



**ANNUAL RESULTS
FOR THE 2022-2023 FINANCIAL YEAR**

26 MAY 2023

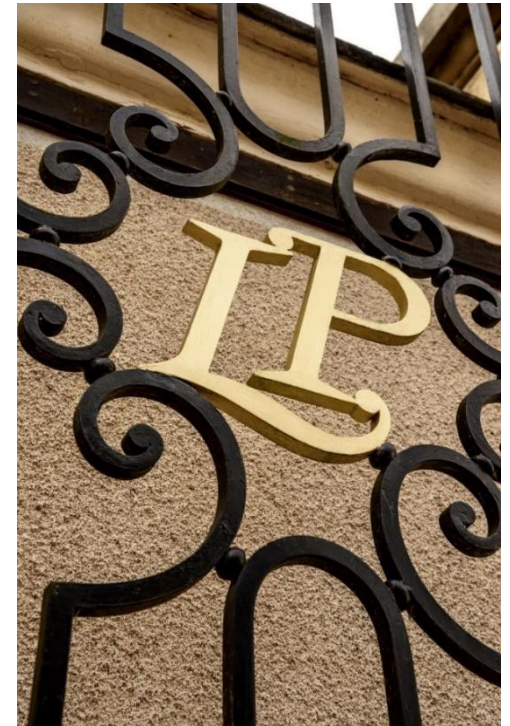
CONTEXT

- ✓ Very favourable 2022 market
- ✓ Significant cost inflation (raw & dry materials, energy, transport, etc.)
- ✓ Cellar and Production performance facing a strong demand
- ✓ Prices up for all vintages
- ✓ Allocation thresholds reached on all vintages
- ✓ Very fast-growing volumes in the 1st HY that required a decrease in the 2nd HY to maintain the quality of the wines and secure the future



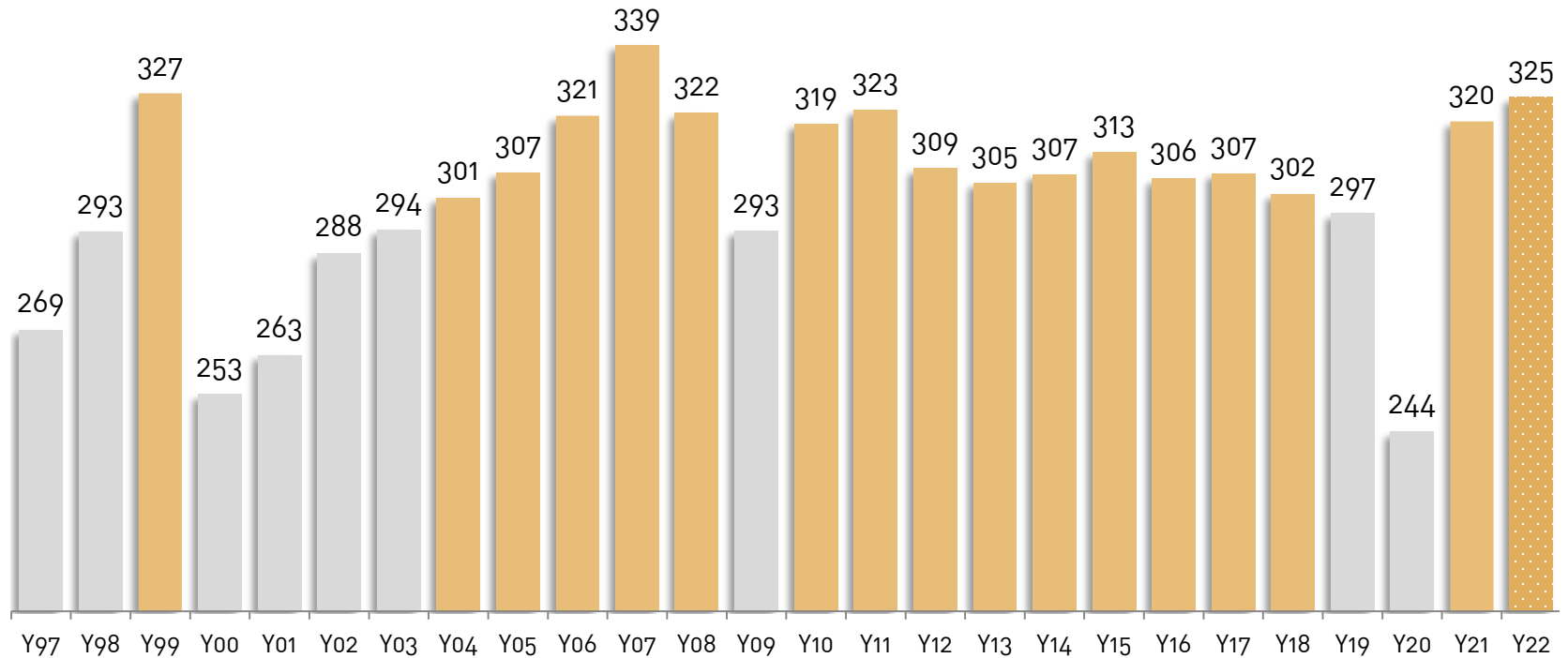
AGENDA

- ↓ • The market
- Key figures
- Financial structure & Capex
- Continuation of the value policy
- Wine year & environment
- Objectives & Outlook



2022: THE 3RD BEST PERFORMANCE IN TERMS OF SHIPMENTS

✓ Record sales of €6 billion



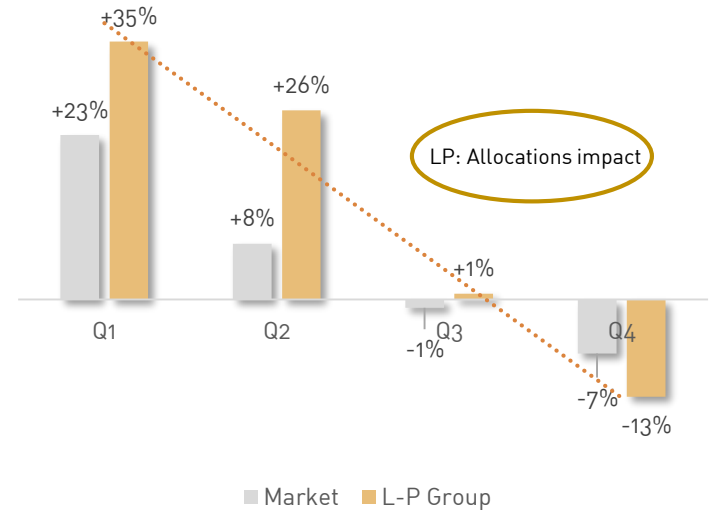
Source: CIVC Mbt



LAURENT-PERRIER'S SITUATION VS. THE MARKET IN 2022

Change %	Financial year	Calendar year
	<u>April to March</u>	<u>January to December</u>
	vs N-1	vs N-1
MARKET	-2.0%	+1.6%
MAISONS	-2.5%	+1.3%
LVMH	NC	+6%
L-P GROUP	-7.4%	+4.7%
L-P	+2.0%	+13.7%

Quarterly trends in shipments
Laurent-Perrier Group vs. Market
Calendar year



Sources: CIVC & LP

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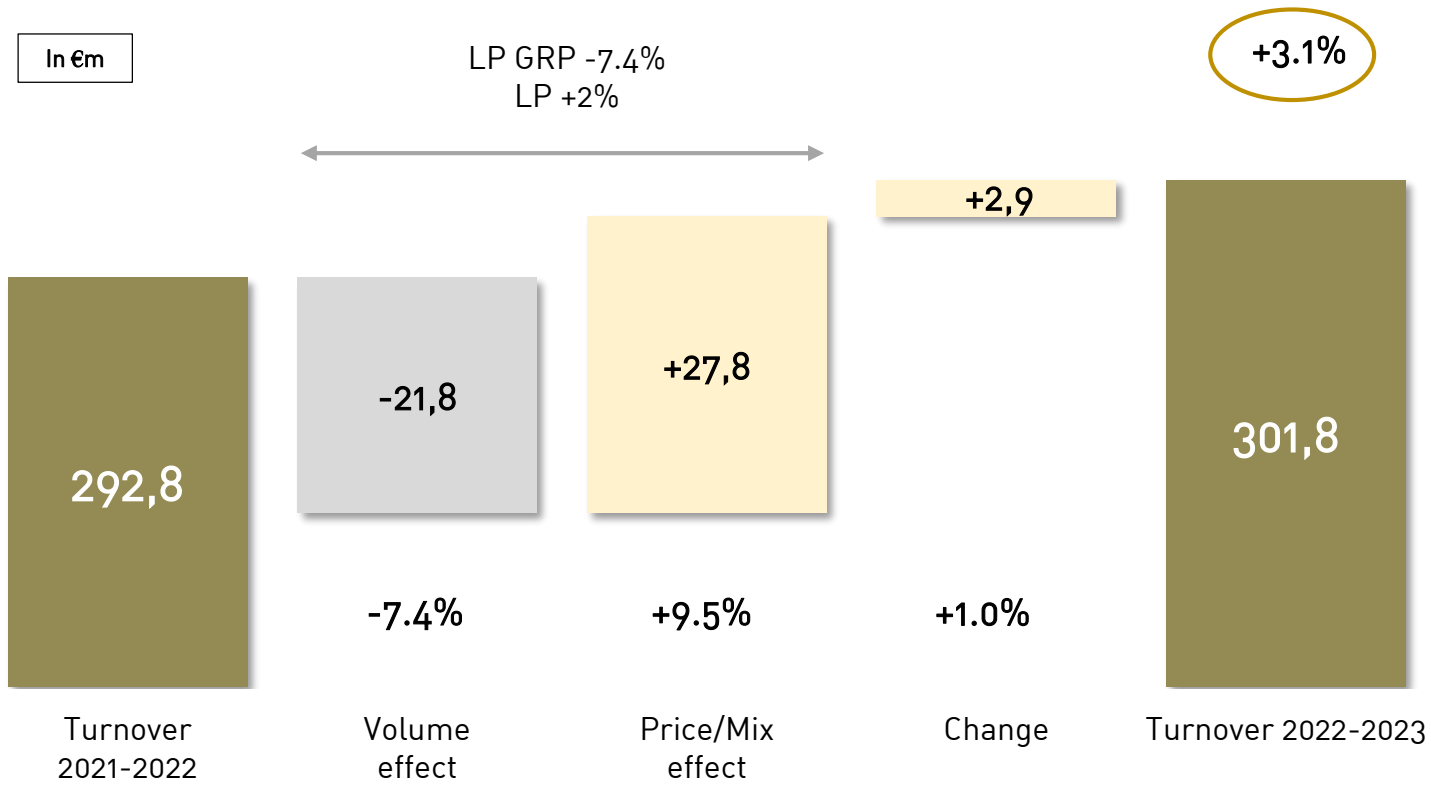
RESULTS FOR THE 2022-2023 FINANCIAL YEAR

LAURENT-PERRIER GROUP / PUBLISHED DATA

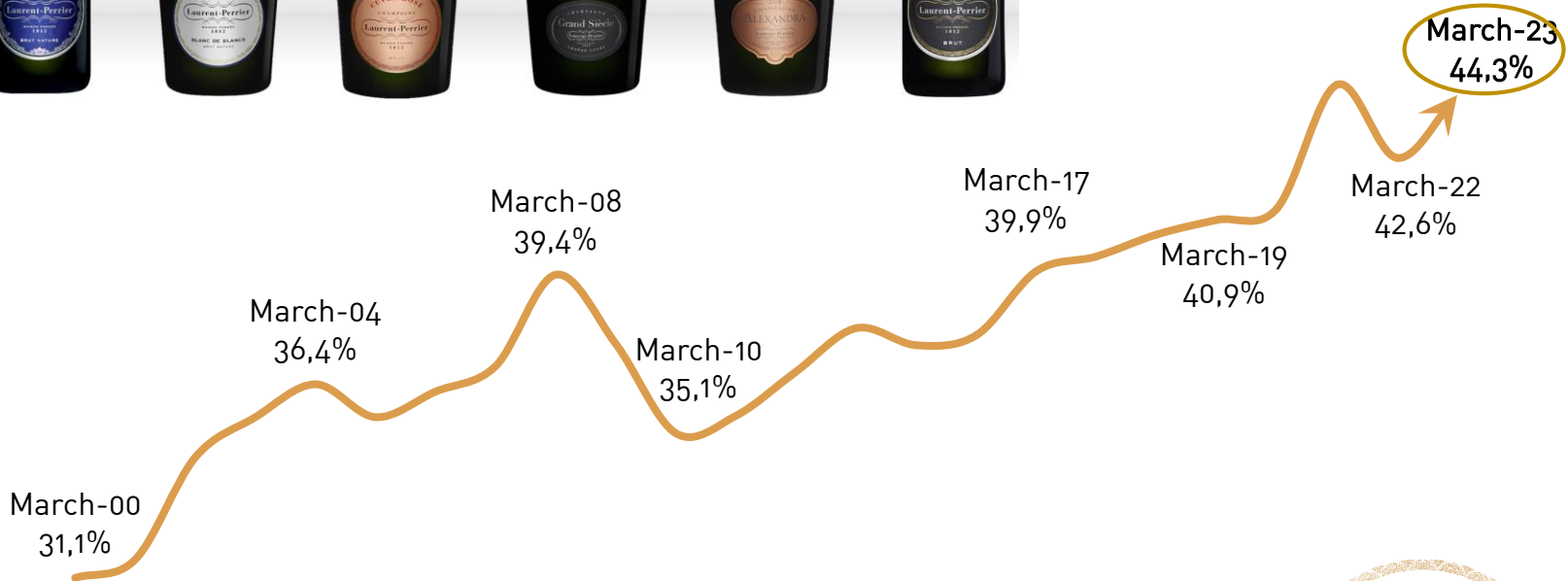
(in €m) Constant exchange rate	2021-2022	2022-2023	Changes vs N-1
Turnover (Champagnes & Wines)	292.8	301.8	+3.1%
Gross margin (Champagne & Wines)	154.6	173.3	+12.1%
<i>in % turnover (Champagne & Wines)</i>	52.8%	57.5%	+4.6Pts
Brand Development & Comm. Acct. and Admin. costs	-24.8 -53.8	-28.8 -60.1	+16.3% +11.5%
Operating income	77.0	84.9	+10.3%
<i>in % turnover (Champagne & Wines)</i>	26.3%	28.1%	+1.8Pts
Financial profit or loss Taxes	-7.0 -19.4	-6.1 -19.8	-13.0% +1.9%
Net result - Group share	50.3	58.5	+16.4%
<i>in % turnover (Champagne & Wines)</i>	17.2%	19.4%	+2.2Pts

THE PRICE/MIX EFFECT OFFSETS THE VOLUME EFFECT

LAURENT-PERRIER GROUP / PUBLISHED DATA



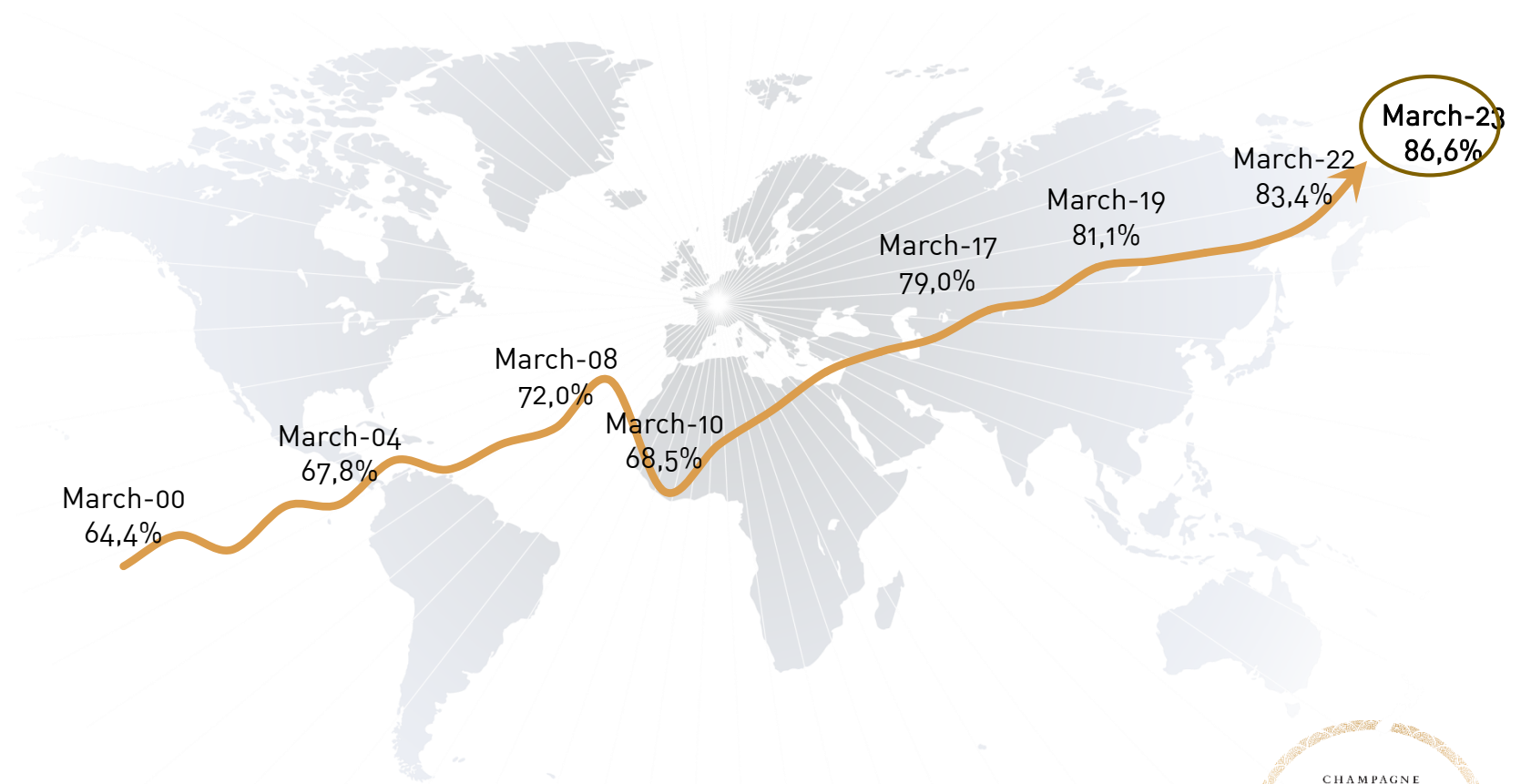
THE LAURENT-PERRIER BRAND: DRIVEN BY HIGH-END PRODUCTS REPRESENTING MORE THAN 40% OF TURNOVER
LAURENT-PERRIER BRAND



Current exchange rate



AND EXPORT SALES ABOVE 80% OF TOTAL SALES LAURENT-PERRIER BRAND

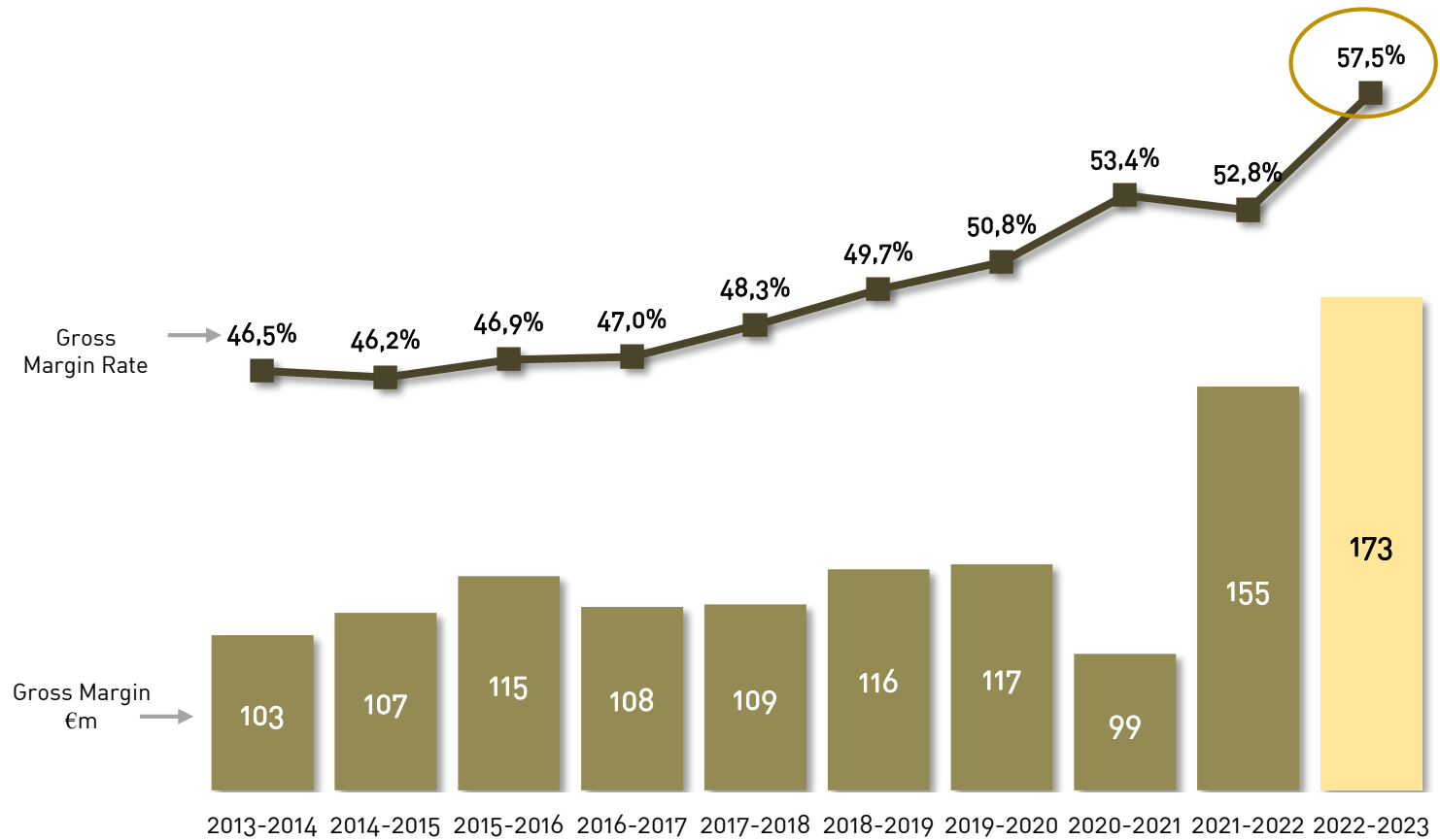


Current exchange rate



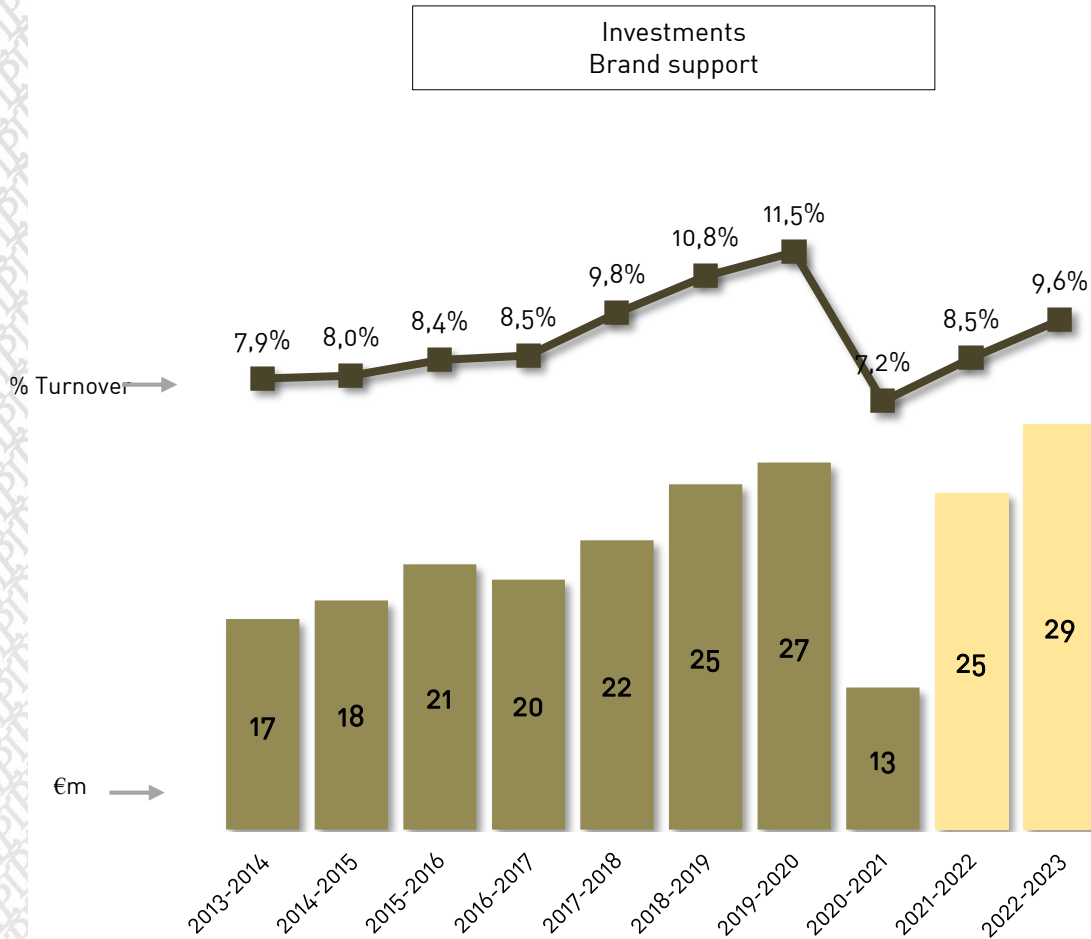
GROSS MARGIN CONTINUES TO IMPROVE

LAURENT-PERRIER GROUP / PUBLISHED DATA

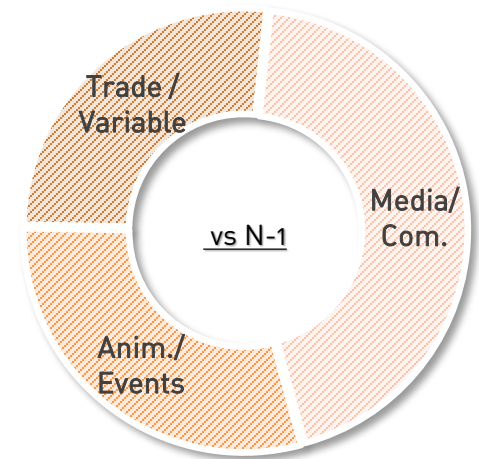


THE GROUP CONTINUES TO INVEST TO SUPPORT ITS BRANDS

LAURENT-PERRIER GROUP / PUBLISHED DATA



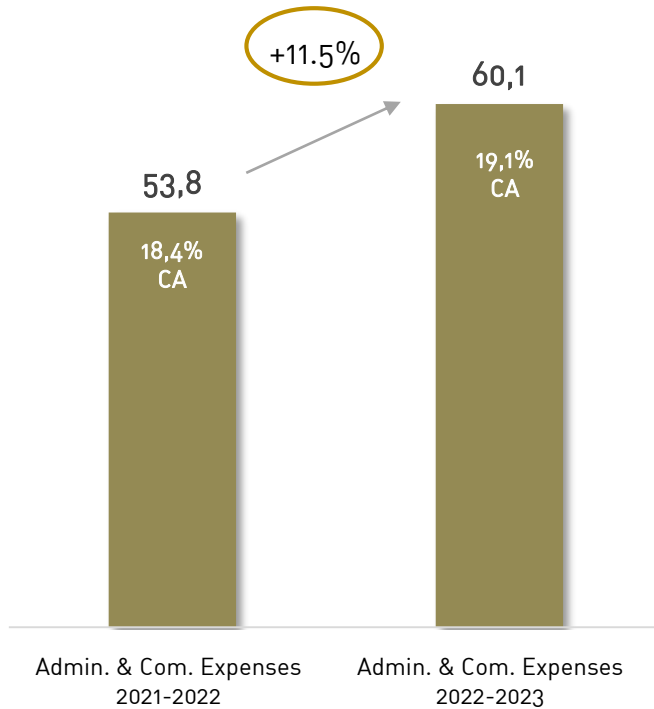
Increase in investment in Brand Support vs N-1



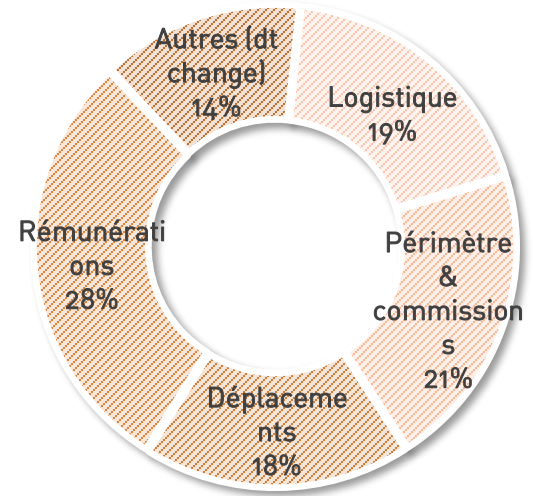
CHANGE IN COMMERCIAL & ADMINISTRATIVE COSTS VS N-1

LAURENT-PERRIER GROUP / PUBLISHED DATA

Commercial & Administrative Expenses €m

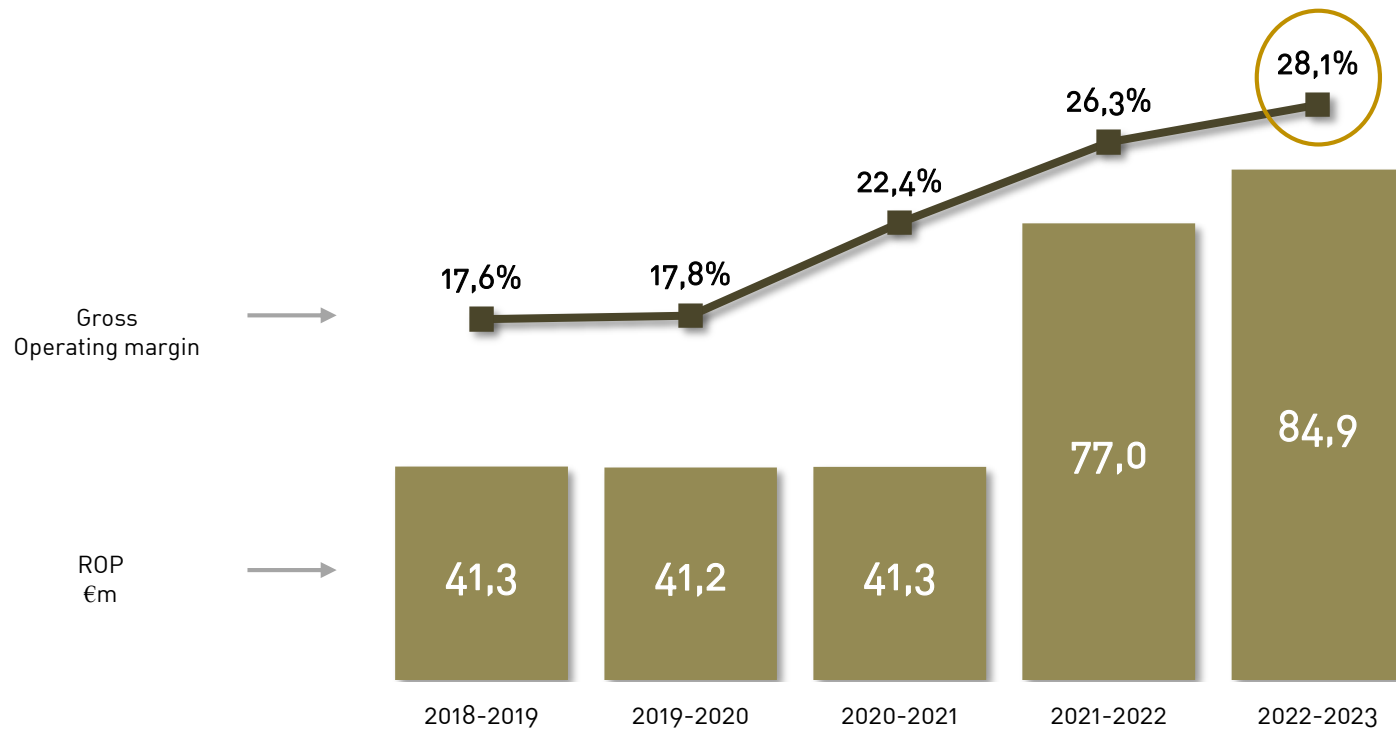


Weight in the increase of Commercial & Administrative Expenses



CHANGE IN OPERATING INCOME

LAURENT-PERRIER GROUP / PUBLISHED DATA



AGENDA

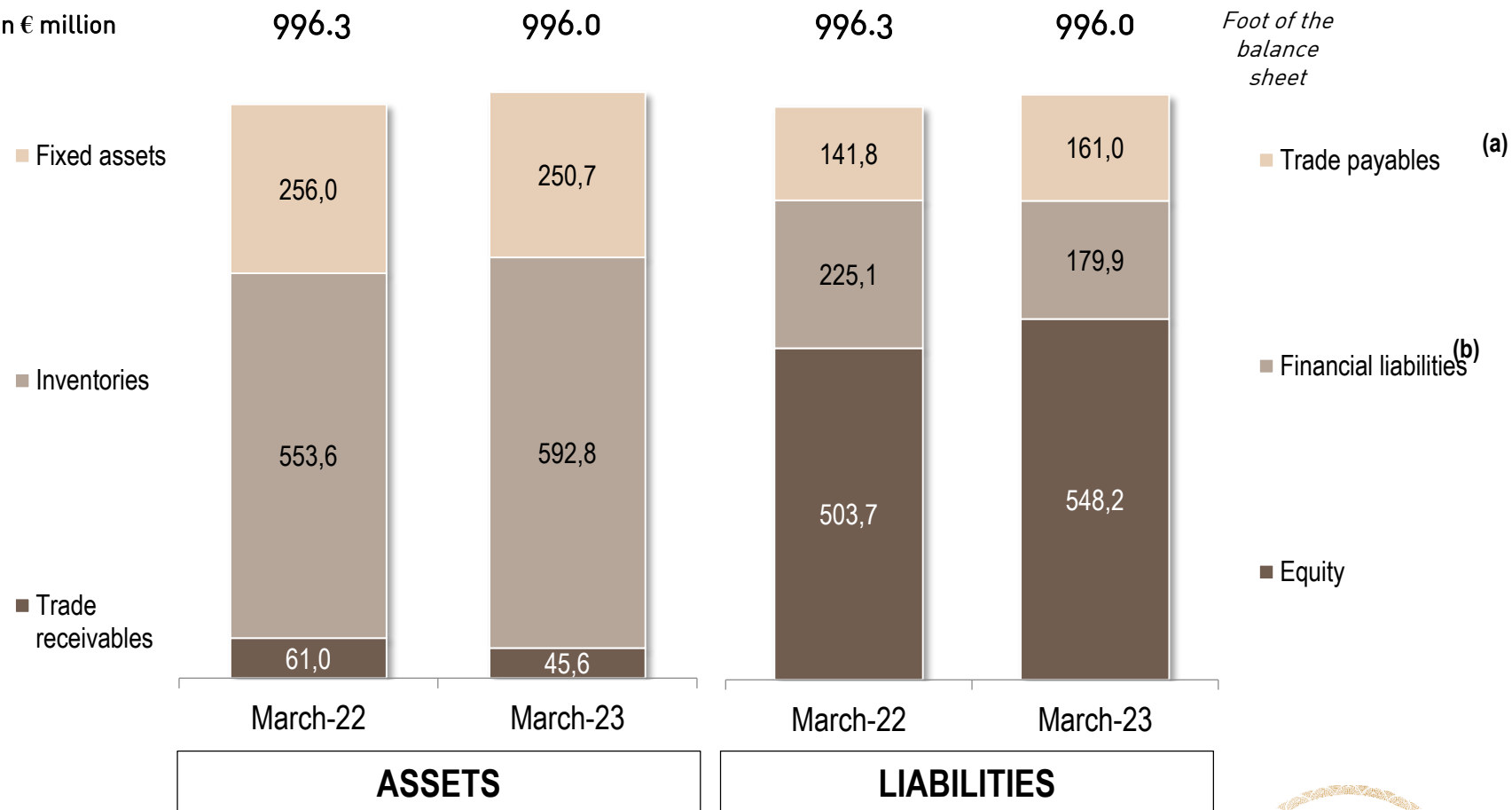
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STRUCTURE OF THE SIMPLIFIED BALANCE SHEET

LAURENT-PERRIER GROUP

In € million



Foot of the
balance
sheet

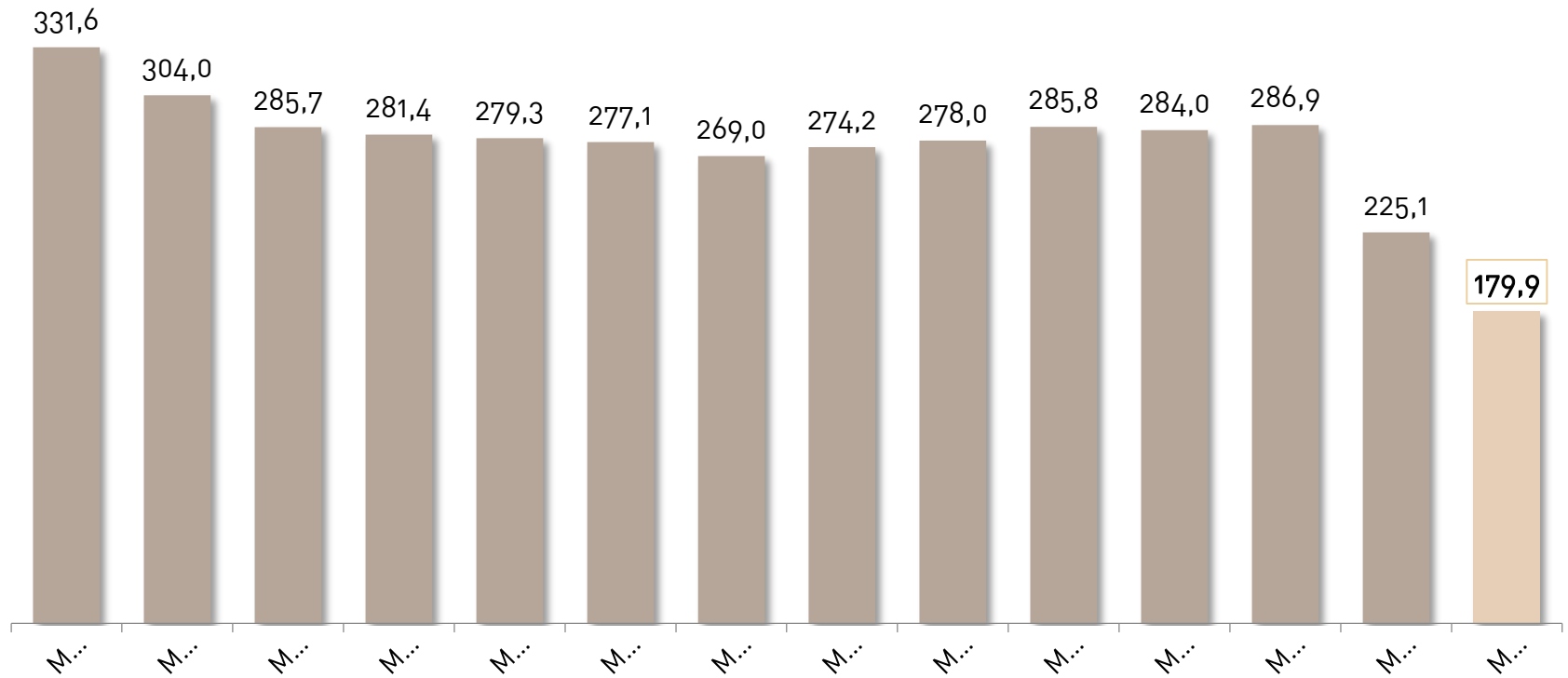
(a) including provisions for risks & charges and deferred taxes

(b) Net debt = financial liabilities - cash assets



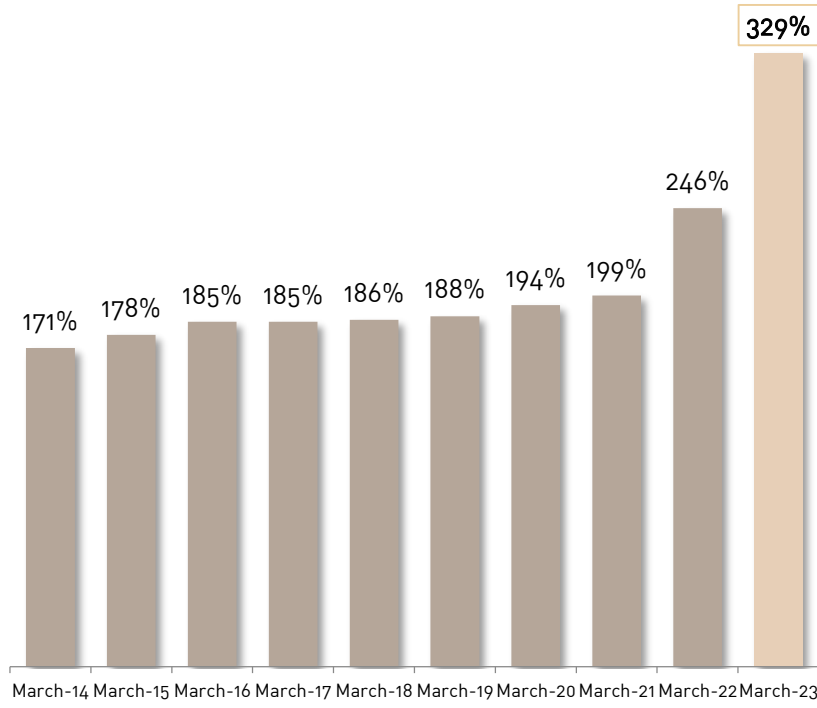
NET DEBT

LAURENT-PERRIER GROUP

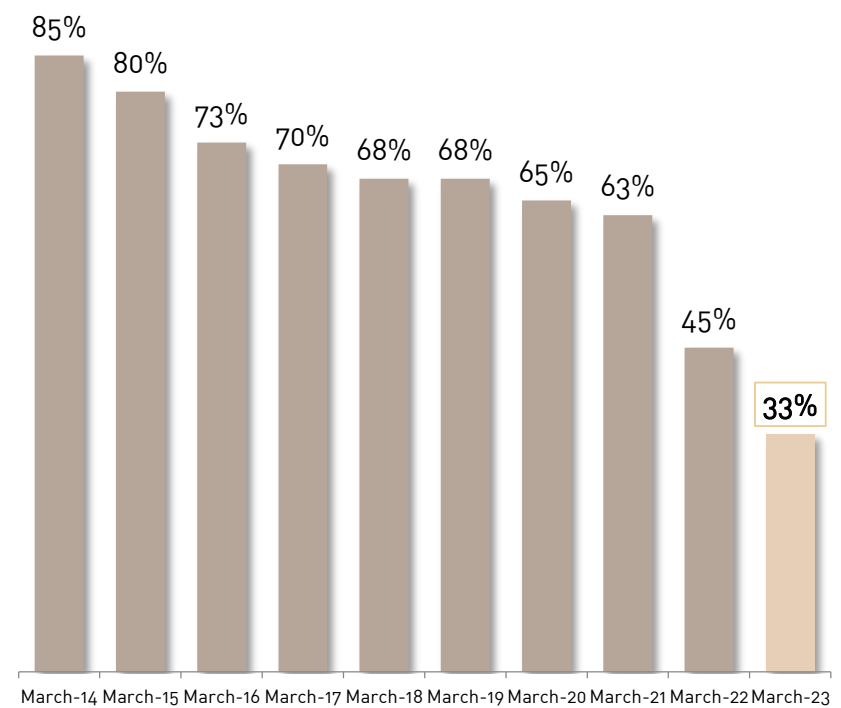


DEBT RATIOS

LAURENT-PERRIER GROUP



Inventories / Net debt (%)



Net debt / Equity (%)

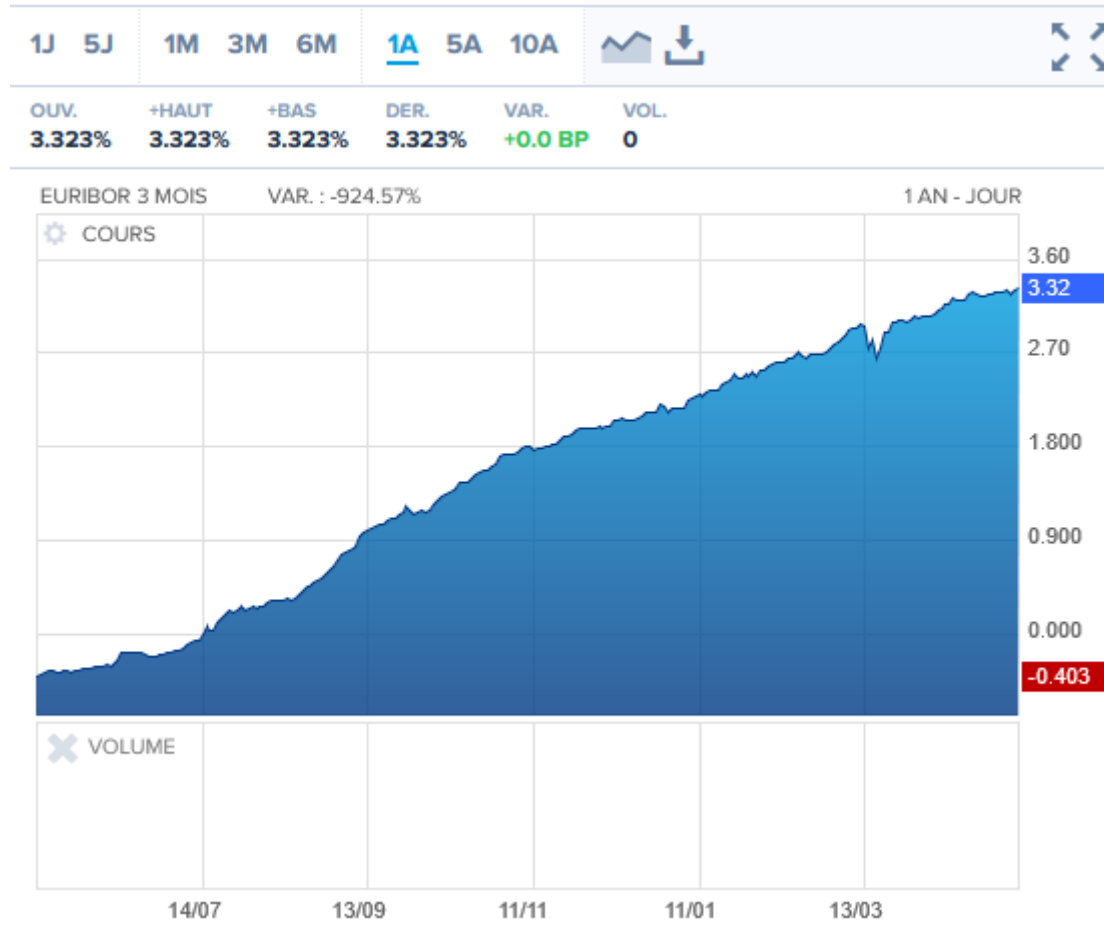


CONSOLIDATED CASH FLOW STATEMENT

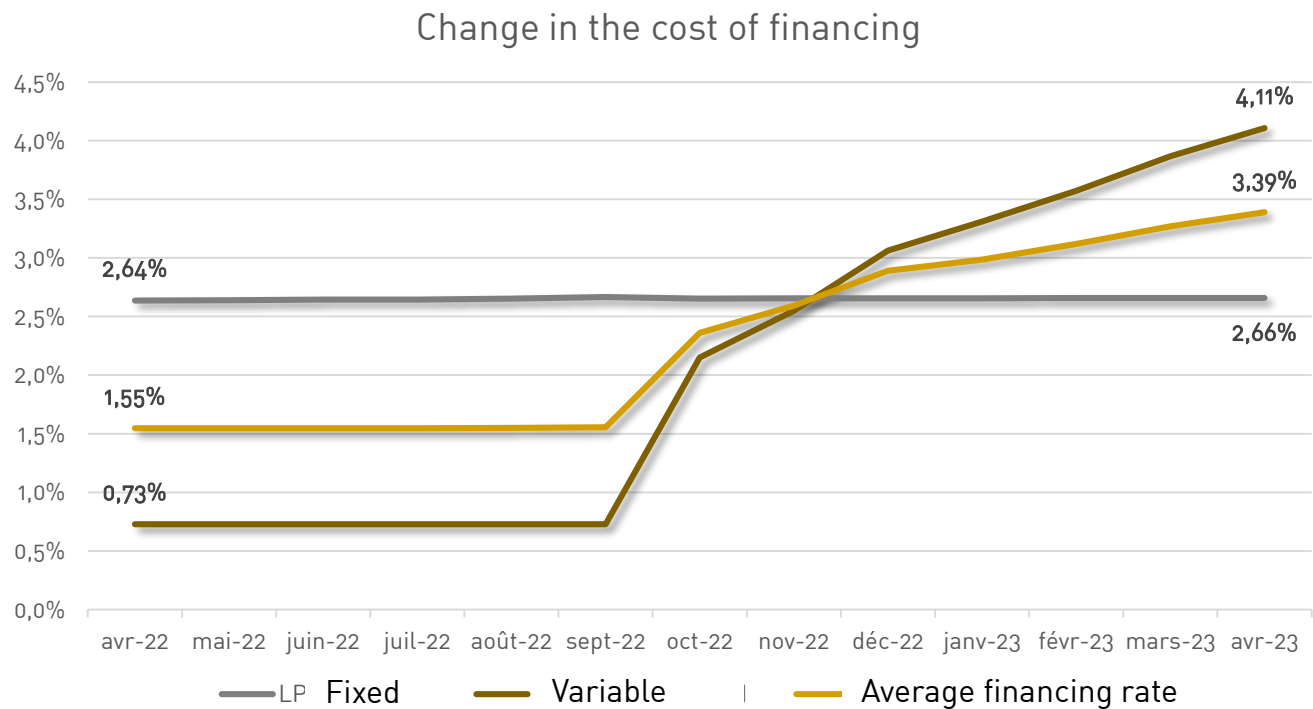
LAURENT-PERRIER GROUP

€m	At 31/03/22	At 31/03/23	Changes	
NET CASH AT OPENING OF YEAR	89.2	125.2		
Cash flow (after tax)	+58.7	+66.4	+7.8	-€11.5m change in operating cash flow
Working capital requirement	+17.0	-1.5	-18.5	
Investments & disposals	-6.4	-7.2	-0.8	
Financing operations	-25.8	-64.8	-39.0	
of which issuing of loans	11.2	2.0		
of which repayment of loans	-37.0	-66.7		
Share buy-back	-1.8	0.0	+1.8	
Dividends	-6.0	-12.0	-6.0	
NET CHANGE IN CASH	+35.7	-19.1	-54.7	Change in net cash flow
impact of changes in foreign exchange rates	+0.3	-0.3		
NET CASH AT CLOSE OF YEAR	125.2	105.8		

RISE IN THE EURIBOR 3-MONTH RATE



SENSITIVITY OF DEBT TO INTEREST RATES



MULTI-YEAR INVESTMENT PROGRAMME AT TOURS SUR MARNE



INDUSTRIAL CAPEX

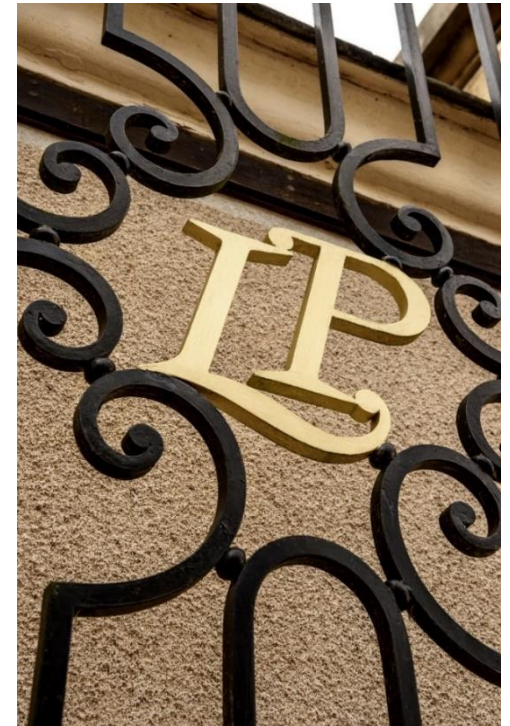


HOSPITALITY CAPEX



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The Savoy, London

Laurent-Perrier

Cuvée Rosé, chosen by the best.



CHAMPAGNE
Laurent-Perrier
 MAISON FONDÉE
 1812
 MAISON FAMILIALE INDÉPENDANTE

@champagne laurentperrier www.laurent-perrier.com
 Photo credit: An Selgry / Shutterstock.com; Jean-Lucien / Conceptart.com

be drinkaware.co.uk

Le summum de l'assemblage en Champagne
RECRÉER L'ANNÉE PARFAITE

98/100 95/100 18,5/20
 JAMES SUCKLING.COM *Robert Parker* *James Pinnow*

Grand Siècle N°22 en magnum. En allocation. www.grandsiecle.com
 @grandsiecle

L'ABUS D'ALCOOL EST DANGEREUX POUR LA SANTÉ, À CONSOMMER AVEC MODÉRATION.

TRADITIONAL MEDIA

Press
General Public

Wine Press



DIGITAL COMMUNICATION



EVENTS AND HIGHLIGHTS



Taste of Paris 2023



Cuvée Rosé, Robe Bambou



*Grand Siècle Experience,
Jeroboam, Londres*



Grand Siècle, Robe Lumière



2023 LAUNCHES
LAURENT-PERRIER BRAND



GRAND SIÈCLE ITÉRATION N°26

BEYOND FAR BEYOND RARE VINTAGES,
RECREATING THE PERFECT YEAR

1. Blend of vintage years 2012, 2008 and 2007 chosen for their complementarity among the rare Laurent-Perrier vintages.
2. A majority of Chardonnay (58%) supplemented by Pinot Noir (42%) from 9 Grands Crus selected from the 319 Crus of the Champagne region.
3. Extended cellar ageing of 10 years on the lees for this bottle format.



GRAND SIÈCLE 'LES RÉSERVES' ITÉRATION N°20

FOR THE 2nd TIME IN THE MAISON'S HISTORY:
GRAND SIÈCLE "LES RÉSERVES"

1. Blend of vintage years 1999, 1997 and 1996 chosen for their complementarity among the rare Laurent-Perrier vintages.
2. A majority of Chardonnay (54%) supplemented by Pinot Noir (46%) from 8 Grands Crus selected from the 319 Crus of the Champagne region.
3. Extended cellar ageing of 20 years on the lees for this magnum format.



ALEXANDRA ROSÉ 2012

AN EXCEPTIONAL BLEND

between the Grands Crus of Pinot Noir (80%) and Chardonnay (20%) which have reached perfect ripeness at the same time.

2012

The winter and then spring frosts had an impact on yields, which were rather moderate, which made for an exceptional vintage. The dry, sunny summer produced wines of great finesse, with elegant, well-balanced Chardonnays and Pinot Noirs with aromas of red fruit.

A RARE WINE

10th vintage marketed since its launch in 1987 after more than 10 years of ageing in our cellars.



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VINEYARD STATUS

- ✓ Mild winter with a shortfall in rainfall
- ✓ Rainy spring with lots of cool weather
- ✓ Health status: mildew problem
- ✓ Flowering from mid-June depending on the region
- ✓ Harvesting in the 1st half of September depending on the weather conditions



THE ENVIRONMENTAL COMMITMENT OF THE GROUP AND THE SECTOR

UNE FILIÈRE ENGAGÉE DANS LE DÉVELOPPEMENT DURABLE

RÉSULTATS

DES 15 DERNIÈRES ANNÉES

OBJECTIFS

POUR LE FUTUR

 -20 % D'EMPREINTE CARBONE PAR BOUTEILLE	-75 % D'EMPREINTE CARBONE À L'HORIZON 2050
 -50 % DE PRODUITS PHYTOSANITAIRES	-75 % EN 2025 (vs 2000)
 54 % DES SURFACES SOUS CERTIFICATION ENVIRONNEMENTALE	100 % DE SURFACES CERTIFIÉES À L'HORIZON 2030
 90 % DES DÉCHETS INDUSTRIELS TRAITÉS ET VALORISÉS	POURSUITE DU DÉPLOIEMENT DE L'ÉCONOMIE CIRCULAIRE DANS LA FILIÈRE CHAMPAGNE
 100 % DES EFFLUENTS VINICOLES & SOUS-PRO- DUITS VALORISÉS	

RÉGION PIONNIÈRE

1^{er} vignoble de France pour
la confusion sexuelle contre les
tordeuses de la grappe

1^{er} parc de tracteurs enjambeurs
électriques

1^{er} Bilan Carbone
d'une filière viticole, dès 2002

VITICULTURE DURABLE

54 % du vignoble
sous certification
environnementale
dont 36 % certifié
Viticulture Durable
en Champagne



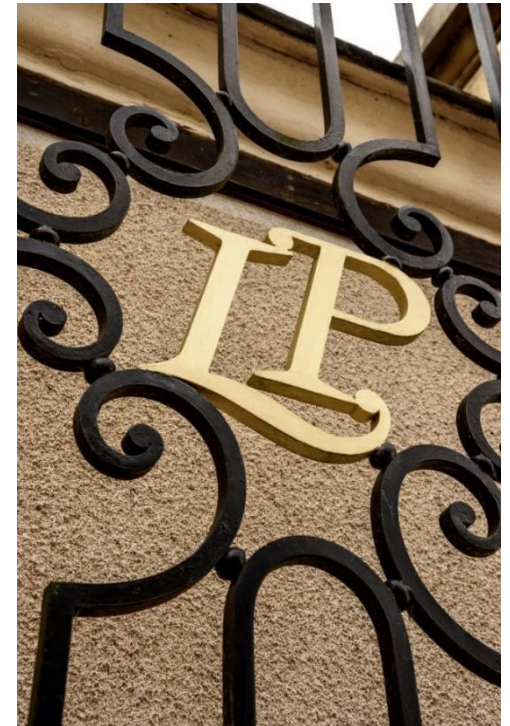
100 % DU VIGNOBLE EN MOUVEMENT
DANS UNE DÉMARCHE DE PROGRÈS CONTINU



100 % DU VIGNOBLE EXPLOITÉ PAR LAURENT-PERRIER
est certifié Viticulture Durable en Champagne

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OBJECTIVES

LAURENT-PERRIER GROUP

- ✓ Constantly improve the quality of our wines
- ✓ Reinforce investment in brand awareness and visibility for Laurent-Perrier
- ✓ Continue to step up efforts by the Group and the industry to reduce environmental impact
- ✓ Adapt the organisation to future challenges
- ✓ Strengthen the Group's independence



OUTLOOK

LAURENT-PERRIER GROUP

Despite an uncertain geopolitical and economic context, the Laurent-Perrier Group is confidently and attentively pursuing its 2021-2025 business plan and maintaining its value strategy based on the following 4 pillars:

- ✓ A single business: the creation and sale of high-end champagnes
- ✓ Quality supply based on a partnership policy
- ✓ A portfolio of strong and complementary brands
- ✓ Well-controlled global distribution





CHAMPAGNE

Laurent-Perrier

MAISON FONDÉE

1812

Tours-sur-Marne



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