOTE 5 – Contingencies and loss provisions

	Amount at April 1 2021	Provisions	Used	Amount at March 31 2022
Nature of provisions				
Stock option charge	0.78	0.37	-0.36	0.79
Other	1.25	0.69	0.00	1.93
Total	2.03	1.05	-0.36	2.72

The provision for stock option risk corresponds to the difference between the price of stock options granted to employees, and the net accounting value of treasury shares. Other provisions relate to a provision for contingent growth premium for € 1.93 million. The amount provisioned in this respect, including social security contributions, was €0.69 million.

NOTE 6 – Borrowing and financial debts

	Total amount	Less than 1 year	1-5 years	Over 5 years
Bond issue	130.40	3.40	85.00	42.00
Debt with lending inst.	14.20	4.20	0.47	9.53
TOTAL	144.60	7.60	85.47	51.53

Interest-rate hedges have been put in place in previous financial years as follows:
€3.4 million at the fixed rate of 0.64% maturing on October 2022

The fair value of the financial instruments taken out by the company amounted to -0.03 million euros at March 31, 2022.

NOTE 7 – **Other receivables and other debts**

Other receivables can be broken down as follows:

	At March 31	
Other receivables	**2021**	**2022**
Subsidiaries – Tax integration	0.00	0.00
State – Advance Corporate income tax payments	2.66	0.85
Current accounts – Group companies	87.65	86.24
Other	0.02	0.03
Total	90.33	87.12

Other payables include the following items:

	At March 31		
Fiscal and social payables, other debt and adjustment accounts	**2021**	**2022**	o/w Related parties
Owed to personnel	0.51	0.55	
Social bodies	0.30	0.34	
State – VAT and other taxes	0.88	1.54	
Subsidiaries – Tax integration	2.06	1.23	1.23
Current accounts – Group companies	0.74	0.77	0.77
Current accounts – Shareholders	0.45	0.42	
Other	0.06	0.05	
Total	5.00	4.91	2.00

All these other receivables and payables are due at less than one year.

Shareholders' current accounts earn interest at the prevailing fiscal rate (1.15% as at March 31, 2022). Interest paid on these current accounts amounted to €0.005 million compared with €0.007 million in the previous financial year.

Transactions with related parties took place at normal market conditions.

NOTE 8 – Other information relating to the balance sheet

	Amounts concerning affiliates	Accrued expenses
BALANCE SHEET ITEMS		
Equity interests and related payables	110.84	
Trade receivables and related accounts	10.88	
Other receivables	86.24	
Loans from credit institutions		2.40
Trade payables and related accounts		0.20
Tax and social security liabilities		2.31
Other liabilities	2.04	0.01

NOTE 9– Breakdown of turnover and other income

	At March 31	
	2021	**2022**
Fees for use of Louvois	0.15	0.15
Administrative assistance	1.33	1.33
Total turnover	1.49	1.49
Brand royalties	3.53	7.44
Other income	0.01	0.01
Total turnover	3.54	7.45

NOTE 10 – Personnel expenses

Company personnel costs (including social security contributions) amounted to €2.41 million compared with €2.99 million in the previous financial year.
At March 31, 2022 the workforce stood as follows:

	At March 31	
Workforce	**2021**	**2022**
Managerial	8	8
Supervisory		
Clerical	5	5
Operatives	2	2
Total	15	15

NOTE 11 – Financial income and expenses

Financial income was positive and can be broken down as follows:

	Years	
INCOME	2020/2021	2021/2022
Dividends received	6.68	5.97
Sundry financial income	1.48	1.54
Provision writebacks	0.00	0.00
EXPENSES		
Provisions	0.00	0.00
Interest and similar charges	-3.70	-3.77
Net expenses on disposal of marketable securities	-0.05	-0.40
Total	4.41	3.34

Applying Regulation ANC 2015-05 had no impact as the Company did not use any currency futures.

NOTE 12 – Extraordinary income and expenses

The exceptional result includes only the annual reversal of accelerated depreciation.

NOTE 13 – Corporate income tax

Laurent-Perrier and Champagne Laurent-Perrier are members of a tax-consolidated Group.
Tax-sharing agreements concluded between the parent company and its subsidiary apply the principle of tax neutrality. Taxes owed are recorded by the subsidiary as if it were taxed as a separate company. The parent company records its own tax charge and the tax savings or expenses generated from the application of the principle.

	€ million	Income tax € million
Breakdown of tax between current pre-tax profit and extraordinary profit		
Current pre-tax profit	7.02	0.37
Extraordinary income	-0.01	0.00
Corporate income tax	-0.37	0.00
Tax consolidation: saving (payable)	0.00	0.00
on corporate income tax	-0.01	0.01
Net income	6.63	0.39

NOTE 14 – Off-balance sheet commitments

Commitments for retirement indemnities amount to €0.73 million.

NOTE 15 – Remuneration of governance bodies

€ million	2020-2021	2021-2022
Remuneration of Supervisory Board members	0.20	0.19
Management Board: salaries and other short-term benefits	1.34	0.83
Benefits subsequent to employment -cost of services rendered	0.04	0.02
Full-year expense	1.57	1.04

Note 16 – Main operations over the period

In a champagne market that is experiencing strong growth in shipments and despite the tensions linked to the conflict in Ukraine, the Laurent-Perrier Group has recorded a sharp increase in its results. This performance is supported by the global economic recovery following the improvement in the health situation and by the efforts undertaken for several years on the Group's value policy. The Laurent-Perrier Group is thus maintaining the course of its strategy by continuing to rely on the quality of its Champagne wines, the quality of its teams, the strength of its brands and the control of its distribution

Note 17 – Events since the closure of accounts

Since the Management Board signed off the financial statements there have been no subsequent events likely to have any material impact on the Group's financial situation and assets.

Note 18 – SUBSIDIARIES AND AFFILIATES

Detailed information about each subsidiary and affiliate subject to disclosure obligations in which the Group owns more than 1%	Financial information			
	Capital	Shareholders' equity other than capital	Owner-ship interest %	Income (profit or loss from last financial year)
1 . Subsidiaries (over 50% owned)				
CHAMPAGNE LAURENT-PERRIER	44 200 816 €	236 590 460 €	100.00%	31 402 723 €
A.S.	698 638 €	103 521 240 €	98.73%	12 651 930 €
CHÂTEAU MALAKOFF	5 865 200 €	26 922 587 €	99.77%	906 528 €
SCEA DES COTEAUX DU BARROIS	253 840 €	30 793 €	50.96%	21 180 €
SCEA DES COTEAUX DE CHARMERONDE	466 640 €	46 114 €	51.14%	17 763 €
SCEV DES GRANDS MONTS	132 000 €	25 638 €	51.15%	23 370 €
STE CIVILE DE CHAMOE	246 240 €	1 347 €	100.00%	619 €
STE CIVILE CUVILLIER	3 450 €	7 849 €	99.57%	7 793 €
SC DES COTEAUX DE LA LOUVIERE	34 500 €	8 736 €	50.44%	8 173 €
SC DIRICE	9 600 €	243 729 €	98.33%	215 247 €
2. Affiliates (between 10% and 50% owned)				
CHAMPAGNE DE CASTELLANE	9 162 821 €	33 146 779 €	15.76%	-11 193 €
GRANDS VIGNOBLES DE CHAMPAGNE	1 145 713 €	13 551 061 €	22.13%	706 990 €

General information on all subsidiaries and affiliates owned	Subsidiaries		Affiliates	
	French	Foreign	French	Foreign
Book value of shares owned				
- gross	105 014 774		4 829 956	
- net	105 014 774		4 829 956	
Loans and advances granted	86 239 413			
Guarantees given				
Dividends received	5 971 302			

5.5. RESULTS OF THE PAST FIVE FINANCIAL YEARS

€ 000s	01/4/2021 to 31/3/2022	01/4/2020 to 31/3/2021	01/4/2019 to 31/3/2020	01/4/2018 to 31/3/2019	01/04/2017 to 01/04/2018
Share capital	22,594	22,594	22,594	22,594	22,594
Number of ordinary shares	5,945,861	5,945,861	5,945,861	5,945,861	5,945,861
Preferred non-voting stocks					
Maximum number of shares to be issued					
through bond conversion					
through subscription rights					
TRANSACTIONS AND RESULTS FOR THE FINANCIAL YEAR					
Sales (ex-VAT)	1,487	1,487	1,487	1,490	1,515
Pre-tax income, before employee profit sharing, amortisation and provisions	8,322	5,086	6,871	6,231	7,360
Corporate income tax	(386)	612	29	(65)	(578)
Employee profit-sharing for the financial year					
After-tax income, including employee profit sharing, amortisation and provisions	6,625	4,912	6,246	5,803	5,960
Income distributed to shareholders	5,920	5,920	6,808	6,210	6,200
EARNING PER SHARE (€)					
Earnings after taxes and employee profit sharing but before depreciation, amortisation and provisions	1.34	0.96	1.16	1.06	1.34
Earnings after employee profit sharing, taxes, depreciation, amortisation and provisions	1.11	0.83	1.05	0.98	1.00
Dividend per share (1)	1.00 €	1.03 €	1.15 €	1.05 €	1.05 €
Average number of employees	15	15	12	14	15
Total payroll (2)	1,662	2,168	1,983	1,549	1,506
Amounts paid out in benefits (social security, benefits, etc.) (2)	748	824	764	681	751

(1) Specify if dividend is gross or net, where appropriate by share class.
(2) Average rate of Social Security charges for external staff (temporary or seconded employees or staff on loan) for 2006 and previous fiscal years).

5.6. REPORT OF THE STATUTORY AUDITORS ON THE ANNUAL FINANCIAL STATEMENTS

5.6.1. Report of the statutory auditors on the annual financial statements

(Year ended March 31, 2022)

To the General Meeting,
Laurent Perrier
32, avenue de Champagne
BP 3
51150 Tours-sur-Marne

"This is a free translation into English of the statutory auditors' report issued in the French language and is provided solely for the convenience of English speaking readers. This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France."

Opinion
In execution of the mission entrusted to us by your General Meeting, we have audited the annual financial statements of Laurent-Perrier S.A. for the financial year ended 31 March 2022, as attached to this report.

In our opinion, the financial statements give a true and fair view of the results of operations of the past financial year and of the financial position and assets of the company at the end of this year.

The opinion expressed above is consistent with the content of our report to the audit committee.

Basis of the opinion

Audit framework
We conducted our audit according to the applicable professional standards in France. We believe that we have obtained sufficient and appropriate evidence on which to base our opinion.

Our responsibilities under these standards are set out in the "Responsibilities of the statutory auditor for the audit of the annual financial statements" section of this report.

Independence
We conducted our audit in accordance with the rules of independence set out in the Commercial Code and in the Code of Ethics for Statutory Auditors for the period from 1 April 2020 to the date of issue of our report, and in particular we have not provided any services prohibited by Article 5(1) of Regulation (EU) No 537/2014.

Justification of the assessments – Key points of the audit
The global crisis linked to the COVID-19 pandemic has created special conditions for the preparation and audit of the accounts for this financial year. Indeed, this crisis and the exceptional measures taken as part of the state of health emergency have had multiple consequences for companies, particularly on their activity and financing, as well as increased uncertainty about their future prospects. Some of these measures, such as travel restrictions and teleworking, have also had an impact on the internal organisation of companies and the way in which audits are carried out.

It is in this complex and evolving context that, in accordance with the provisions of Articles L.823-9 and R.823-7 of the Commercial Code relating to the justification of our assessments, we bring to your attention the key points of the audit relating to the risks of material misstatement which, in our professional judgement, were the most important for the audit of the prices financial statements for the year, as well as our responses to these risks.

These assessments were made as part of our audit of the annual financial statements taken as a whole and the opinion we formed which is expressed above. We express no opinion on the elements of these annual accounts taken separately.

Valuation of equity investments

Description of the risk

As at 31 March 2022, equity investments are recorded in the company's balance sheet at a net book value of €109.8 million, representing 49% of the balance sheet total. They are recorded at their acquisition cost or contribution value. When the book value of an investment is lower than its cost price, a provision for impairment is recorded for the amount of the shortfall.

As indicated in the paragraph "Financial assets" in note 2.3 to the annual financial statements, the book value of an investment corresponds to its value in use, which is assessed at the closing date of the financial year on the basis of the share of equity held and taking into account any unrealised capital gains and profitability prospects.

Estimating the value in use of these securities requires judgement on the part of Management and is based on multi-criteria valuation models. In this context and because of the uncertainties inherent in certain items used in estimates, we considered that the valuation of equity investments was a key point of our audit.

Our response to the risk

Our work consisted in:

- verifying the permanence and appropriateness of the valuation methods used, as well as the justification of the figures used;

- comparing the book value of equity investments with the share of net worth of the equity investments held. If this net position is lower than the book value, conducting an additional analysis to assess the consistency of the revalued value of fixed assets (especially vineyards) or the consistency of cash flow and operating forecasts with past performance and market prospects;

- assessing the appropriateness of the information given in the notes to the financial statements.

Specific verifications
We also performed, in accordance with professional standards applicable in France, the specific checks required by the laws and regulations.

Information given in the management report and in other documents on the financial situation and annual accounts addressed to shareholders

We have no observations to report as to the accuracy and consistency with the annual accounts of the information provided in the Management Board's management report and in the documents addressed to the shareholders on the financial situation and the annual accounts.

We certify that the information relating to payment periods mentioned in Article D.441-6 of the French Commercial Code is true and fair and consistent with the annual financial statements.

Report on corporate governance

We attest to the existence, in the Supervisory Board's report on corporate governance, of the information required by Articles L.225 -37 -4, -37-9 and L.225-37-4 of the French Commercial Code.

Concerning the information provided in accordance with the provisions of Article L.22-10-9 of the French Commercial Code on compensation and benefits paid or allocated to corporate officers and on commitments made in their favour, we have verified its consistency with the financial statements or with the data used to prepare these financial statements and, where applicable, with the information collected by your Company from companies controlled by it which are included in the scope of consolidation. On the basis of this work, we attest to the accuracy and fairness of this information.

Concerning the information relating to items that your Company considered likely to have an impact in the event of a takeover bid or exchange offer, provided in accordance with the provisions of Article L.22-10-11 of the French Commercial Code, we have verified their conformity with the documents from which they are derived and which have been communicated to us. On the basis of this work, we have no comments to make on this information.

Other information

In accordance with the law, we have verified that the required information concerning the identity of the holders of the capital and voting rights has been disclosed to you in the management report.

Other verifications or information required by law and regulations

Format of the annual financial statements to be included in the annual financial report

In accordance with the professional practice standard on the due diligence of statutory auditors in relation to the annual and consolidated financial statements presented in accordance with the single European electronic information format, we have also verified compliance with this format defined by European Delegated Regulation No. 2019/815 of 17 December 2018 in the presentation of the annual financial statements intended for inclusion in the annual financial report mentioned in I of Article L.451-1-2 of the French Monetary and Financial Code, prepared under the responsibility of the Chairman of the Executive Board.
Based on our work, we conclude that the presentation of the annual financial statements to be included in the annual financial report complies, in all material respects, with the Single European Electronic Reporting Format.
It is not our responsibility to verify that the financial statements that will be effectively included by your company in the annual financial report filed with the AMF correspond to those on which we have performed our work.

Appointment of the Statutory Auditors

We were appointed as Statutory Auditors of Laurent-Perrier S.A by your General Meeting of 5 July 2011 for KPMG S.A. and of 11 July 1996 for PricewaterhouseCoopers Audit.

As at 31 March 2022, KPMG S.A. was in the 11th year of its uninterrupted engagement and PricewaterhouseCoopers Audit was in the 26th year, including 23 years since the company's shares were admitted to trading on a regulated market.

Responsibilities of Management and those responsible for Corporate Governance in respect of the annual financial statements

It is the responsibility of management to prepare financial statements that give a true and fair view in accordance with French accounting rules and principles and to implement such internal control as it determines is necessary to ensure that the financial statements are free from material misstatement, whether due to fraud or error.

In preparing the annual financial statements, it is the responsibility of management to make an assessment of the company's ability to continue as a going concern, to disclose in these financial statements, where appropriate, the necessary information relating to the going concern and to apply the going concern accounting policy, unless the company is to be wound up or cease operations.

The Audit Committee is responsible for monitoring the process of preparing financial information and for monitoring the effectiveness of internal control and risk management systems, as well as, where applicable, internal audit, with respect to procedures relating to the preparation and processing of accounting and financial information.

The annual financial statements were drawn up by the Management Board.

Responsibilities of the statutory auditor for the audit of the annual accounts

Objectives and audit approach

Our role is to issue a report on the annual financial statements. Our objective is to obtain reasonable assurance about whether the annual financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements may result from fraud or error and are considered material when it can reasonably be expected that they could, individually or in aggregate, influence the economic decisions that users of the accounts make based on them.

As stated in Article L.823-10-1 of the French Commercial Code, our accounts certification role does not consist in guaranteeing the viability or quality of the management of your company.

As part of an audit conducted in accordance with the professional standards applicable in France, the Statutory Auditor exercises professional judgement throughout the audit. And furthermore:

- the Statutory Auditor identifies and assesses the risks of material misstatement of the annual financial statements, whether due to fraud or error, defines and performs audit procedures to address those risks, and obtains sufficient and appropriate evidence to form an opinion The risk of not detecting a material misstatement due to fraud is higher than that of a material misstatement due to error because fraud may involve collusion, falsification, wilful misrepresentation or circumvention of internal controls;

- the Statutory Auditor obtains an understanding of the internal controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal controls;

- the Statutory Auditor assesses the appropriateness of the accounting methods used and the reasonableness of the accounting estimates made by Management, as well as the information concerning them provided in the consolidated financial statements;

- the Statutory Auditor assesses the appropriateness of management's application of the going concern accounting policy and, depending on the information collected, whether or not there is significant uncertainty related to events or circumstances that could jeopardise the company's ability to continue as a going concern. This assessment is based on the information collected up to the date of its report, it being noted, however, that subsequent circumstances or events could call into question the going concern principle. If the Statutory Auditor concludes that significant uncertainty exists, it draws the attention of the readers of its report to the information provided in the financial statements about this uncertainty or, if this information is not provided or is not relevant, it issues a qualified opinion or a refusal to certify;

- the Statutory Auditor assesses the overall presentation of the annual financial statements and whether the financial statements reflect the underlying transactions and events so as to give a true and fair presentation.

Report to the Audit Committee

We have submitted a report to the Audit Committee, including the scope of the audit work and the work programme implemented, as well as the conclusions arising from our work. We also report to it, where appropriate, on any material weaknesses in internal control that we have identified in the procedures for the preparation and processing of accounting and financial information.

Among the elements communicated in the report to the Audit Committee are the risks of material misstatement, which we consider to have been the most important for the audit of the annual financial statements for the year and which therefore constitute the key audit issues, which we are required to describe in this report.

We also provide the Audit Committee with the declaration provided for in Article 6 of Regulation (EU) No. 537- 2014 confirming our independence within the meaning of the rules applicable in France, as set out in particular by Articles L.822-10 to L.822-14 of the French Commercial Code and in the Statutory Auditors' Code of Ethics. Where appropriate, we discuss the risks to our independence with the Audit Committee and the safeguards applied.

Neuilly-sur-Seine and Reims, June 23, 2022

The Statutory Auditors

PricewaterhouseCoopers Audit	KPMG S.A.
Xavier Belet	Hervé Martin

5.6.2. Report of the statutory auditors on the consolidated financial statements

"This is a free translation into English of the statutory auditors' report issued in the French language and is provided solely for the convenience of English speaking readers. This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France."

To the General Meeting
Laurent-Perrier
32, avenue de Champagne
BP 3
51150 Tours-sur-Marne

Opinion
In execution of the mission entrusted to us by your General Meeting, we have audited the consolidated financial statements of Laurent-Perrier S.A. for the financial year ended 31 March 2022, as attached to this report.

We certify that the consolidated financial statements, with respect to the IFRS standards as adopted in the European Union, are true and fair and are a faithful reflection of the operations of the previous year and the financial position and assets of the group made up of the persons and companies included within the scope of the consolidation.

The audit opinion expressed above is consistent with our report to the Audit Committee.

Basis of the opinion

Audit framework

We conducted our audit according to the applicable professional standards in France. We believe that we have obtained sufficient and appropriate evidence on which to base our opinion.

Our responsibilities under these standards are set out in the "Responsibilities of the statutory auditor for the audit of the consolidated financial statements" section of this report.

Independence

We conducted our audit in accordance with the rules of independence set out in the Commercial Code and in the Code of Ethics for Statutory Auditors for the period from «debutexercice» to the date of issue of our report, and in particular we have not provided any services prohibited by Article 5(1) of Regulation (EU) No 537/2014.

Justification of the assessments - Key points of the audit
The global crisis linked to the COVID-19 pandemic has created special conditions for the preparation and audit of the accounts for this financial year. Indeed, this crisis and the exceptional measures taken as part of the state of health emergency have had multiple consequences for companies, particularly on their activity and financing, as well as increased uncertainty about their future prospects. Some of these measures, such as travel restrictions and teleworking, have also had an impact on the internal organisation of companies and the way in which audits are carried out.

It is in this complex and evolving context that, in accordance with the provisions of Articles L.823-9 and R.823-7 of the Commercial Code relating to the justification of our assessments, we bring to your attention the key points of the audit relating to the risks of material misstatement which, in our professional judgement, were the most important for the audit of the consolidated financial statements for the year, as well as our responses to these risks.

These assessments were made as part of our audit of the consolidated accounts taken as a whole and the opinion we formed which is expressed above. We express no opinion on the elements of these consolidated accounts taken separately.

Valuation of vineyards

- Description of the risk

Vineyards amount to €2.5 million and represent 15% of the total balance sheet at 31 March 2020. As indicated in notes "5.2.2.9. Property, plant and equipment" and "5.2.4.3. Property, plant and equipment" - paragraph "B - Revaluation of vineyards" in the notes to the consolidated financial statements, the Group has opted to revalue vineyards at fair value in accordance with IAS 16. The fair value is determined by geographic area within the *Appellation d'Origine Contrôlée* (protected designation of origin) (AOC) on the basis of the prevailing values published in the Official Journal by the Ministry of Agriculture-AGRESTE. The revaluation calculation is performed annually.

The difference between the historic acquisition cost and the fair value of the vineyards is recorded in equity under "Revaluation differences" for its amount net of tax.

The main risk areas associated with vineyard valuation risk are the choice of reference values, the completeness and accuracy of the monitoring file drawn up by Management regarding area, location, type of operation and form of ownership. These four components have an impact on the fair value valuation of the vineyards.

We consider that the valuation of vineyards constitutes a key aspect of our audit insofar as several sectoral characteristics form part of the valuation: the prevailing values used, location, how they are used, and the form of ownership.

- Our response to the risk

Our task consisted in:

- testing the reliability, notably arithmetic, of the file produced by the Group listing vineyard areas for each company by geographical area, according to the usage methods and type of ownership;
- verifying the Group's use of the latest prevailing values published in the Official Journal, in the report of the Ministry of Agriculture-AGRESTE to value vineyards located in the Champagne AOC area;
- verifying, on a sample basis, the characteristics of acquisitions during the year by corroborating with notarised deeds: surface area, location, acquisition value, distinguishing between the value of the land, plantations, acquisition costs and the form of ownership;
- reconciling, on a sample basis, the planting records with the file produced by the Group on the usage methods and the surface area recorded by the Group;
- verifying the effective application of a discount on the valuation of vineyard land when it is leased.

In addition, we assessed the appropriateness of the information provided in the notes to the consolidated financial statements.

Valuation and reality of stocks

- Description of the risk

Stocks amount to €553.64 million and represent 56% of the total balance sheet at 31 March 2022. Storage is a key element in the manufacturing process of bottles of champagne because of the large volumes handled and the regulatory and qualitative ageing of the bottles before they are sold.
The quantitative aspect of stocks is monitored internally with specific checks, in particular by checking the stock at the end of the financial year on the basis of the flows for the financial year (flow assessment), reconciliation with the physical inventory, and checks for consistency with declarations to customs.
As indicated in notes "5.2.2.13. Inventories and work-in-progress" and "5.2.4.5. Inventories and work in progress" in the notes to the consolidated financial statements, with the exception of the Group's own harvest, inventories are valued at cost, which may not exceed the net realisable value. The valuation method used is the weighted average unit cost excluding financial costs. Inventories of wine produced from grapes harvested by the Group from its vineyards are valued at the market value of the relevant harvest as if the grapes had been acquired. The impact of this valuation is recognised in the income statement under "Cost of sales."
Given the product development process by successive stages of production, the main risks associated with the valuation and reality of inventories are the completeness and accuracy of the incorporation of costs into the industrial cost price of bottles at the various stages of production and the reality and accuracy of the flows in the period.

We consider that the valuation and reality of stocks is a key point of our audit because of the quantities of products in stock, the different flows of the period and the process of calculating the cost price of wines according to their stage of development.

- Our response to the risk

In order to assess the reasonableness of the valuation and the reality of the inventories at the closing date, we have:

- taken note of the internal control procedures implemented by Management;
- reconciliated by sampling the quantities in stock with the management books, the declaration to the customs services and the results of the physical inventories, which we attended, in order to verify the existence and correct classification of inventories at year-end;
- verified the closure of flows carried out by Management: house harvest, releases, external supplies, bottling, stage transitions and stock releases;
- verified the consistency of the inventory valuation methods;
- verified the costing of grape supplies eligible for the Champagne appellation by sampling;
- verified, on a test basis, the direct and indirect costs incorporated into the products stored by manufacturing stage: identification of the nature of the costs and the consistency of the management data used to determine the costs that can be incorporated in the accounting system.

We have also assessed the appropriateness of the information given in the notes to the consolidated financial statements

Specific verifications

In line with professional standards applicable in France, we have also performed the specific verifications required by the legal and regulatory texts concerning the information given about the Group in the Executive Board's management report.

We have no observations to report as to their sincerity and consistency with the consolidated financial statements.

Other verifications or information required by law and regulations

Format of the consolidated financial statements to be included in the annual financial report

In accordance with the professional standard on the due diligence of statutory auditors in relation to the annual and consolidated financial statements presented in accordance with the Single European Electronic Reporting Format, we have also verified compliance with this format defined by European Delegated Regulation No. 2019/815 of 17 December 2018 in the presentation of the consolidated financial statements intended for inclusion in the annual financial report referred to in I of Article L. 451-1-2 of the French Monetary and Financial Code, which have been drawn up under the responsibility of the Chairman of the Executive Officer. In the case of consolidated financial statements, our work includes verifying that the presentation of these financial statements conforms to the format defined by the above-mentioned regulation.
Based on our work, we conclude that the presentation of the consolidated financial statements for inclusion in the annual financial report complies, in all material respects, with the Single European Electronic Reporting Format.
It is not our responsibility to verify that the consolidated financial statements that will be effectively included by your company in the annual financial report filed with the AMF correspond to those on which we have performed our work.

Appointment of the Statutory Auditors

We were appointed as Statutory Auditors of Laurent-Perrier S.A. by your General Meeting of 5 July 2011 for KPMG S.A. and of 11 July 1996 for PricewaterhouseCoopers Audit.

As at 31 March 2022, KPMG S.A. was in the 11th year of its uninterrupted engagement and PricewaterhouseCoopers Audit was in the 26th year, including 23 years since the company's shares were admitted to trading on a regulated market.

Responsibilities of Management and those responsible for Corporate Governance in respect of the consolidated financial statements

Management is responsible for preparing consolidated financial statements that present a true and fair view in accordance with IFRS as adopted by the European Union, and for implementing the internal controls that it deems necessary for preparing consolidated financial statements free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting policy unless it is planned to liquidate the company or to cease operation.

The Audit Committee is responsible for monitoring the financial reporting process and for monitoring the effectiveness of the internal control and risk management systems and, where applicable, the internal audit, as regards the procedures relating to the preparation and processing of accounting and financial information.

The consolidated financial statements were drawn up by the Management Board.

Responsibilities of the statutory auditor for the audit of the consolidated accounts

Objectives and audit approach

Our responsibility is to report on the consolidated financial statements. Our objective is to obtain reasonable assurance that the consolidated accounts taken as a whole do not contain any material misstatements. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements may result from fraud or error and are considered material when it can reasonably be expected that they could, individually or in aggregate, influence the economic decisions that users of the accounts make based on them.

As stated in Article L.823-10-1 of the French Commercial Code, our accounts certification role does not consist in guaranteeing the viability or quality of the management of your company.

As part of an audit conducted in accordance with the professional standards applicable in France, the Statutory Auditor exercises professional judgement throughout the audit.
And furthermore:

- the Statutory Auditor identifies and assesses the risks that the consolidated accounts contain material misstatements, whether due to fraud or error, defines and implements audit procedures to address such risks, and collects elements it considers sufficient and appropriate on which to base its opinion. The risk of not detecting a material misstatement due to fraud is higher than that of a material misstatement due to error because fraud may involve collusion, falsification, wilful misrepresentation or circumvention of internal controls;

- the Statutory Auditor obtains an understanding of the internal controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of internal controls;

- the Statutory Auditor assesses the appropriateness of the accounting policies used and the reasonableness of accounting estimates made by management, as well as the information concerning them provided in the consolidated accounts;

- the Statutory Auditor assesses the appropriateness of management's application of the going concern accounting policy and, depending on the information collected, whether or not there is significant uncertainty related to events or circumstances that could jeopardise the company's ability to continue as a going concern. This assessment is based on the information collected up to the date of its report, it being noted, however, that subsequent circumstances or events could call into question the going concern principle. If the Statutory Auditor concludes that significant uncertainty exists, it draws the attention of the readers of the report to the information provided in the consolidated financial statements about this uncertainty or, if this information is not provided or is not relevant, it issues a qualified opinion or a refusal to certify;

- the Statutory Auditor assesses the overall presentation of the consolidated financial statements and assesses whether the consolidated financial statements reflect the underlying transactions and events so as to give a true and fair view thereof;

- with respect to the financial information of the persons or entities included in the scope of consolidation, the Statutory Auditor collects information that it considers sufficient and appropriate to express an opinion on the consolidated financial statements. The Statutory Auditor is responsible for the management, supervision and audit of the consolidated financial statements and for the opinion expressed on these financial statements.

Report to the Audit Committee

We provide the Audit Committee with a report, including the scope of the audit work and the work programme implemented, as well as the conclusions arising from our work. We also report to it, where appropriate, on any material weaknesses in internal control that we have identified in the procedures for the preparation and processing of accounting and financial information.

Among the matters disclosed in the report to the Audit Committee are the risks of material misstatement that we consider to have been the most significant for the audit of the year's consolidated financial statements and which therefore constitute the key points of the audit. These points are described in this report.

We also provide the Audit Committee with the declaration provided for in Article 6 of Regulation (EU) No. 537-2014 confirming our independence within the meaning of the rules applicable in France, as set out in particular by Articles L.822-10 to L.822-14 of the French Commercial Code and in the Statutory Auditors' Code of Ethics. Where appropriate, we discuss the risks to our independence with the Audit Committee and the safeguards applied.

Done in Neuilly-sur-Seine et Reims, on 23 June 2022

The Statutory Auditors

PricewaterhouseCoopers Audit
Xavier Belet

KPMG S.A.
Hervé Martin

5.7. SPECIAL REPORT OF THE STATUTORY AUDITORS ON RELATED PARTY AGREEMENTS

Laurent-Perrier S.A.
Registered office: 32, Avenue de Champagne - BP3 - 51150 Tours-sur-Marne
Share capital: €22,594,272

General Meeting to approve the financial statements for the year ended 31 March 2022.

"This is a free translation into English of the statutory auditors' report issued in the French language and is provided solely for the convenience of English speaking users. This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France."

To the General Meeting of shareholders of Laurent-Perrier S.A.,

In our capacity as Statutory Auditors of your company, we present to you our report on regulated agreements.
We are required to inform you, based on the information we have been given, of the characteristics, essential terms and conditions and reasons justifying the interest for the company of the agreements indicated to us or that we may have discovered during our assignment. We are not required to comment on whether they are beneficial or appropriate nor to ascertain if any other agreements exist. It is your responsibility, pursuant to Article R. 225- 58 of the French Commercial Code, to assess the interest for the company in the conclusion of these agreements prior to their approval.

Furthermore, we are required, where appropriate, to provide you with the information provided for in Article R. 225- 58 of the French Commercial Code relating to the performance, during the previous financial year, of agreements already approved by the General Meeting.

We have performed the procedures that we deemed necessary to comply with the professional guidelines issued by the French Institute of Statutory Auditors with regards to this assignment. These procedures consisted in verifying that the information we were given was consistent with the documentation from which it came.

AGREEMENTS SUBMITTED FOR THE APPROVAL OF THE GENERAL MEETING

We inform you that we have not been notified of any agreement authorised and concluded during the previous year to be submitted for the approval of the General Meeting pursuant to the provisions of Article L. 225-86 of the French Commercial Code.

AGREEMENTS ALREADY APPROVED BY THE GENERAL MEETING

Agreements approved during previous financial years

a) which continued to be implemented during the past financial year

Pursuant to Article R. 225-57 of the French Commercial Code, we have been informed that the performance of the following agreements, already approved by the General Meeting in previous years, continued during the past year.

Interest-bearing current account agreement

- Persons concerned:

- Alexandra Pereyre, member of the Management Board and Chief Executive Officer,
- Stéphanie Meneux, Member of the Management Board and Chief Executive Officer,
- Claude De Nonancourt, Member of the Supervisory Board,
- The French property company ASN, a shareholder of your company, of which Alexandra Pereyre is manager.

- Nature, purpose and terms:

An interest-bearing current account agreement was signed on 1 December 2017 for an unlimited period between Laurent-Perrier S.A. and the individuals and legal entities concerned by this agreement. It was approved by the Supervisory Board of Laurent-Perrier S.A. on 30 November 2017.
This agreement is intended to facilitate the provision to Laurent-Perrier S.A. of current account advances bearing interest at the maximum tax-deductible rate.
During the financial year ended 31 March 2022, Laurent-Perrier S.A. recorded interest of €5,088 on these current accounts.

With MDK Consulting

- Person concerned:

- Mr Maurice de Kervénoaël, as a member of the Supervisory Board of Laurent-Perrier S.A. and manager of MDK Consulting.

Provision of services

- Nature, purpose and terms:

On 16 March 2021, a service agreement was concluded between MDK Consulting and your company. These services consist of representation and network opening missions in line with the value strategy for the Laurent-Perrier group.
On 16 March 2021, the Supervisory Board authorised the conclusion of this service agreement between Laurent-Perrier and MDK Consulting from 1 April 2021 to 31 March 2023.
Under the terms of this service agreement, Laurent-Perrier has undertaken to pay MDK Consulting a total remuneration of €70,000 per year, excluding tax, which will be accounted for in the financial year ending 31 March 2022.

- Reasons justifying its interest:

Laurent-Perrier aims to increase its reputation and the share of its top-of-the-range products in its turnover through a reaffirmed value policy. The service agreement concluded with MDK Consulting allows Laurent-Perrier to benefit from services that will support this value policy.

With Champagne Laurent-Perrier

- Persons involved:

- Your company, in its capacity as Chairman of the above-mentioned company.
-

- **Brand royalties**

- Mr. Stéphane Dalyac, in his capacity as Chairman of the Management Board and representative of the Chairing company.

- Nature, purpose and terms:

A licence agreement dated 14 December 1990, modified by an amendment dated 2 December 1992, was concluded between your company and Champagne Laurent Perrier in the context of a trademark royalty for a period of 25 years.
The amount received by your company for the year ended 31 March 2022 was €7,441,486 excluding VAT.

b) not executed during the previous financial year

Furthermore, we have been informed of the continuation of the following agreements, already approved by the General Meeting in previous financial years, which were not executed during the past financial

Severance pay for the Chairman of the Management Board

- Person concerned:

- Mr. Stéphane Dalyac, as Chairman of the Management Board.

- Nature, purpose and terms:

In the framework of the appointment of Mr. Stéphane Dalyac as Chairman of the Management Board, the Supervisory Board meeting of September 24, 2014 granted, in the event of termination of his employment contract, a severance payment equal to 6 months of his gross annual salary (fixed and variable annual compensation). However, the payment of this severance pay is subject to compliance with performance criteria.
At its meeting on November 26, 2019, the Supervisory Board amended the conditions for calculating the indemnity to bring it into line with current practice. The contractual indemnity will now represent 18 months of gross annual salary (fixed and variable annual compensation) but will remain at 6 months of gross annual salary (fixed and variable annual compensation) if, upon termination of his term of office as Member and Chairman of the Management Board of Laurent-Perrier, Stéphane Dalyac:
- is directly or indirectly involved in any way whatsoever in a Champagne House or brand of Champagne;
- or enters in any capacity whatsoever in the service of a Champagne House or Champagne brand;
This agreement did not apply during the year as the Chairman of the Management Board still holds office.

Non-competition indemnity for the Chairman of the Management Board

- Person concerned:

- Mr. Stéphane Dalyac, as Chairman of the Management Board.

- Nature, purpose and terms:

At its meeting on September 24, 2014, the Supervisory Board granted Stephane Dalyac a non-competition indemnity in consideration of a clause prohibiting the beneficiary, in the event of termination, from exercising a competing professional activity that is detrimental to the Company's interests.
This agreement did not apply during the year as the Chairman of the Management Board still holds office.

Neuilly-sur-Seine and Reims, June 23,2022

The Statutory Auditors

KPMG S.A.
Hervé Martin

PricewaterhouseCoopers Audit
Xavier Belet

6. JOINT SHAREHOLDERS MEETING, JULY, 20, 2022

6.1. AGENDA

RESOLUTIONS PRESENTED AT THE ORDINARY SHAREHOLDERS' MEETING:

1. Presentation of the combined report of the Management Board on the parent company and consolidated financial statements for the financial year ended March 31, 2022, and on the activity of the Company during the said financial year; of a number of other reports, in particular the report corporate Governance by the Supervisory Board;
2. Presentation of the Statutory Auditors' reports on the parent company and consolidated financial statements for the financial year ended March 31, 2022 and on the activity during the said financial year;
3. Presentation of the special report by the Statutory Auditors on agreements governed by articles L 225-86 et seq. of the French Commercial Code;
4. Presentation of the report of the Supervisory Board on the report of the Management Board and the parent company financial statements for the financial year ended March 31, 2022;
5. Examination and approval of the Company's financial statements and consolidated financial statements for the financial year ended March 31, 2022;
6. Granting of discharge to the members of the Management Board, the Supervisory Board and the Statutory Auditors;
7. Appropriation of income for the financial year;
8. Approval of the related party agreements governed by articles L 225-86 et seq. of the French Commercial Code;
9. Attendance fees: Remuneration of members of the Supervisory Board;
10. Mandates to be renewed
11. Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for members of the Management Board for FY 2022-2023;
12. Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Management Board for FY 2022-2023;
13. Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Supervisory Board for FY 2022-2023;
14. Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the members of the Supervisory Board for FY 2022-2023;
15. Approval of information concerning all compensation for the past financial year;
16. Approval of remuneration components due or granted for the 2021-2022 financial year to Mr Stéphane Dalyac, Chairman of the Management Board;
17. Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Alexandra Pereyre, Member of the Management Board;
18. Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Stéphanie Meneux, Member of the Management Board;
19. Approval of remuneration components due or granted for the 2021-202 financial year to Mr Patrick Thomas, Chairman of the Supervisory Board;
20. Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Marie Cheval, Vice Chairman of the Supervisory Board;
21. Authority granted to the Management Board to acquire company shares under a share buyback programme;
22. Powers.

RESOLUTIONS PRESENTED AT THE EXTRAORDINARY SHAREHOLDERS' MEETING

23. Authority granted to the Management Board to acquire company shares under a share buyback programme;
24. Authority and powers granted to the Management Board to increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with preferential subscription rights;

25. Delegation of authority to the Management Board to increase the Company's capital by incorporation of reserves, income or premiums or any other sums available for capitalisation;
26. Delegation of authority to the Management Board to increase the Company's capital by issuing shares or securities giving access to the capital, with cancellation of preferential subscription rights
27. Delegation of authority to the Management Board to increase the Company's capital by issuing ordinary shares or any other securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 10% of the share capital, according to the method of determining the subscription price defined by the General Shareholders' Meeting;
28. Delegation of authority to the Management Board to increase the Company's capital by issuing shares or securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 20% of the share capital through private placement reserved for qualified investors or a restricted circle of investors;
29. Delegation of authority to the Management Board to increase the Company's capital up to a maximum of 10% of the capital to remunerate contributions in kind of shares or securities giving access to the capital of other companies;
30. Powers.

NB: The numbering of resolutions differs from the numbering of items on the agenda.

6.2. Shareholders' resolutions

RESOLUTIONS PRESENTED AT THE ORDINARY SHAREHOLDERS' MEETING

First resolution
The General Shareholders' Meeting, having reviewed the various reports and notably those of the Management Board concerning the parent company financial statements; of the Supervisory Board; of the report corporate Governance by the Supervisory Board; and of the Statutory Auditors, approves these reports and financial statements for the financial year ended March 31, 2022 as submitted to it. The meeting also approves the transactions described in the accounts and summarised in these reports.

The General Shareholders' Meeting approves the total amount of 1 K€ of the spending and costs set out in article 39-4 of the French General Tax Code (*Code général des Impôts*) and the corresponding amount of tax.

Second resolution
The General Shareholders' Meeting, having reviewed the various reports and notably that of the Management Board concerning the Group's activity and situation; the reports of the Supervisory Board; and the report of the Statutory Auditors for the financial year ended March 31, 2022, approves the consolidated accounts as submitted to it. The meeting also approves the transactions described in the accounts and summarised in these reports.

Third resolution
Consequently, the General Shareholders' Meeting grants the Management Board full discharge for its management during the financial year beginning on April 1, 2021 and ending on March 31, 2022.

Fourth resolution
The General Meeting, ruling in accordance with the quorum and majority requirements for ordinary general meetings, notes that the net profit for the financial year ended March 31, 2022 amounts to 6,625,233.28 Euros. Taking into account the available retained earnings of 7,911,388.80 Euros, the distributable profit to be appropriated amounts to 14,536,622.08 Euros.

The General Meeting, on the proposal of the Management Board, decides to appropriate the distributable profit for the financial year ended March 31, 2022 as follows:

Dividend	€11,812,202.00	(1)
Allocation to the legal reserve	-	(2)
Balance to be allocated to retained earnings	€2,724,420.08	
Distributable profit (2)	€14,536,622.08	

[(1)] Excluding the 39,760 Laurent-Perrier shares held by the Company as at 31.03.2022, subject to an additional increase or decrease in treasury shares.
[(2)] As the amount of the legal reserve has reached the threshold of 10% of the share capital, no allocation is proposed

The dividend to be distributed for the financial year is thus set at €1.20 for the ordinary dividend for the financial year, and at €0.80 for the exceptional dividend, i.e. a total dividend of €2.00 per share. For individuals resident in France for tax purposes, the amount of the dividend paid will be reduced by the compulsory deductions in accordance with tax legislation. It will be paid on August 31, 2022 at latest.

When dividends are paid, the profit corresponding to dividends not paid out due to the Laurent-Perrier shares held by the Company will be allocated to the "retained earnings" account.

For individual shareholders resident in France for tax purposes, income corresponding to dividends received since January 1, 2018 is subject, at the time of payment, to a non-discharging withholding tax at a rate of 12.8% and social security deductions of 17.2% on the gross amount, as an income tax prepayment.

This withholding tax is deducted from the single flat-rate withholding tax due at the same rate of 12.8%, which constitutes a definitive tax pursuant to Article 200 A, 1 A 1° of the French Tax Code. However, at the shareholder's general option, dividends may be taxed at the progressive income tax rate. In this case, the interim and final dividends are eligible for the 40% rebate provided for in Article 158 3 2° of the French Tax Code. The non-discharging withholding tax of 12.8% is deductible from the income tax for the year in which the dividend is received. If it exceeds the tax due, it is refunded.

However, in accordance with the third paragraph of Article 117 quater of the French Tax Code, individuals belonging to a tax household whose taxable income is less than 50,000 Euros for single, divorced or widowed taxpayers or 75,000 Euros for taxpayers subject to joint taxation, may apply for an exemption from the non-discharging withholding tax of 12.8% under the conditions provided for in Article 242 quater of the French Tax Code.

Allocation to the "reserve for treasury shares" account: An amount of 3,171,794.56 Euros corresponding to the book value of the 39,760 treasury shares held on March 31, 2022 by the Company must appear in the "reserve for treasury shares" account. To date, this reserve amounts to 6,981,937.88 Euros and is therefore sufficient.

The General Meeting acknowledges that it has been reminded that dividends distributed in respect of the previous three financial years amounted to:

Financial year	Dividend per share in €
2018-2019	€1,15 [(1)]
2019-2020	€1,03 [(1)]
2020-2021	€1,00 [(1)]

[(1)] Dividends eligible for the 40% tax rebate mentioned in Article 158 3 2° of the French Tax Code for individuals domiciled in France, under the conditions set out above.

Fifth resolution
The Shareholders approve the transactions conducted between the members of the Supervisory Board (or the companies or enterprises they represent, are executive officers of, or in which they hold a direct or indirect interest, or in which they are active via a third party) and the Company over the financial year just ended, as these are described in the Statutory Auditors' special report on related party agreements covered by articles L 225-86 et seq. of the French Commercial Code.

Sixth resolution
The Shareholders approve the transactions conducted between the members of the Management Board (or the companies or enterprises they represent, are executive officers of, or in which they hold a direct or indirect interest, or in which they are active via a third party) and the Company over the financial year just ended as these are described in the Statutory Auditors' special report on related party agreements covered by articles L 225-86 et seq. of the French Commercial Code.

Seventh resolution
The Shareholders approve all transactions between, on the one hand, a shareholder owning more than 10% of the voting rights in the Company or any company controlling another company that is a shareholder and owning more than 10% of the voting rights in the Company and, on the other hand, the Company itself, over the financial year under review, as these are described in the Statutory Auditors' special report on related party agreements covered by articles L 225-86 et seq. of the French Commercial Code.

Eighth Resolution
The General Shareholders' Meeting resolves to set total attendance fees (remuneration of members of the Supervisory Board) payable to the members of the Supervisory Board at €235,000, unless shareholders decide otherwise.

A Supervisory Board meeting will be held to allocate the attendance fees.

Ninth resolution
The General Meeting notes the non-renewal of the term of mandate as a member of the Supervisory Board expiring at the end of the General Meeting called to approve the financial statements for the year ended March 31, 2022.

Tenth resolution - *Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for members of the Management Board.*

Explanatory memorandum: In accordance with Article L. 22-10-26 of the French Commercial Code, the Supervisory Board is asking the General Shareholders' Meeting to approve the remuneration policy, the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for members of the Management Board due to the exercise of their mandates for the 2022-2023 financial year and for the period up to the next General Shareholders' Meeting called to approve the accounts for 2022-2023 and constituting the remuneration policy concerning them.

This remuneration policy*, these* principles and criteria adopted by the Supervisory Board on the recommendation of the Compensation and Corporate Governance Committee are set out in the report on corporate governance drawn up pursuant to the last paragraph of article L 225-37 of the French Commercial Code and set out in the 2021-2022 Universal registration document. Pursuant to the French Commercial Code, the amounts resulting from the implementation of the remuneration policy, will be submitted to shareholders for their approval at the General Shareholders' Meeting called to approve the accounts of the Company for the year ended March 31, 2023.

We ask you to approve this remuneration policy, in particular the principles and criteria as set out in the aforementioned report.

Having reviewed the report on corporate governance and the remuneration policy required by the French Commercial Code, the General Shareholders Meeting, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, approves this remuneration policy, in particular the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind as presented in the aforementioned report and attributable to the members of the Management Board.

Eleventh resolution - *Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for Chairman of the Management Board.*

Explanatory memorandum: In accordance with Article L. 22-10-26 of the French Commercial Code, the Supervisory Board is asking the General Meeting to approve the remuneration policy, the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Management Board due to the exercise of his mandate for the 2022-2023 financial year and for the period up to the next General Shareholders' Meeting called to approve the accounts for 2022-2023 and constituting the remuneration policy concerning him.

This remuneration policy, these principles and criteria adopted by the Supervisory Board on the recommendation of the Compensation and Corporate Governance Committee are set out in the report on corporate governance drawn up pursuant to the last paragraph of article L 225-37 of the French Commercial

Code and set out in the 2021-2022 Universal registration document. Pursuant to the French Commercial Code, the amounts resulting from the implementation of the remuneration policy will be submitted to shareholders for their approval at the General Shareholders' Meeting called to approve the accounts of the Company for the year ended March 31, 2023.

We ask you to approve the remuneration policy, in particular the principles and criteria as set out in the aforementioned report.

Having reviewed the report on corporate governance and the remuneration policy required by of the French Commercial Code, the General Shareholders Meeting, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, approves this remuneration policy, in particular the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind as presented in the aforementioned report and attributable to the Chairman of the Management Board.

Twelfth resolution - *Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for Chairman of the Supervisory Board*

Explanatory memorandum*:* In accordance with Article L. 22-10-26 of the French Commercial Code, the Supervisory Board is asking the General Meeting to approve the remuneration policy, the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the Chairman of the Supervisory Board due to the exercise of his mandate for the 2022-2023 financial year and for the period up to the next General Shareholders' Meeting called to approve the accounts for 2022-2023 and constituting the remuneration policy concerning him.

This remuneration policy, these principles and criteria adopted by the Supervisory Board on the recommendation of the Compensation and Corporate Governance Committee are set out in the report on corporate governance drawn up pursuant to the last paragraph of article L 225-37 of the French Commercial Code and set out in the 2021-2022 Universal registration document. Pursuant to the French Commercial Code, the amounts resulting from the implementation of the remuneration policy will be submitted to shareholders for their approval at the General Shareholders' Meeting called to approve the accounts of the Company for the year ended March 31, 2023.

We ask you to approve the remuneration policy, in particular the principles and criteria as set out in the aforementioned report.

Having reviewed the report on corporate governance and the remuneration policy required by the French Commercial Code, the General Shareholders Meeting, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, approves the remuneration policy, in particular the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind as presented in the aforementioned report and attributable to the Chairman of the Supervisory Board.

Thirteenth resolution – *Approval of the remuneration policy, of the principles, criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the members of the Supervisory Board.*

Explanatory memorandum*:* In accordance with Article L. 22-10-26 of the French Commercial Code, the Supervisory Board is asking the General Meeting to approve the remuneration policy, the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind for the members of the Supervisory Board due to the exercise of their mandates for the 2022-2023 financial year and for the period up to the next General Shareholders' Meeting called to approve the accounts for 2022-2023 and constituting the remuneration policy concerning them.

This remuneration policy, these principles and criteria adopted by the Supervisory Board on the recommendation of the Compensation and Corporate Governance Committee are set out in the report on corporate governance drawn up pursuant to the last paragraph of article L 225-37 of the French Commercial Code and set out in the 2021-2022 Universal registration document. Pursuant to the French Commercial Code, the amounts resulting from the implementation of the remuneration policy will be submitted to shareholders for their approval at the General Shareholders' Meeting called to approve the accounts of the Company for the year ended March 31, 2023.

We ask you to approve the remuneration policy, in particular the principles and criteria as set out in the aforementioned report.

Having reviewed the report on corporate governance and the remuneration policy required by the French Commercial Code, the General Shareholders Meeting, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, approves the remuneration policy, in particular the principles and criteria for determining, awarding and allocating, fixed, performance related, and exceptional items comprising the total remuneration and benefits of any kind as presented in the aforementioned report and attributable to the Supervisory Board.

Fourteenth resolution - *Approval of information concerning all compensation for the previous financial year*

The General Meeting, consulted in application of articles L 225-100 and L 22-10-34 of the French Commercial Code, approves the remuneration policy for the past financial year and relating to the information listed in article L 22-10-9 of the French Commercial Code.

Fifteenth resolution - *Approval of remuneration components due or granted for the 2021-2022 financial year to Mr Stéphane Dalyac, Chairman of the Management Board.*

The General Shareholders' Meeting, consulted pursuant to articles L 22-10-26 and L 225-100 of the French Commercial Code, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, issues a favourable opinion on the remuneration components due or attributed to Mr Stéphane Dalyac, Chairman of the Management Board, for the financial year ended March 31, 2022, as presented in the report on corporate governance, and approves the payment of performance-related or exceptional remuneration items.

Sixteenth resolution - *Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Alexandra Pereyre, member of the Management Board.*

The General Shareholders' Meeting, consulted pursuant to articles L 22-10-26 and L 225-100 of the French Commercial Code, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, issues a favourable opinion on the remuneration components due or attributed for the financial year ended March 31, 2022 to Ms Alexandra Pereyre, member of the Management Board, as presented in the report on corporate governance, and approves the payment of performance-related and/or exceptional remuneration items.

Seventeenth resolution - *Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Stéphanie Meneux, member of the Management Board.*

The General Shareholders' Meeting, consulted pursuant to articles L 22-10-26 and L 225-100 of the French Commercial Code, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, issues a favourable opinion on the remuneration components due or attributed for the financial year ended March 31, 2022 to Ms Stéphanie Meneux, member of the Management Board, as presented in the report on corporate governance, and approves the payment of performance-related and/or exceptional remuneration items.

Eighteenth resolution - *Approval of remuneration components due or granted for the 2021-2022 financial year to Mr Patrick Thomas, Chairman of the Supervisory Board.*

The General Shareholders' Meeting, consulted pursuant to articles L 22-10-26 and L 225-100 of the French Commercial Code, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, issues a favourable opinion on the remuneration components due or attributed for the financial year ended March 31, 2022 to Mr Patrick Thomas, Chairman of the Supervisory Board, as presented in the report on corporate governance, and approves the payment of performance-related and/or exceptional remuneration items.

Nineteenth resolution - *Approval of remuneration components due or granted for the 2021-2022 financial year to Ms Marie Cheval, Vice Chairman of the Supervisory Board.*

The General Shareholders' Meeting, consulted pursuant to articles L 22-10-26 and L 225-100 of the French Commercial Code, voting in accordance with the quorum and majority voting rules applicable to Ordinary General Shareholders' Meetings, issues a favourable opinion on the remuneration components due or attributed for the financial year ended March 31, 2022 to Mr Marie Cheval, Vice Chairman of the Supervisory

Board, as presented in the report on corporate governance, and approves the payment of performance-related and/or exceptional remuneration items.

Twenty resolution - *Authority granted to the Management Board to acquire company shares under a share buyback programme*

The General Shareholders' Meeting, having reviewed the report of the Management Board and the description of the share buyback programme presented to it, authorises the Management Board, pursuant to the provisions of articles L 22-10-62 et seq. of the French Commercial Code, and for a period of eighteen (18) months, to purchase the Company's own shares on one or more occasions and at the times of its own choosing, subject to the restriction that the maximum number of shares that may be purchased and held by the Company may at no time exceed 10% of the Company's legal capital, where necessary adjusted to take account of any capital increases or reductions that may take place during the term of the share buyback programme.

This authority cancels and replaces the authority granted to the Management Board in the twenty first resolution of the Ordinary General Shareholders' Meeting held on July 20, 2021.

The shares may be purchased to:
- ensure market-making and share liquidity through the intermediary of an investment services provider within the framework of a liquidity agreement compliant with the Code of Good Conduct of the *Association Française des Marchés Financiers* (AMAFI), recognised by the AMF;
- retain the shares purchased for eventual trading or use as payment under any acquisition-led growth transactions, it being specified that the shares purchased to this end may not exceed 5% of the Company's share capital,
- ensure coverage for stock option plans and/or the allotment of free bonus shares (or similar plan) for the benefit of employees and/or the Group's executive officers, and all allotments of shares under a corporate or Group savings plan (or similar plan) under the terms of a profit sharing plan and/or any and all other forms of share allotments to employees and/or executive officers of the Group,
- ensure the coverage of securities conferring the right to the allotment of Company shares in the framework of current legislation,
- cancel, where appropriate, any shares purchased, subject to the approval of the authority granted to the Management Board, as set out in the twenty-first resolution put before the extraordinary General Shareholders' Meeting.

Shares may be purchased, sold or transferred at any time, and by any appropriate method, including the use of derivative instruments and options strategies, subject to the limits set by stock market regulations.

In particular, these transactions may be carried out during a public offering, subject to existing legal requirements.
The maximum purchase price is set at 160 euros per share. In the event of a transaction involving the share capital, and in particular the splitting or reverse splitting of shares or the allotment of bonus shares, the above-mentioned amount will be adjusted pro rata (multiplier equal to the ratio of the number of shares making up the legal capital prior to the transaction and the number of shares following the transaction).

The maximum amount of the transaction is thus set at €88,772,160.

The General Shareholders' Meeting confers full powers on the Management Board to carry out these transactions, set their terms and conditions, sign any and all agreements, and carry out all necessary formalities.

RESOLUTIONS PRESENTED AT THE EXTRAORDINARY SHAREHOLDERS' MEETING

Twenty first resolution - *Authority to reduce share capital by cancelling treasury shares held by the Company*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and the special report by the Statutory Auditors, the General Shareholders' Meeting, within the framework of the authority to buy back the Company's shares as agreed in Twenty resolution of the Ordinary Shareholders' Meeting:
- authorises the Management Board, in accordance with the provisions of article L. 22-10-62 para. seven of the French Code of Commerce, to cancel, on one or more occasions and in the proportions and at the times of its own choosing, all or part of the Company shares it owns or will own in respect of any and all previous, present, or future authorities to purchase the Company's own shares conferred on the Management Board by the Ordinary Shareholders' Meeting, in accordance with the provisions of article

L. 22-10-62 of the French Commercial Code, up to a maximum of 10% of the legal capital per period of twenty-four (24) months and to reduce the legal capital in the same amount;
- authorises the Management Board to allocate the difference between the purchase price of the cancelled shares and their face value to the available premiums and reserves;
- confers full powers on the Management Board to set the terms and conditions, carry out and record the capital reduction or reductions following the cancellation transactions authorised by the present resolution, record the corresponding transactions in the accounts, modify the Company bylaws accordingly and, more generally, carry out all necessary formalities.

This authority is conferred for a term of twenty-four (24) months and replaces and cancels all previous authorities conferred.

Twenty-second resolution - *Authority and powers granted to the Management Board to increase the Company's capital stock by issuing shares or securities giving access to the Company's capital with preferential subscription rights*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and the special report by the Statutory Auditors, the General Shareholders' Meeting resolves to delegate its authority to the Company Management Board and authorise it, on one or more occasions and in the proportions and at the times of its own choosing in accordance with the provisions of articles L. 225-129-2, L. 225-132, L. 228-91, L. 228-92 and L. 228-93 of the French Commercial Code, both in France and elsewhere, maintaining preferential subscription rights of shareholders, to issue:
- ordinary shares;
- securities giving access to Laurent-Perrier shares or conferring the right to the allotment of debt securities under the provisions of article L. 228-91 of the French Commercial Code;
- securities giving access to shares (i) of a company which owns, directly or indirectly, more than half the share capital of the Company or (ii) where the Company owns, directly or indirectly more than half of the capital within the meaning of article L. 228-93 of the French Commercial Code.

In the event of the issuance of securities giving their holders the right to subscribe for securities representing a share of the capital of the Company under this delegation of authority, the General Shareholders' Meeting expressly delegates to the Management Board the power to increase the share capital following the exercise of such securities.

The General Shareholders' Meeting resolves that the nominal amount of the capital increase or increases that may be decided by the Management Board or by its Chairman and carried out immediately or in the future under this delegation of authority may not exceed a maximum of ten (10) million euros, excluding the face value amount of the shares to be issued, where appropriate, in respect of adjustments made in accordance with the law, to preserve the rights of securities holders.

The securities issued when this authority is exercised may be issued in euros or foreign currency or any other monetary unit established by reference to a basket of currencies. The maximum nominal amount of securities so issued shall not exceed one hundred and fifty (150) million euros or their cash value where issuance is in foreign currencies or units of account established by reference to a basket of currencies on the date when the decision to issue is taken.

The General Shareholders' Meeting authorises the Management Board, in case of excess demand, to increase the maximum ceiling of the capital increase or increases by up to 15% of the initial issue, as provided for in Articles L. 225 - 135-1 and R. 225-118 of the French Commercial Code.

The shareholders may, under the conditions provided by law, exercise their preferential rights to subscribe to the shares and/or other securities that the Management Board or its Chairman under this delegation of authority decides to issue, on an irreducible or reducible basis.

The Management Board may use, in the order it shall determine, one and/or the other options provided by law if the subscriptions on an irreducible and, where appropriate, a reducible basis, have not absorbed the entire issue, and offer the public all or part of the unsubscribed securities.

The General Shareholders' Meeting notes and resolves, as appropriate:
- that this delegation of authority confers on the Management Board the power to determine the subscription price of the shares and securities to be issued, in accordance with the legal provisions,
- that this authorisation automatically requires shareholders to waive their preferential subscription right to the shares to which such securities may entitle them for the benefit of holders of securities that may be issued and give access to the Company's capital.

The General Shareholders' Meeting takes note and decides, as appropriate:
- that the present authority includes, on behalf of the Management Board, the faculty of setting the subscription price of the shares and securities to be issued, in accordance with the law,
- that the present authority automatically requires shareholders to waive their preferential subscription right to the shares to which such securities may entitle them for the benefit of holders of securities that may be issued and give access to the Company's capital.

The General Shareholders' Meeting hereby grants full powers to the Management Board with the possibility of sub-delegation to its Chairman to:
- implement the present delegation of authority and choose the time or times of the issues,
- charge the fees, levies and honoraria of the issues carried out to the amount of the issuance premium, and debit the necessary funds from the said issue premium to credit the Company's legal reserve,
- amend the bylaws accordingly, and generally to take all necessary measures to ensure the successful completion of any issue considered.

The Management Board, when it makes use of this authorisation, shall draw up an additional report, certified by the Statutory Auditors, setting out the final terms of the transaction.

This delegation of authority is granted for a period of twenty-six (26) months. It cancels and replaces any previous delegation of authority.

Twenty-third resolution - *Delegation of authority to the Management Board to increase the Company's capital by incorporation of reserves, income or premiums or any other sums available for capitalisation.*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board, the General Shareholders' Meeting, in accordance with the provisions of articles L. 225-129-2 and L. 22-10-50, of the French Commercial Code, resolves:
- to grant full powers to the Management Board to increase the Company's capital, on one or more occasions when it deems appropriate, by incorporation of all or part of Company reserves, income, premiums and/or other sums whose capitalisation is legally or statutorily permissible; by the allotment of new bonus shares in the Company; or by increasing the face value of existing shares in the Company; and
- that the maximum nominal amount of capital increase or increases to be decided by the Management Board or by its Chairman and carried out under this delegation, shall be equal to the maximum aggregate amount of reserves, profits, premiums and/or other sums that may be incorporated into the share capital of the Company.

The General Shareholders' Meeting notes that the Management Board shall, in accordance with the law, enjoy full powers, with the possibility of sub-delegation to its Chairman under the conditions prescribed by law, to implement this delegation of authority; determine the reserves to incorporate; decide, where appropriate, that the fractional rights are not negotiable; that the corresponding shares will be sold; and deduct any amounts necessary to credit the legal reserve.

This delegation is granted for a period of twenty-six (26) months. It cancels and replaces any previous delegation of authority.

Twenty-fourth resolution - *Delegation of authority to the Management Board to increase the share capital by issuing shares or securities giving access to the Company's capital, with cancellation of preferential subscription rights.*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and the special report by the Statutory Auditors, the General Shareholders' Meeting resolves to delegate its authority to the Company Management Board and authorise it, on one or more occasions and in the proportions and at the times of its own choosing, in accordance with the provisions of articles L. 225-129-2, L. 22-10-51, R. 22-10-32, L. 228-91, L. 228-92 and L. 228-93 of the French Commercial Code, both in France and elsewhere, to issue, with cancellation of preferential subscription rights of shareholders, and a public offering:
- ordinary shares;
- securities giving access to Laurent-Perrier shares or conferring the right to the allotment of debt securities under the provisions of article L. 228-91 of the French Commercial Code;
- securities giving access to shares (i) of a company which owns, directly or indirectly, more than half the share capital of the Company or (ii) where the Company owns, directly or indirectly more than half of the capital within the meaning of article L. 228-93 of the French Commercial Code.

The General Shareholders' Meeting resolves that these same issues may be brought as consideration for securities tendered to the Company in connection with a public exchange offer for the securities of a company, including any securities issued by the Company under the conditions laid down in Article L. 22-10-54 of the French Commercial Code.

In the event of the issuance of securities giving their holders the right to subscribe for securities representing a share in the capital of the Company in the framework of this delegation of authority, the General Shareholders' Meeting expressly delegates to the Management Board the power to increase the share capital following the exercise of such securities.

The General Shareholders' Meeting resolves to cancel shareholders' preferential subscription rights to the securities to be issued upon exercise of this delegation of authority, it being specified that the Management Board will be able to grant shareholders a priority right to subscribe for all or part of an issue of shares or securities.

The General Shareholders' Meeting resolves that the nominal amount of the capital increase or increases to be decided by the Management Board or by its Chairman and carried out immediately or in the future under this delegation of authority may not exceed a maximum ten (10) million euros.

The General Shareholders' Meeting authorises the Management Board, in the event of excess demand, to increase the maximum ceiling of the capital increase or increases by up to 15% of the initial issue, under the conditions laid down in Articles L. 225-135-1 and R. 225-118 of the French Commercial Code.

The securities issued when this authority is exercised may be issued in euros or foreign currency or any other monetary unit established by reference to a basket of currencies. The maximum nominal amount of securities so issued shall not exceed one hundred and fifty (150) million euros or their cash value where issuance is in foreign currencies or units of account established by reference to a basket of currencies on the date when the decision to issue is taken

The General Shareholders' Meeting takes note and resolves, as appropriate, that this delegation of authority automatically requires shareholders to waive their preferential subscription right to the shares to which such securities may entitle them for the benefit of holders of securities that may be issued and which give access to the Company's capital.

The issue price of the ordinary shares shall be at least equal to the weighted average of share prices over the three trading sessions observed on the Euronext Paris stock market prior to the issue date with, where appropriate, a maximum discount of 5%.

The issue price of the other securities giving access to the capital will be such that the sum received immediately by the Company, plus, if applicable, the amount subsequently received by it is, for each share issued as a result of the issuance of these other securities, at least equal to the issue price specified in the paragraph above.

The General Shareholders' Meeting hereby grants full powers to the Management Board with the possibility of sub-delegation to its Chairman to:
- implement the present delegation of authority and choose the time or times of the issues,
- charge the fees, levies and honoraria of the issues carried out to the amount of the issuance premium, and debit the necessary funds from the said issue premium to credit the Company's legal reserve,
- amend the bylaws accordingly, and generally to take all necessary measures to ensure the successful completion of any issue considered.

When it makes use of this delegation of authority, the Management Board shall draw up an additional report certified by the Statutory Auditors describing the final terms of the transaction and providing the requisite information required to appreciate any material impact on the situation of shareholders.

This delegation of authority is granted for a period of twenty-six (26) months; it cancels and replaces any previous delegation of authority.

Twenty-fifth resolution - *Delegation of authority to the Management Board to increase the Company's capital by issuing ordinary shares or any other securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 10% of the share capital, according to the method of determining the subscription price defined by the General Shareholders' Meeting.*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and the special report by the Statutory Auditors, the General Shareholders' Meeting resolves to delegate its authority to the Company Management Board and authorises it, under the conditions provided for in the second paragraph of article L. 22-10-52 of the French Commercial Code, to increase the share capital by up to 10% per year and to set the issue price of new shares by derogation from the rules laid down in the first paragraph of old Article L. 225-136-1° of the French Commercial Code, in an amount at least equal to the weighted average price of the twenty trading sessions recorded on the Euronext Paris market prior to the issue with a discount of up to 5%.

The General Shareholders' Meeting authorises the Management Board to increase the capital by issuing ordinary shares or any other securities giving access to the capital, and notes that this delegation automatically entails cancellation of shareholders' preferential subscription rights in any ordinary shares and other securities giving access to the capital which may be issued.

The General Shareholders' Meeting resolves that the limit of 10% of the capital, as set above, shall be appreciated on the day of the issue, excluding the nominal amount of the capital likely to be increased after the exercise of all previously issued rights, securities or warrants whose exercise is deferred. This ceiling is independent of any issues that may be brought by virtue of the twenty-second and twenty-fourth resolutions.

The General Shareholders' Meeting hereby grants full powers to the Management Board with the possibility of sub-delegation to its Chairman to:
- implement the present delegation of authority and choose the time or times of the issues,
- charge the fees, levies and honoraria of the issues carried out to the amount of the issuance premium, and debit the necessary funds from the said issue premium to credit the Company's legal reserve,
- amend the bylaws accordingly, and generally to take all necessary measures to ensure the successful completion of any issue considered.

When it makes use of this delegation of authority, the Management Board shall draw up an additional report certified by the Statutory Auditors describing the final terms of the transaction and providing the requisite information required to appreciate any material impact on the situation of shareholders.

This delegation of authority is granted for a period of twenty-six (26) months. It cancels and replaces any previous delegation of authority.

Twenty-sixth resolution - *Delegation of authority to the Management Board to increase the Company's capital by issuing shares or securities giving access to the capital, with cancellation of preferential subscription rights, up to an annual maximum of 20% of the share capital through private placement reserved for qualified investors or a restricted circle of investors.*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and the special report by the Statutory Auditors, the General Shareholders' Meeting, resolves to delegate its authority to the Company Management Board and authorises it, under the conditions provided for in article L. 22-10-52 of the French Commercial Code and in article L. 411–2, II of the French Monetary and Financial Code (*Code monétaire et financier*), to increase the share capital, with cancellation of preferential shareholder subscription rights, by up to an annual maximum of 20% of the share capital through private placement reserved for qualified investors or a restricted circle of investors as laid out in article D. 411-1 of the French Monetary and Financial Code.

The General Shareholders' Meeting hereby authorises the Management Board to increase the capital by issuing ordinary shares or any other securities giving access to the capital issued in accordance with articles L. 228-91 to L. 228-93 of the French Commercial Code, and notes that this delegation automatically entails cancellation, for the benefit of qualified investors or the above-mentioned restricted circle of investors, of shareholders' preferential subscription rights in any ordinary shares and other securities giving access to the capital which may be issued.

The General Shareholders' Meeting resolves that the limit of 20% of the capital shall be appreciated on the day of the issue, excluding the nominal amount of the capital likely to be increased after the exercise of all previously issued rights, securities or warrants whose exercise is deferred. This ceiling is independent of any issues that may be brought by virtue of the twenty-second, twenty-fourth and twenty-fifth resolutions.

The General Shareholders' Meeting resolves that the nominal amount of the debt securities that may be issued by virtue of this delegation of authority shall be no more than one hundred and fifty (150) million euros, and independent of all issues that may be brought under the twenty-second, twenty-fourth and twenty-fifth resolutions.

The issue price of the ordinary shares shall be at least equal to the weighted average of share prices over the three trading sessions observed on the Euronext Paris stock market prior to the issue date with, where appropriate, a maximum discount of 5%.

The issue price of the other securities giving access to the capital will be such that the sum received immediately by the Company, plus the amount subsequently received by it is, for each share issued as a result of the issuance of these other securities, at least equal to the issue price specified in the paragraph above.

The General Shareholders' Meeting hereby grants full powers to the Management Board with the possibility of sub-delegation to its Chairman to:

- implement the present delegation of authority and choose the time or times of the issues,
- to freely choose the qualified investors or the investors in the restricted circle of investors benefitting from the issue or issues in accordance with the laws and regulations referred to above, and to determine the securities to be issued and the percentage of capital whose issue is reserved for each of these investors,
- charge the fees, levies and honoraria of the issues carried out to the amount of the issuance premium, and debit the necessary funds from the said issue premium to credit the Company's legal reserve,
- amend the bylaws accordingly, and generally to take all necessary measures to ensure the successful completion of any issue considered.

When it makes use of this delegation of authority, the Management Board shall draw up an additional report certified by the Statutory Auditors describing the final terms of the transaction and providing the requisite information required to appreciate any material impact on the situation of shareholders.

This delegation of authority is granted for a period of twenty-six (26) months. It cancels and replaces any previous delegation of authority.

Twenty-seventh resolution - *Delegation of authority to the Management Board to increase the Company's capital up to a maximum of 10% of the capital to remunerate contributions in kind of shares or securities giving access to the capital of other companies.*

Voting in accordance with the quorum and majority voting rules applicable to Extraordinary Shareholders' Meetings and after reviewing the report of the Management Board and in accordance with the provisions laid out in articles L. 225-129, L. 225-129-2 and L. 22-10-53 of the French Commercial Code, the General Shareholders' Meeting:

Delegates to the Management Board, with authority to sub-delegate to any person authorised by law, the authority to decide, on the basis of the report or reports of the shares auditor, to carry out one or more capital increases by issuing ordinary shares or securities giving access to the capital to remunerate contributions in kind made to the Company in the form of shares or securities giving access to the capital, where the provisions of Article L. 22-10-54 of the Commercial Code do not apply.

The General Shareholders' Meeting sets the ceiling of the immediate or subsequent capital increase that may result from the issues brought by virtue of this delegation of authority at 10% of the share capital.

The General Shareholders' Meeting:

- resolves to remove, for the benefit of the holders of shares or securities tendered in kind, the preferential subscription right of shareholders to ordinary shares issued, and notes that this authorisation requires shareholders to waive their preferential right to subscribe to ordinary shares in the Company for which any securities issued pursuant to this authorisation may be eligible.
- Confers full powers on the Management Board, with the possibility of sub-delegation, to enable it to assess the value of shares tendered, to decide and record the completion of the capital increase remunerating the tender transaction, and, where appropriate, to charge all costs and fees incurred under the capital increase to the tender premium if it so deems and to debit from the tender premium the amounts to be credited to the legal reserve, to make the corresponding changes to the bylaws, and more generally do everything necessary.

This delegation of authority is granted for a period of twenty-six (26) months. It cancels and replaces any previous delegation of authority.

Twenty-eighth resolution - Powers
The General Shareholders' Meeting authorises the bearer of an original, a copy, or an extract of the minutes of this Meeting to execute all filing, publication and other formalities required under French law.

7.1. SPECIAL REPORT ON TRANSACTIONS UNDERTAKEN FOR THE SHARE BUY-BACK PROGRAMME

Pursuant to paragraph 2, article L 22-10-62 of the French Commercial Code, the following are the transactions undertaken on the basis of the authority you granted the Management Board under Resolution 20 at the July 20 2021 General Shareholders' Meeting and pursuant to the requirements set out in the information note approved by the Autorité des Marchés Financiers (AMF) on June 9th, 2022.

Proportion of equity held directly or indirectly at 07/06/2022: 0.68%
- Number of shares cancelled over the past 24 months: 0

Treasury shares portfolio
- Securities held for trading: 40,199
- Investments: 0
- Book value of the portfolio: €3,101,435.62
- Market value of the portfolio, at €96.00 per share: €3,859,104.00

Transactions under the last authorisation given (June 12, 2021 to June 07, 2022)

	Market making liquidity contract	Scrip issues	Acquisitions	Use of stock options for plans	Cancellation of shares	Total
Purchase						
Number of shares	**17,255**			0		
Share price	**€97.13**					
Amount Used	€1,676,004.84					
Reallocation for other purposes						
Sale						
Sales/transfers						
Number of shares	**15,771**			0		
Share price	**€98.83**			€0		
Amount	€1,558,674.65			€0		

The Company has not used derivatives to buy back shares.

Treasury shares have been all,ocated for no other purposes since the last authorisation from the General Shareholders' Meeting. The 39760 treasury shares at March 31, 2021 have all been allocated to the share buy-back programme organised by:
- Until January 31, 2022: Oddo Pinatton Corporate,
- Since February 1, 2022: Kepler Cheuvreux

and have been used for two purposes:
- market making;
- stock options and bonus share awarded to employees and Company officers.

The Management Board

7.2. EXCERPT FROM THE MANAGEMENT REPORT

7.2.1. Detailed figures

All the components of the management report are included in the Universal Registration Document. Some of these components are detailed below.

1. General information about the Laurent-Perrier company – situation and activity at March 31, 2022

Turnover at March 31, 2022

During FY 2021-2022, Laurent-Perrier generated turnover of 1.49 million euros (€M) compared with 1.49 (€M) in FY 2020-2021.

The figure mainly comprises the Group management fee. Revenue also includes brand royalties paid for the financial year.

Analysis of financial income at March 31, 2022

In FY 2021-2022, financial income amounted to a profit of 3.34 (€M) compared with 4.41 (€M) in FY 2020-2021.

Analysis of extraordinary income at March 31, 2022

In FY 2021-2022 the non-recurring income item is nul, compared with nul in FY 2020-2021.

As a result, and after deduction of all expenses, tax, provisions and amortisation, FY 2021-2022 showed a profit of 6.63 (€M), compared with a profit of 4.91 (€M), in the previous financial year.

Amount and details of Investments

Investments amounted to 474 (€K).

Liabilities

A provision has been recorded in Liabilities to cover commitments in respect of free share allocation plan distributed by the Company in the amount of 0.78 (€M). During the accounting period, a dotation of 0.37 (€M) and a reversal of provision of 0.36 (€M) was recorded.

2. Non tax-deductible expenses

Pursuant to the provision of Article 223 *quater* of the General Tax Code, please note that the accounts for the financial year just ended do not deduct non-deductible expenses from taxable income in accordance with Article 39-4 of the same General Tax Code. For the record, the accounts include a 1 K€ writeback of excess vehicle leasing payments.

3. Information on trade payables and settlement times: information on supplier and customer credit and payment terms

France's LME Act on the modernisation of the economy requires a reduction in settlement times and lays down a principle of payment no later than 45 days from the end of the invoicing month or 60 days from the date on which an invoice is issued.

<u>For suppliers</u>

For the application of Article L 441-6-1, 1° of the Commercial Code, companies present the number and the total amount of invoices received from suppliers and not paid on the closing date in the management report. At the end of the financial year, this amount is broken down into overdue installments and reported as a percentage of total purchases in the year.

Status of trade Payables at March 31, 2022

K€	Gross amount Inc. VAT	Amount due	Amount to be paid		
			within 30 days	from 30 to 60 days	more than 60 days
Value	335.5	5.6	151.6	157.3	21.0
number invoices	59	12	41	5	1
% purchase	27.4%	0.5%	12.4%	12.8%	1.7%

Status of Trade Payables at March 31, 2021

K€	Gross amount Inc. VAT	Amount due	Amount to be paid		
			within 30 days	from 30 to 60 days	more than 60 days
Value	253.7	137.4	107.4	2.7	6.2
number invoices	49	21.0	24	2	2
% purchase	17.8%	9.6%	7.5%	0.2%	0.4%

<u>For customers</u>

For the application of Article L 441-6-1, 1° of the Commercial Code, companies present the number and the total amount of customer invoices issued but not paid on the closing date in the management report. At the end of the financial year, this amount is broken down into overdue installments and reported as a percentage of turnover for the year.

Status of trade Customers at March 31, 2022

K€	Gross amount Inc. VAT	Amount due	Amount accruing				
			within 30 days	from 31 to 60 days	from 61 to 90 days	more than 90 days	Total
Value	10,880	10,880	-3	0	0	3	0
number invoices	46	19	4	0	0	23	27
% of sales	100%	100%	0%	0%	0%	0%	0%

Status of trade Customers at March 31, 2021

K€	Gross amount Inc. VAT	Amount due	Amount accruing				
			within 30 days	from 31 to 60 days	from 61 to 90 days	more than 90 days	Total
Value	6,056	6,014	0	0	0	42	42
number invoices	53	24	0	0	3	24	29
% of sales	88.3%	87.7%	0.0%	0.0%	0.0%	0.6%	0.6%

7.2.2. Information on related party agreements as set out in article L225-102-1 of the French Commercial Code

Henceforth, the management report presented to the General Shareholders' Meeting must mention any related party agreements entered into directly or indirectly (or by proxies) between one of its senior executives or principal shareholders and one of its direct or indirect subsidiaries.

None.

7.3. SPECIAL REPORT ON DIRECTORS' SHAREHOLDINGS MARCH 31, 2022

Name	Type of transaction	Aim	Number	Value	Unit price
A.S.N.	Acquisition	Shares	244.253	€21.250.011	€87

A list of directors, pursuant to article L 621-18-2 of the Monetary and Financial code, has been sent to the AMF

7.4. SPECIAL REPORT ON SHARE PURCHASE OPTIONS AND FREE SHARE ALLOCATION OPERATIONS ALLOCATED TO CORPORATE OFFICERS AND THE FIRST TEN EMPLOYEES *(AMF Table No.9)*

7.4.1. This report has been prepared by the Company's Management Board in compliance with article L 225-184, paragraph 2 of the French Commercial Code, and with article D 174-20 of the decree of March 23, 1967, to inform shareholders of options granted by the Company and controlled companies in the year ended March 31, 2022 to:

- Officers ("*mandataires sociaux*") of the Company and controlled companies in connection with offices or functions held,
- The ten non-officer employees having received the largest number of stock options during the period.

In compliance with the provisions of the aforementioned article L 225-184, amended, the table below outlines the number, exercise dates and option prices of the stock options granted in the year ended March 31, 2021 to the grantees enumerated below in respect of the authorisation conferred by the Joint Extraordinary and Ordinary General Meetings of Shareholders held on July 20, 2021.

	Number of options granted	Expiry date	Option price
1) Officers			
	None		
2) Employees receiving the largest number of options who are not officers			
	None		

7.4.2. Furthermore, in application of the provisions of the aforementioned article L.225-184 of the French Commercial Code, this report must provide the number and the prices at which stock options entitling holders to acquire shares in the Company or the controlled companies were exercised by Group officers and by the ten non-officer employees of the Group exercising the largest number of options.

Beneficiaries	Total
Exercise period	
Exercise price	
Number	
1) Officers	none
2) Non officer employees exercising the largest number of options	none
Total	none

NB: The historical series of stock options allocations *(AMF Table No.8)* is set out in section 3.2.2. of the present Universal Registration Document.

7.4.3. Bonus shares

In accordance with the provisions of Article L225-197-4 of the French Commercial Code, this report has been prepared by your Management Board to report on the number and value of the shares which, during the financial year, were allocated free of charge by the company and by those related to it for the benefit of:

- Exercutives of the company and the companies it controls for the offices held in them,
- Of the 10 employees of these companies, not corporate officers, having benefited from the largest number of share allocations.

In accordance with the provisions of the above-mentioned article L225-197-4, the table below describes more precisely the number and the value of the shares which have been awarded free of charge to the persons referred to above during the fiscal year ended March 31, 2022, in the context of the authorisation given by the Combined General Shareholders' Meeting of July 20, 2021.

	Shares number	Shares value
1) Corporate officers Total	293	€30,185
2) Non officer-employees who have benefited from the allocation of shares Total	4,919	€506,755

ANNEXES

Annex 1 - THE MAKING OF CHAMPAGNE

The champagne production process comprises eleven major stages:

Stage 1 - harvest* (September - October)
All grapes are handpicked and transported in small baskets to ensure the highest-quality champagne.

Stage 2 - pressing* (September - October)
Red grapes and white grapes are directly pressed to separate the juice from dandruff. Only the juice, colorless, is collected. We obtain 25.5 hectoliters of must* for 4,000 kg of grapes, which is exceptionally high in comparison with other wines. Juice is generally more acidic and less sweet than non-sparkling wines.

Stage 3 - fermentation* (October - November - December)
A first fermentation* in vats or barrels allows the sugar of the grapes to turn into alcohol.
The juice is put in vats or barrels and is decanted*. Yeasts turn sugar into alcohol. The wine is being born.

Stage 4 - blending* (January - March)
It is a question of assembling the different grape varieties of the last harvest and the reserve wines *. This is a crucial step in the process, as it will determine the taste of the champagne after ageing*. A cellar master or chef de cave* with an intimate knowledge of his champagne house’s traditional style, blends different crus* both vertically and horizontally to achieve a consistent product quality every year. A proportion of exceptional harvests that do not require blending with a previous year's harvest may be used to produce vintages.

Stage 5 - bottling
Cane liqueur and yeast are added to the wine, which is poured into the bottles. The bottle is closed with a temporary capsule. The bottles are then stored in wine cellars or temperature and humidity-controlled warehouses for ageing*.

Stage 6 - creating the sparkling effect
The added sugar ferments at low temperature. The new yeasts eat the sugar and start a second alcoholic fermentation. They produce carbon dioxide that stays trapped in the bottle and ensures effervescence. This is the birth of champagne bubbles.

Stage 7 - ageing*
The specifications of the champagne appellation indicate a minimum aging period of fifteen months for a non-vintage champagne, and three years for a vintage champagne. However, bottles can spend between two and five years in the cellar according to the character of non-vintage champagne, and much more for vintage champagnes and large vintages.

Stage 8 - riddling/remuage*
After the aging process*, the bottles, initially lying down, are stirred and gently straightened upside down. The riddling can be done traditionally by hand, or modernized with machines called gyropallets. The yeasts then form a deposit that accumulates against the capsule.

Stage 9 - disgorgement*
Deposits accumulated during the ageing period* and collected in the neck during riddling must be removed. The neck of the bottle is thus immersed in a frozen bath which makes it possible to form an ice cube and to imprison the deposit. By removing the capsule, and under the effect of the gas, the yeast deposit cube is expelled out of the bottle.

Stage 10 - dosage*
Before putting the final cork and the cork around it, it is possible to add to the champagne a liqueur of expedition composed of wine and sugar. Depending on the amount of sugar added, the champagne will be brut nature*, extra-brut*, brut*, extra-dry, dry, semi-dry or sweet.

Stage 11 - packaging*
Finally, the bottle is dressed with a capsule, a collar and a label. It is put in cardboard or box and is ready to be shipped.

Annex 2 - Glossary

Ageing *(vieillissement)*
As wines age in the bottle, a series of phenomena take place, which refine the wines and allow their bouquet and sparkling effect to develop. The Champagne AOC* regulations require a minimum of 15 months from bottling for non-vintage champagne and three years minimum from bottling for vintage champagne.

Appellation d'Origine Contrôlée *(AOC)*
AOC refers to clearly delimited regions and occasionally to the locality of the vineyard. AOC wines must comply with precise criteria established by the INAO with regard to the maximum yield per hectare, alcoholic content, grape varietal used and minimum sugar content required in the must*. The wines are approved each year by a tasting panel.

Blanc de blancs
Champagne produced with white grapes only. This champagne (vintage or non-vintage) is made with chardonnay grapes to give it a characteristically fresh taste.

Blending *(assemblage)*
This operation is carried out after fermentation and consists in blending several wines to obtain a single harmonious mix. In Champagne, wines of different vintages, varietals and vineyards are mixed together. The blending process produces a wine of better and more consistent quality than each of its component wines from one year to the next.

Bottling *(tirage)*
This involves the bottling and addition of natural ferments and sugar, after the first fermentation and blending and before the champagnisation*.

Brut
Traditionally the driest of the champagnes until the relatively recent development of champagnes with little or no added sugar that are now called "extra brut", "brut nature" or "brut zéro".

Brut nature
Champagne with little or no added sugar (0-3 grams of sugar per litre).

Cépage
Grape varietal. Only three are authorised for the production of champagne: the pinot noir, the pinot meunier and the chardonnay.

Champagnisation *(Bottle fermentation)*
This is the second fermentation* process, once the wine is in the bottle, which lasts for several months. It is produced by the addition, at the time of bottling, of a cane sugar liqueur and of selected ferments. This second fermentation increases the alcohol concentration from 10.5° to 12° and produces carbonic gas which, because it cannot escape, dissolves in the wine and gives it its sparkle.

Chef de cave
The "cellar master" is responsible for blending* the wines and supervising the production process.

CIVC
The *Comité Interprofessionnel des Vins de Champagne* is an independent authority founded in 1941 that acts in the interests of grape growers and producers, setting and implementing professional standards for grape growing and the production of champagne and ensuring that the level of production is in line with demand.

Clear wines *(vins clairs, vins en cercle)*
Clear wines refer to the wines stored in vats before bottling.

Côte des Blancs
Prestigious grape growing region in the hills south of Epernay.

Cru *(Quality of grapes)*
The CIVC attributes to each wine-growing district a grade depending on the quality of its production for its grapes by reference to production. This quality grading is reflected in a quality scale. Champagne may be called *grand cru* (17 villages) if it is produced from grapes graded 100%, and *premier cru* (43 villages) if it is produced from grapes graded 90% to 99%. The minimum percentage grading for champagne is 80%.

Cuvée spéciale
Brut champagne, including vintage champagne, made from a special blend, aged longer and sold in a special bottle with more luxurious packaging.

Racking
At the exit of the press, and despite all the precautions taken, the musts contain mud made of debris of dandruff and seeds or even earthy particles. Although they are in small quantities, it is advisable to get rid of them by the operation of settling. This is simply to leave for a dozen hours, the musts in the vats of settling. The muds are slowly deposited by gravity. The must is pumped out, leaving the mud and scum at the bottom of the tank, which will then be removed.

Disgorgement
Disgorgement consists in removing the sediment *(lees)* from the neck of the bottle after second fermentation, ageing and rotation. In order to avoid a loss of wine, the neck of the bottle is plunged into a vat at – 23°C. A block of ice, enclosing the deposit, is formed and expelled by the pressure of the gas on opening. Dosing* then takes place.

Dosing
A small amount of liqueur, made up from old wine and cane sugar, is added in the bottle after disgorgement. According to the dosing of sugar, the champagne will be brut nature (less than 3 grams per litre), extra brut (less than 6 grams per litre), brut (less than 12 grams per litre), sec (between 17 and 32 grams per litre) demi-sec (between 32 and 50 grams per litre) or doux (more than 50 grams per litre).

Extra Brut
This champagne has very little sugar added (0-6 grams per litre). If no sugar at all is added, the champagne becomes brut nature, or unsweetened.

Fermentation
Fermentation process of the must* in stainless steel or, more rarely, in oak vats.

Fruit set
Initial formation of the grape bunches.

Grand cru
Champagne made from grapes graded 100%.

Grape-grower-operator *(récoltant manipulant)*
A grape grower who makes wine from his own harvest and bottles it.

Grape quality
The quality of grapes is measured in percentage terms from 80% to 100%. The quality of champagne is largely dependent on the quality of the grapes used.

Harvest *(vendange)*
Each harvest is different from the last in terms of grape maturity, acidity and alcohol content. It is imperative to choose the right time for harvesting.
The harvest is entirely manual. The harvest remains traditional, as the constraints of respecting the grapes are the same as in the 18th century. The harvest period is about 3 weeks. It is linked to the very short period of optimum ripeness of the grapes. In addition, the different grape varieties of the Champagne region ripen almost simultaneously. There are 120,000 grape pickers, i.e. 4 grape pickers per hectare. Nearly 100,000 seasonal workers are housed and fed each year by the winegrowers and the Maisons. The teams of grape pickers are called "*les hordons*".

INAO
The Institut National des Appellations d'Origine is an independent authority that controls and safeguards the AOC against fraudulent use. INAO monitors in compliance with AOC standards.

Lees (*or sediment*)
These are the residues which settle in wine recipients after fermentation and/or storage. In the bottle, lees are the sediment that appears after the second fermentation. During the ageing process, the "lysis" phenomenon of these lees gives the champagne its characteristic aromas, which is why ageing on the lees is so important. The sediment is then sent toward the bottle neck during remuage* and finally expelled through disgorgement*.

Maximum authorised grape yield
The principle adopted by the INAO is that of an annual yield of 10,400 kg/ha. Each year, this basic yield may be reduced or increased by the INAO depending on the quality and volume of the harvest. The quantities classified as an appellation may not, however, exceed a maximum of 15,500 kg/ha. This level can be explained first of all by the high density of vine planting in Champagne: 8,000 plants per hectare. This density has a qualitative objective. It promotes better ripening of the grapes and therefore increases their quality. In addition, this yield at harvest is supplemented by a limitation of the yield at pressing: 102 litres of juice maximum for 160 kg of fruit, which brings the final yield to 66 hectolitres per hectare.

Merchant operator *(négociant manipulant)*
A wine merchant, who purchases grapes from grape growers, manages the fermentation process and who only buys wines for blending.

Millésimé
A millésimé (vintage) champagne is made from an assemblage of wines from a single year and aged for at least three years after bottling. These champagnes are characteristic of the climate of a given year. Millésimé wines are usually made only in exceptional years.

Montre
See "Fruit set".

Must
The juice obtained from pressing the grapes. The first must produces the best champagne. The total quantity of must is regulated and limited to no more than 25.5 hectolitres per 4,000 kilos of grapes. Surplus can be distilled or used to make ratafia*.

Non-vintage champagne
Champagne blended from wines from several years.

Packaging
Packaging includes putting on the label, the wire collar, tinfoil capsule and in some cases a medallion and a back label.

Premier cru
Champagne made using grapes graded 90-99%.

Pressing
This process is regulated and each pressing centre must have authorisation to carry it out. This process consists in pressing the grapes to obtain the juice or must. The maximum yield from pressing is 160 kilos of grapes for 1 hl of must (100l.).

Quality reserves
This practice was developed by the profession to counter the adverse effect of bad weather on harvests in the Champagne region. Above and beyond the maximum yield set for each harvest (15,500 kilos per hectare since 2007), a fixed amount can be set aside as a qualitative reserve. This reserve is converted into wine and stored by wine merchants, but it may not be bottled. Stored in vats, it may only be released by decision of the CIVC* and the INAO* to compensate for a poor grape yield in a subsequent year or for the economic requirements of the Champagne region. The storing of this regulating set-aside is funded both by the grape growers (who cannot invoice the grape production until it is released) and by the wine producers (who bear the cost of wine making and storage in vats).

Ratafia
A sweet aromatic liqueur made in Champagne from grape juice and alcohol.

Reserve wines
Reserve wines are stocks of wine from previous years used in the blending of non-vintage champagnes.

Remuage
The process takes place during the final months of ageing*, when bottles are placed upside down in racks and small rotations are carried out at regular intervals in alternating directions and at an incline. The aim of this process is to drive the deposits left in the bottle during the second fermentation* towards the neck of the bottle. While progressive rotation is still carried out manually in some instances, automation is increasingly used.

Stacked wines *(vins sur lattes)*
Stacked wines refer to bottled champagne which has not yet been disgorged.

Taille
The juice from the grapes at the second pressing.

Wine-making (*vinification*)
This is the process of transforming must* into wine. For champagne, this process is the first fermentation*.

Annex 3 - CROSS-REFERENCES BETWEEN THE UNIVERSAL REGISTRATION DOCUMENT AND THE REPORT OF THE MANAGEMENT BOARD AND THE REPORT CORPORATE GOVERNANCE

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