



ANNUAL RESULTS
FINANCIAL YEAR 2025-2026
29 MAY 2026

AGENDA

- ✓ Market
- ✓ Key figures & analysis
- ✓ Financial structure
- ✓ Value strategy
- ✓ Objectives and outlook



HIGHLIGHTS OF FINANCIAL YEAR 2025-2026

EXTERNAL:

- ✓ Geopolitical and economic environment
- ✓ Global market at 267 million bottles shipped (12 months ended April)
- ✓ Unfavourable exchange rates compared with the previous year

INTERNAL:

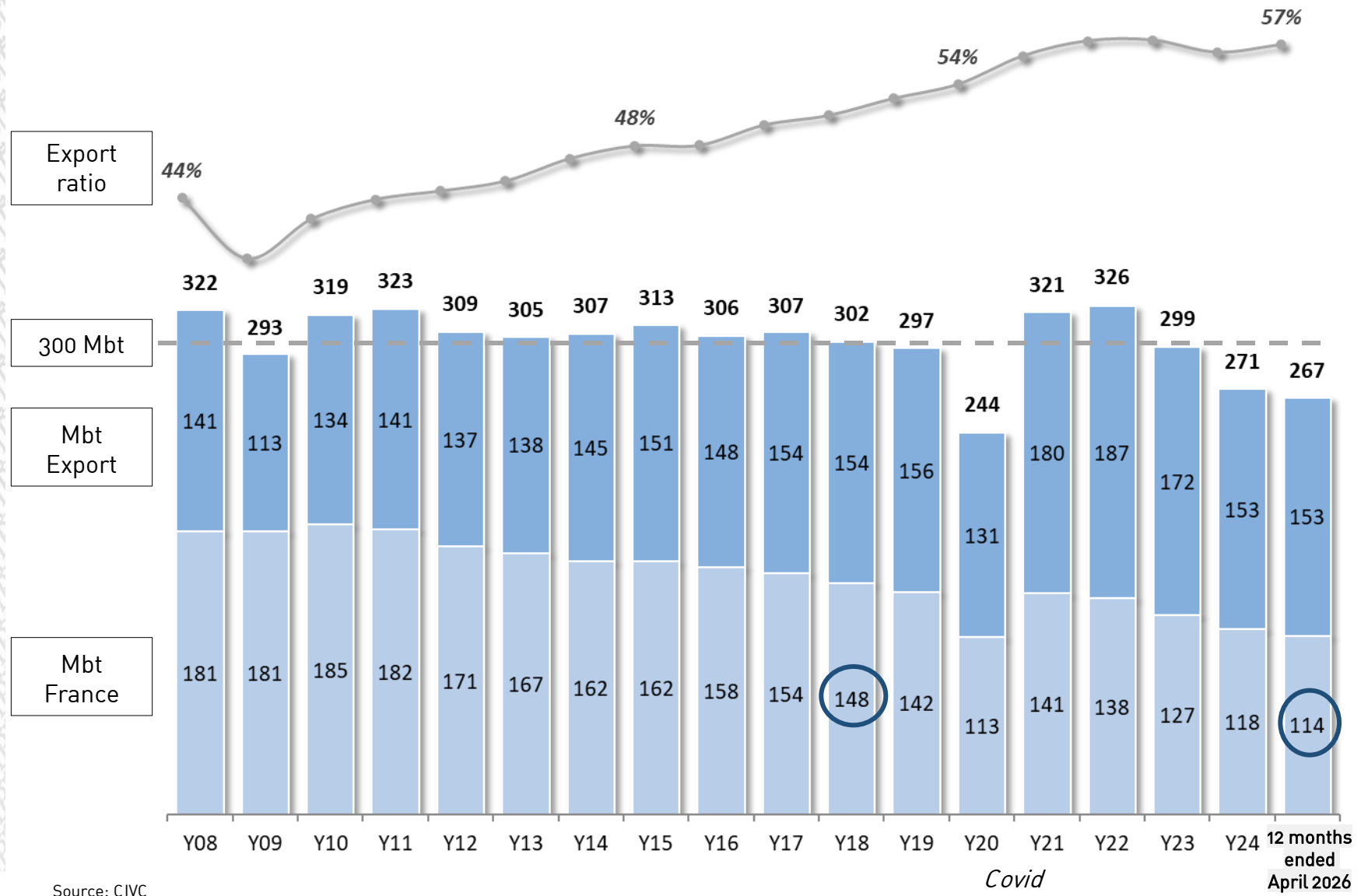
- ✓ Strengthening of Champagne Laurent-Perrier's positions in its main export markets



THE
CHAMPAGNE
MARKET



12 MONTHS ENDED APRIL 2026: 267 MILLION BOTTLES SHIPPED



Source: CIVC

GROUP PERFORMANCE COMPARED WITH THE MARKET

Volumes % change	12 Months vs Y-1
MARKET *	-1.6%
CHAMPAGNE HOUSES *	-1.2%
L-P GROUP *	+3.8%

** 12 months from April 2025 to March 2026*

Source: CIVC & LP



LAURENT-PERRIER
GROUP

KEY FIGURES
2025-2026



CHAMPAGNE



CHAMPAGNE
DELAMOTTE

Le Mesnil sur Oger depuis 1760

RESULTS FOR FINANCIAL YEAR 2025-2026

LAURENT-PERRIER GROUP

(in €m)	CURRENT EXCHANGE RATES		
	N -1 2024-2025	N 2025-2026	Change vs N-1
Current exchange rates			
Revenue (Champagnes & Wines)	282.9	294.8	+4.2%
Gross margin	168.3	171.5	+1.9%
<i>as % of revenue (Champagne & Wines)</i>	<i>59.5%</i>	<i>58.2%</i>	<i>-1.3 pts</i>
Brand development & communications	-31.7	-32.1	+1.3%
Other expenses & income	-0.4	-0.3	-32.9%
Accounting. and Admin. costs	-61.9	-63.1	+1.9%
Operating profit	74.4	76.1	+2.3%
<i>as % of revenue (Champagne & Wines)</i>	<i>26.3%</i>	<i>25.8%</i>	<i>-0.5 pts</i>
Financial result	-10.1	-9.3	-7.3%
Taxes	-16.6	-16.9	+1.8%
Net profit attributable to the Group	47.4	49.5	+4.5%

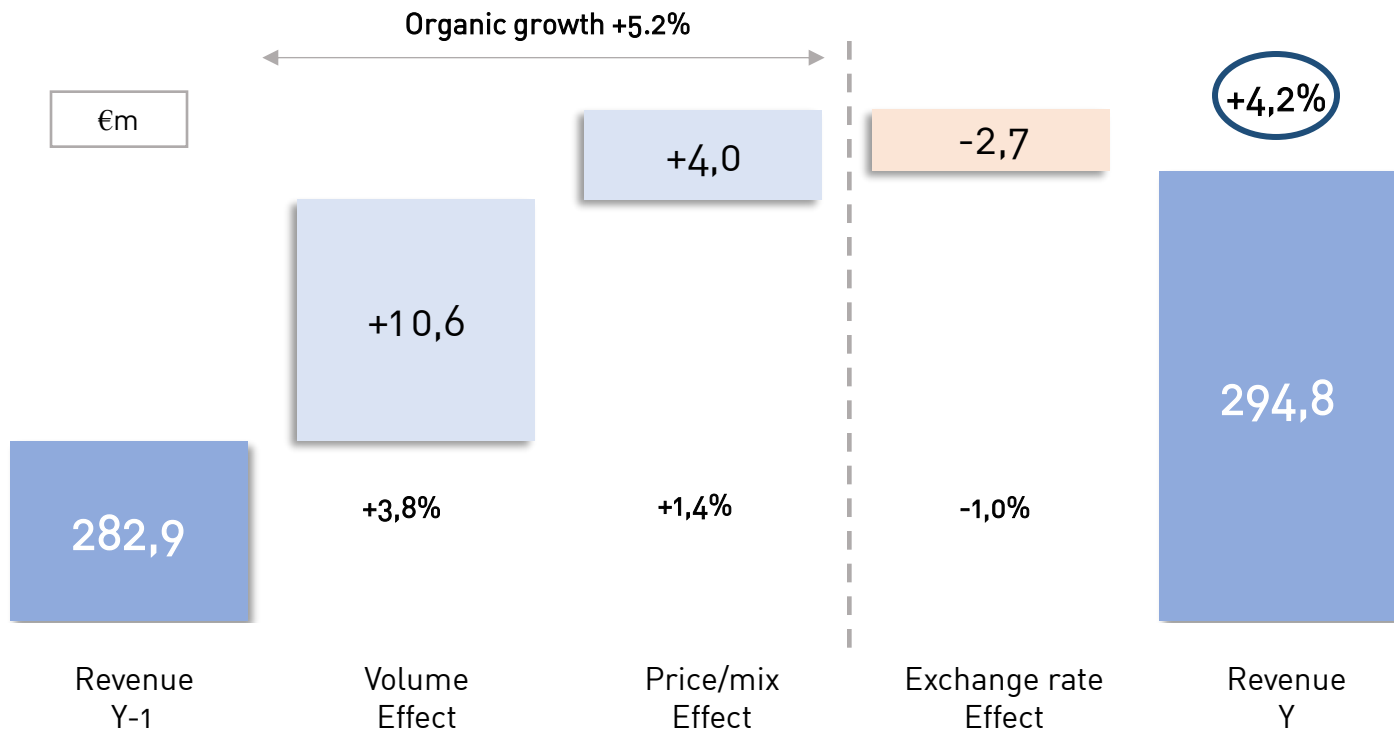
RESULTS FOR FINANCIAL YEAR 2025-2026

LAURENT-PERRIER GROUP

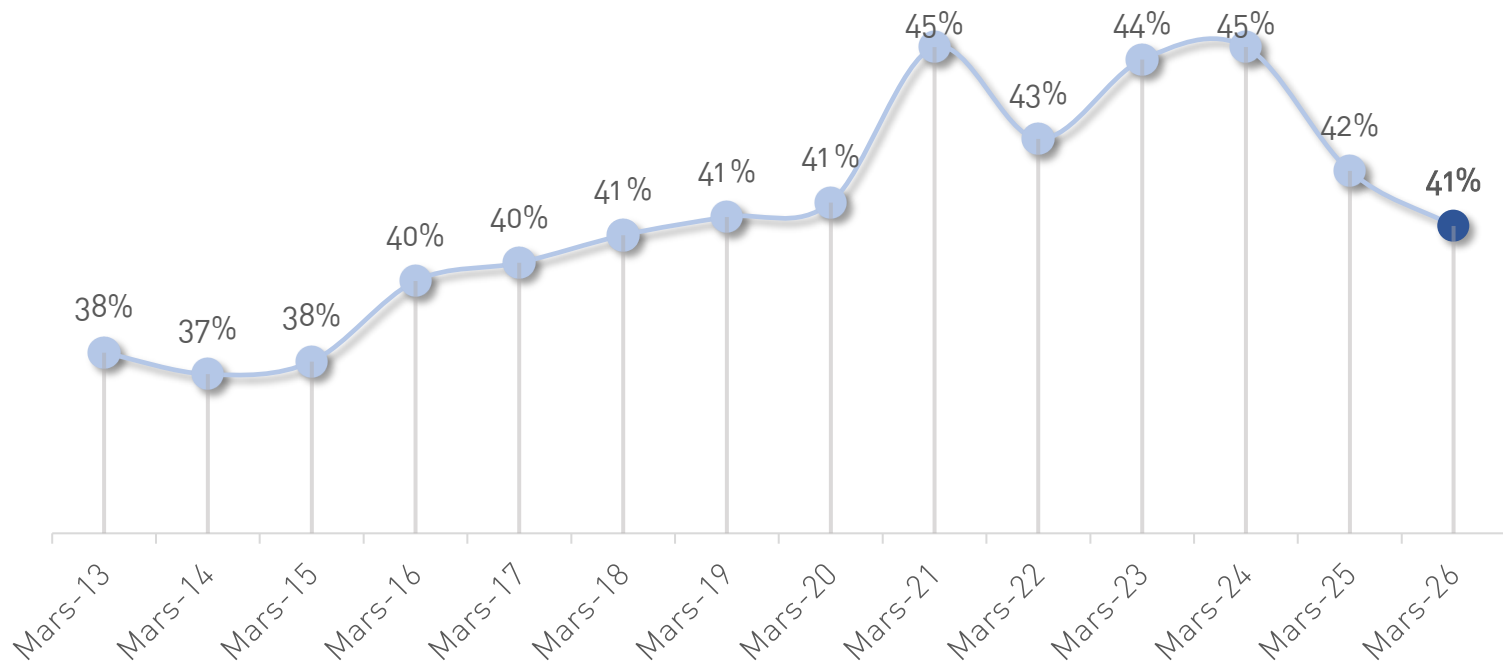
(in €m)	CURRENT EXCHANGE RATES			CONSTANT EXCHANGE RATES	
	N -1 2024-2025	N 2025-2026	Change vs N-1	N 2025-2026	Change vs N-1
Current exchange rates					
Revenue (Champagnes & Wines)	282.9	294.8	+4.2%	297.5	+5.2%
Gross margin	168.3	171.5	+1.9%	174.1	+3.4%
<i>as % of revenue (Champagne & Wines)</i>	<i>59.5%</i>	<i>58.2%</i>	<i>-1.3 pts</i>	<i>58.5%</i>	<i>-1.0 pts</i>
Brand development & communications	-31.7	-32.1	+1.3%	-32.4	+2.3%
Other expenses & income	-0.4	-0.3	-32.9%	-0.3	-32.9%
Acct. and Admin. costs	-61.9	-63.1	+1.9%	-63.6	+2.8%
Operating profit	74.4	76.1	+2.3%	78.6	+5.7%
<i>as % of revenue (Champagne & Wines)</i>	<i>26.3%</i>	<i>25.8%</i>	<i>-0.5 pts</i>	<i>26.4%</i>	<i>+0.1 pts</i>

POSITIVE PRICING AND BRAND-MIX EFFECTS

LAURENT-PERRIER GROUP



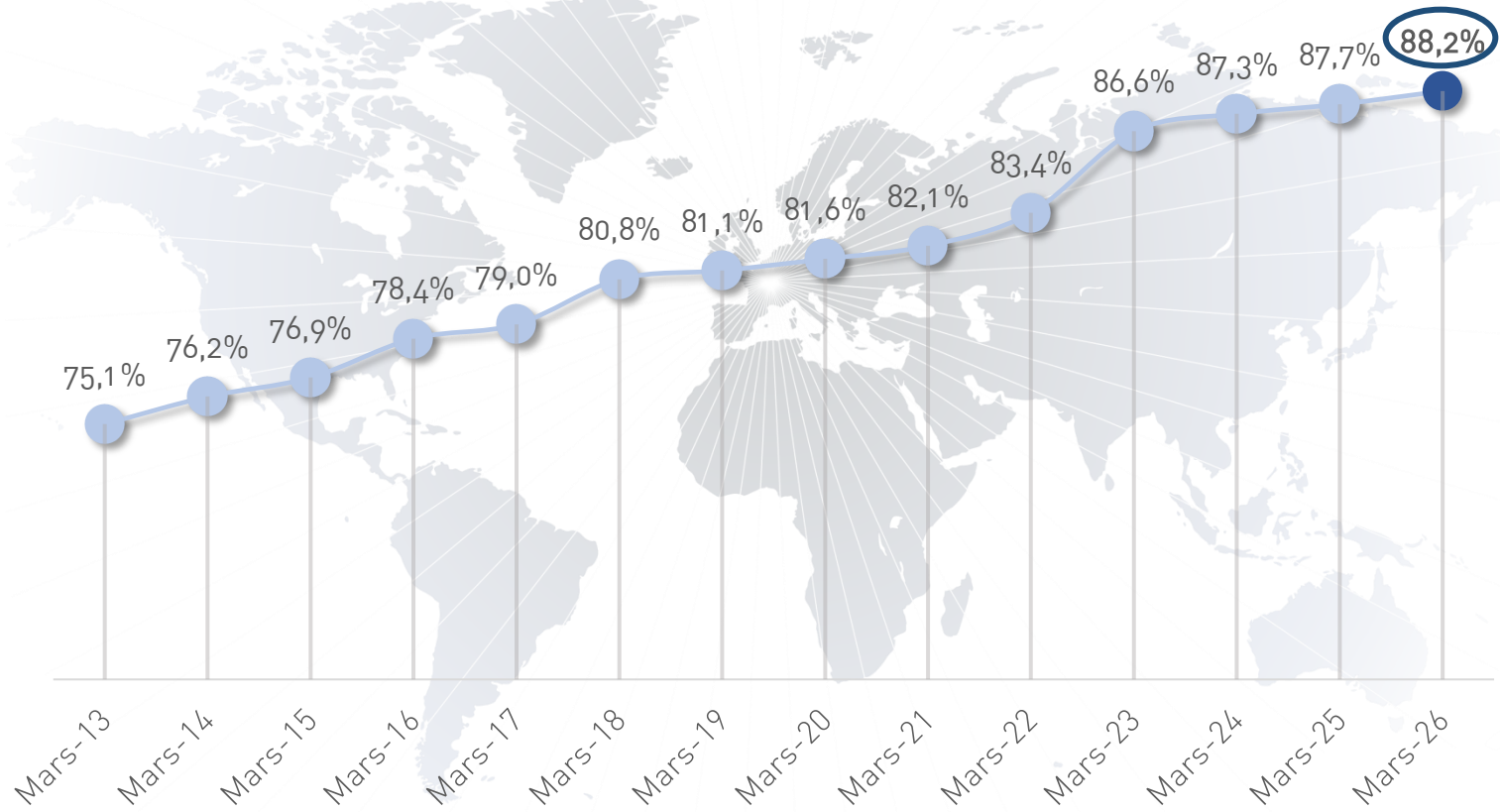
HIGH END OF THE RANGE REVENUE TREND LAURENT-PERRIER BRAND



At current exchange rates

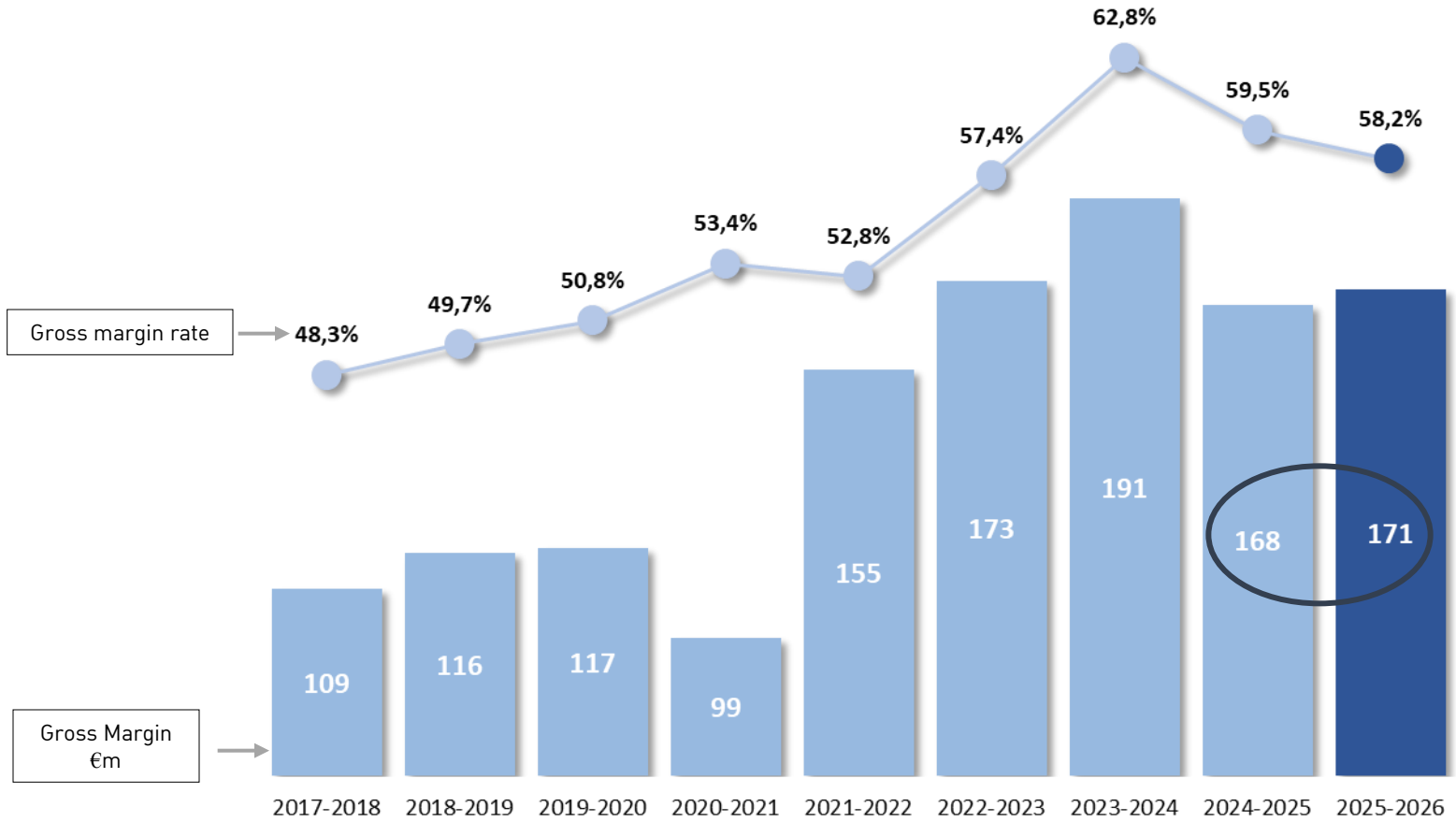
EXPORT REVENUE TREND

LAURENT-PERRIER BRAND



At current exchange rates

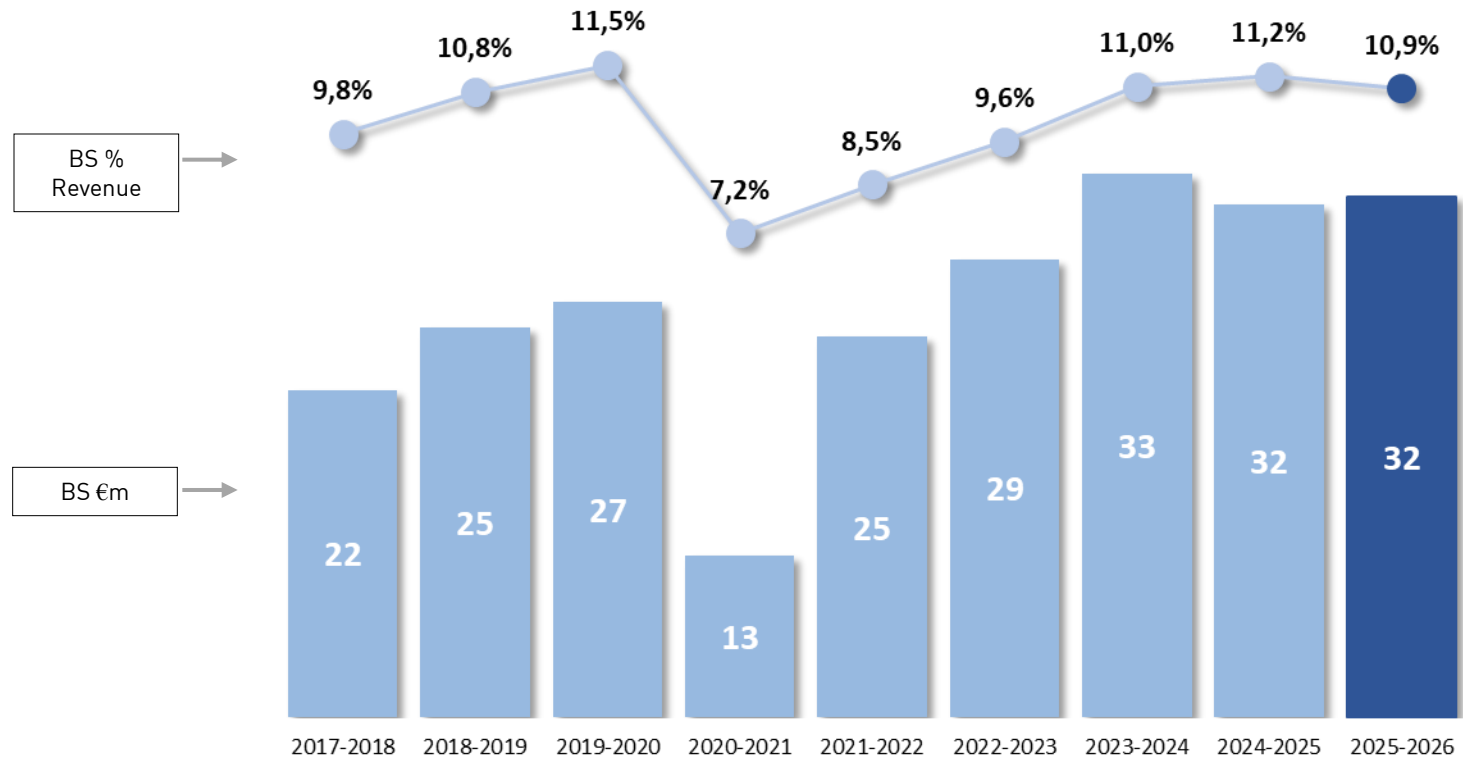
GROSS MARGIN MAINTAINED AT A HIGH LEVEL LAURENT-PERRIER GROUP



At current exchange rates



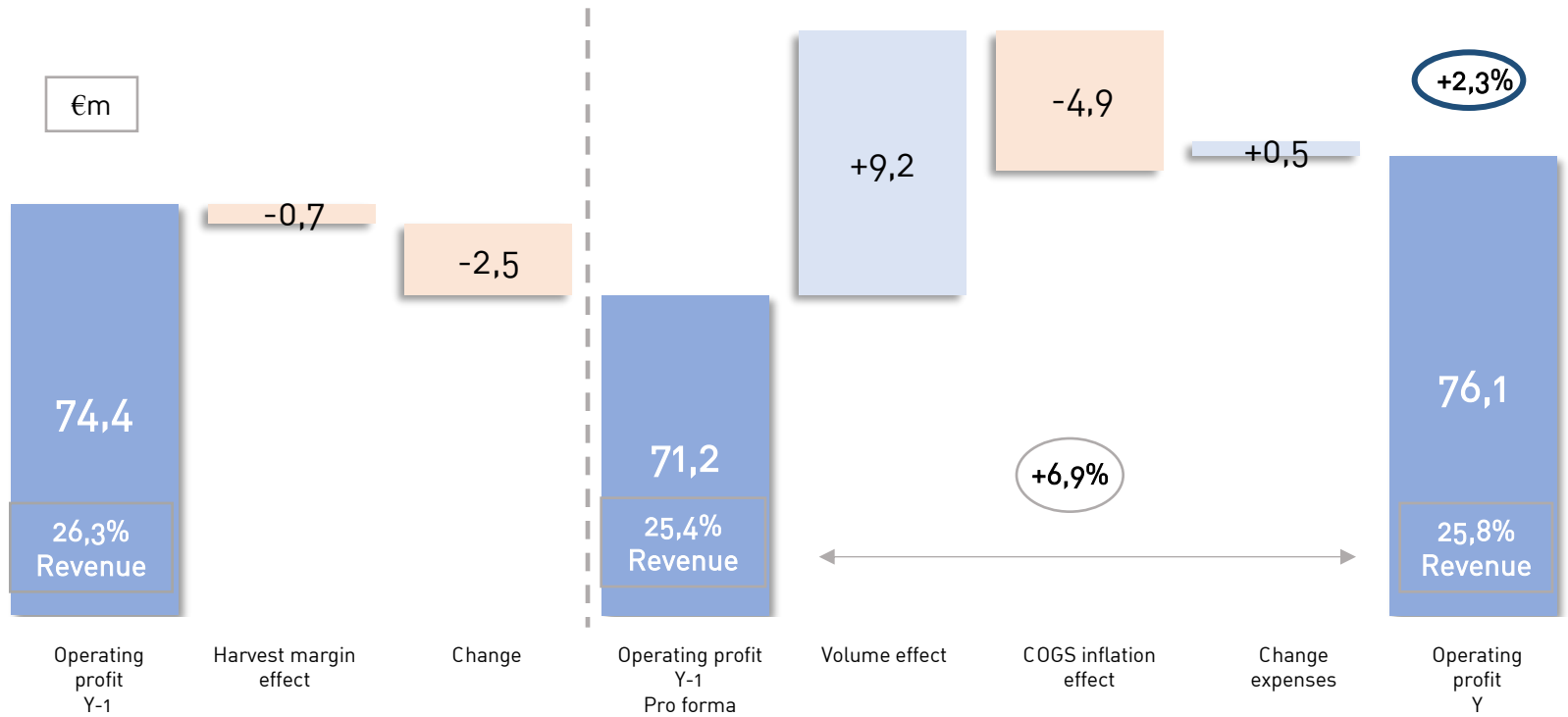
STABLE BRAND-SUPPORT INVESTMENTS LAURENT-PERRIER GROUP



At current exchange rates

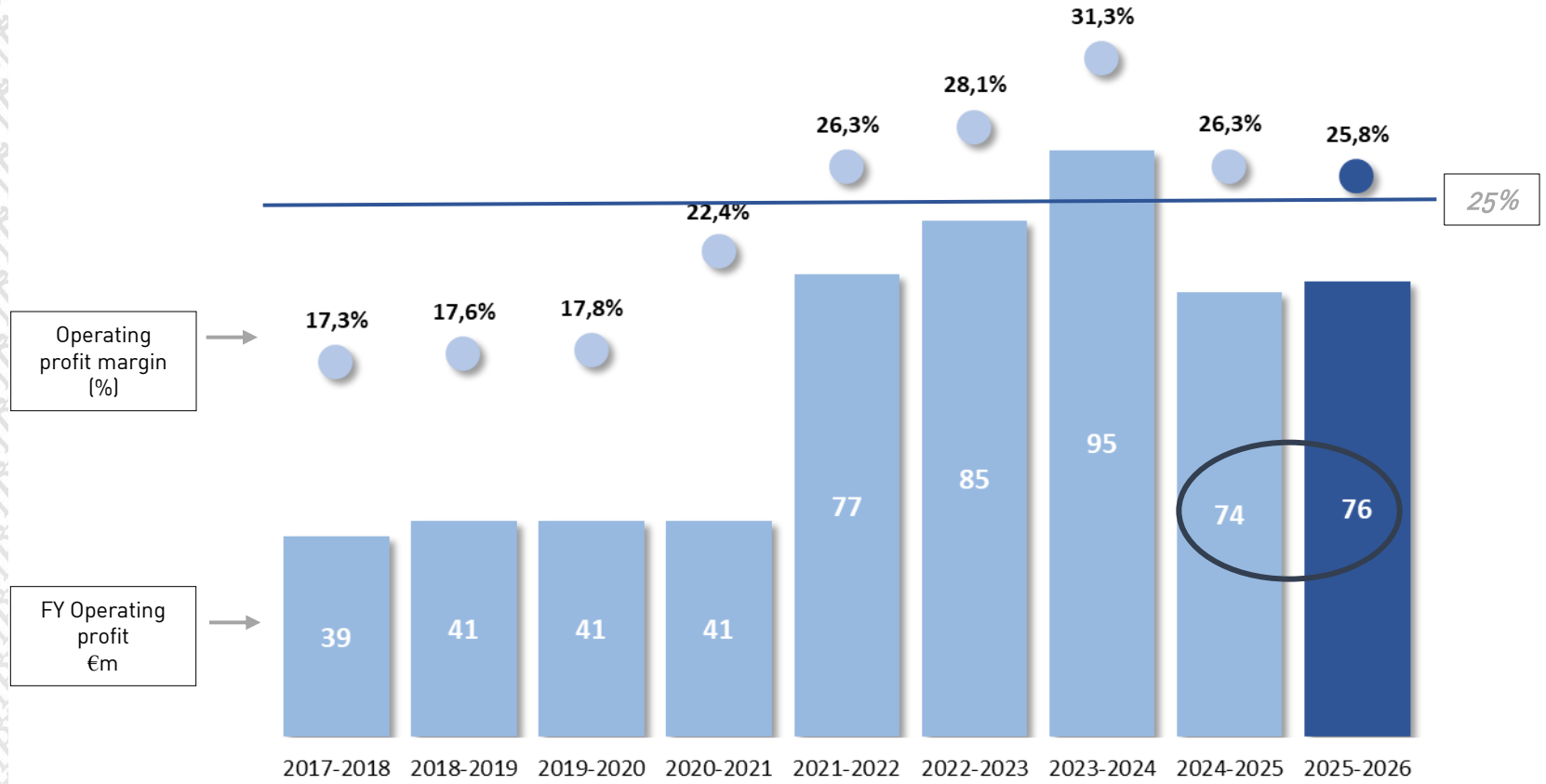


ANALYSIS OF THE CHANGE IN OPERATING PROFIT LAURENT-PERRIER GROUP



OPERATING PROFIT MAINTAINED AT A HIGH LEVEL

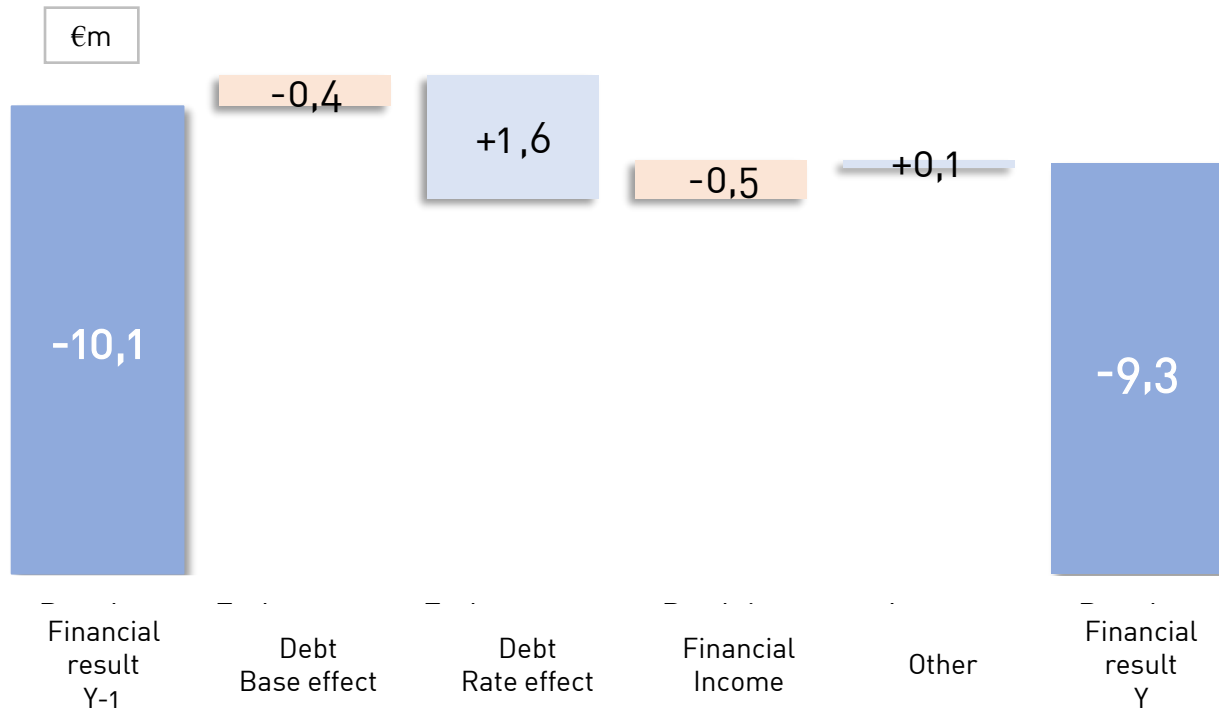
LAURENT-PERRIER GROUP



At current exchange rates



CHANGE IN FINANCIAL RESULT COMPARED WITH N-1 LAURENT-PERRIER GROUP



LAURENT-PERRIER
GROUP



CHAMPAGNE

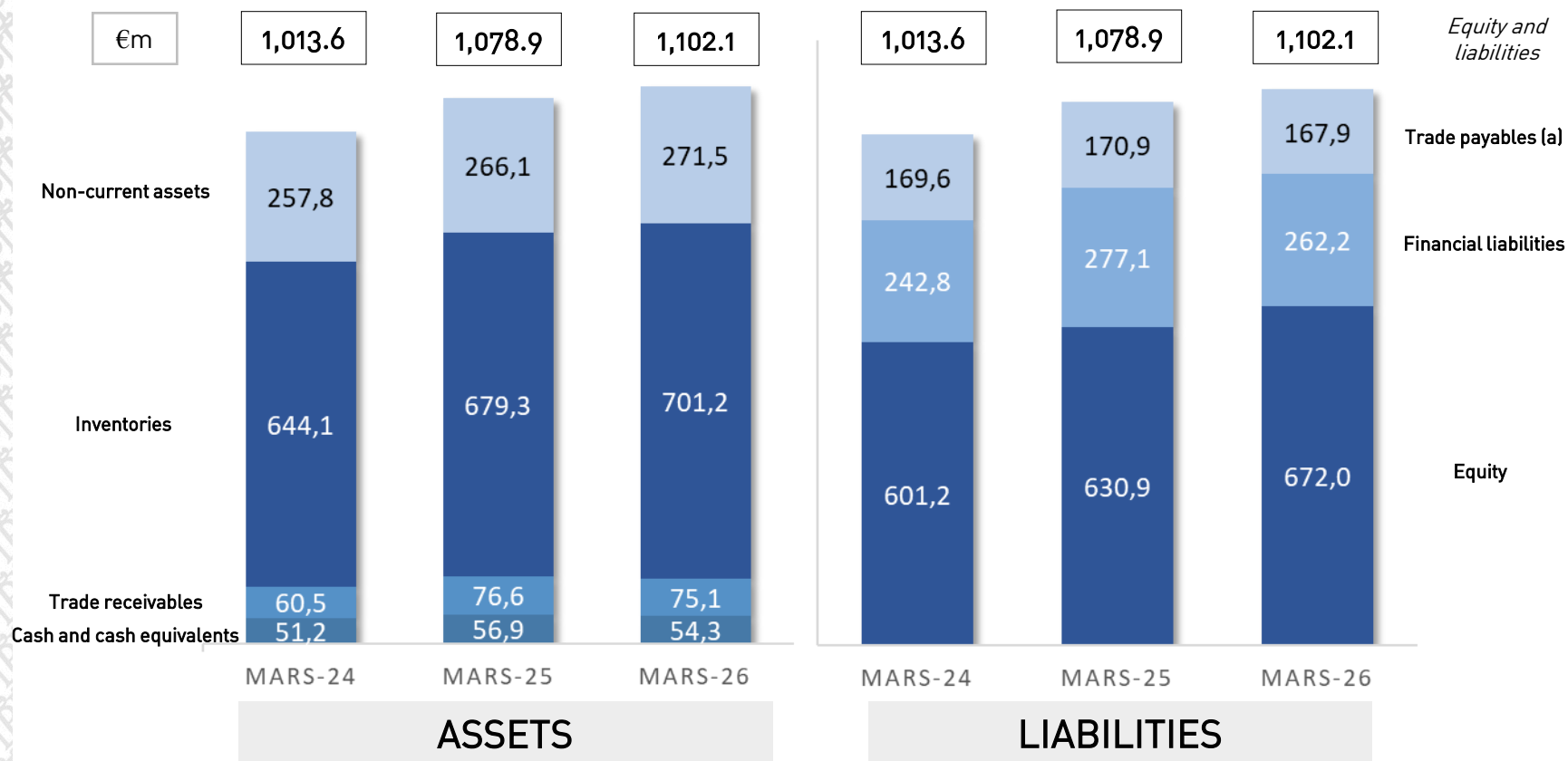


FINANCIAL STRUCTURE
2025-2026



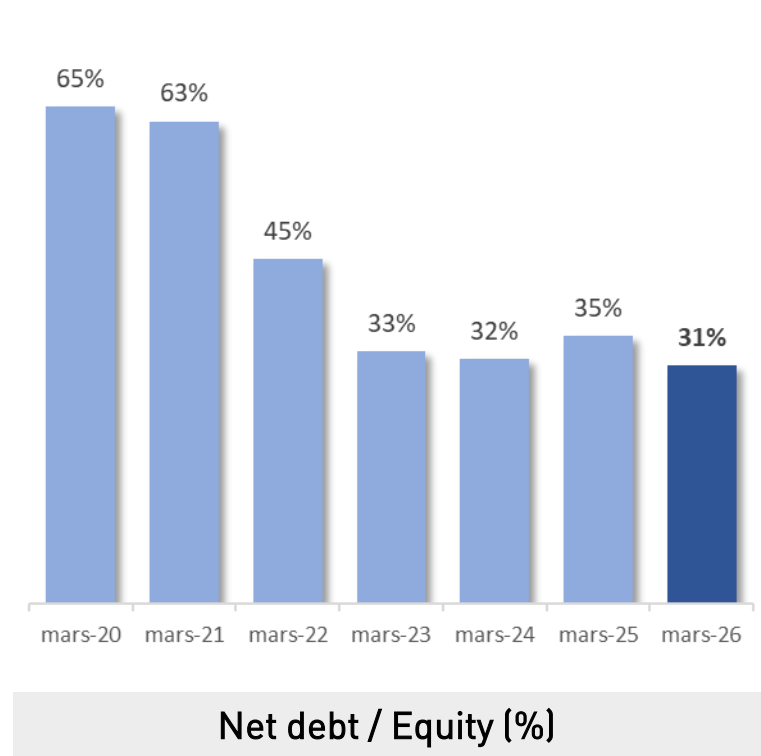
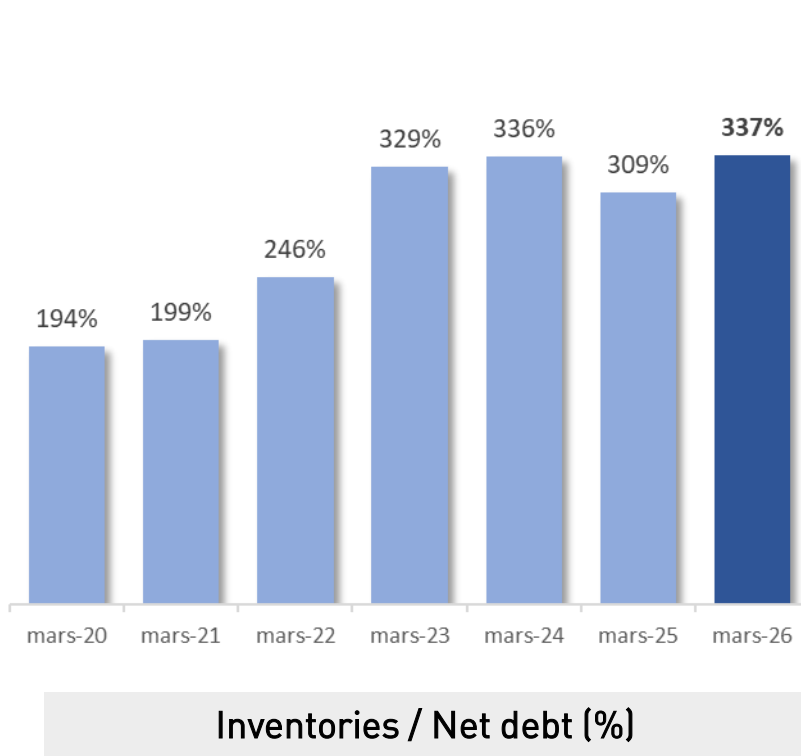
CHAMPAGNE
DELAMOTTE
Le Mesnil sur Oger depuis 1760

SIMPLIFIED BALANCE SHEET STRUCTURE LAURENT-PERRIER GROUP



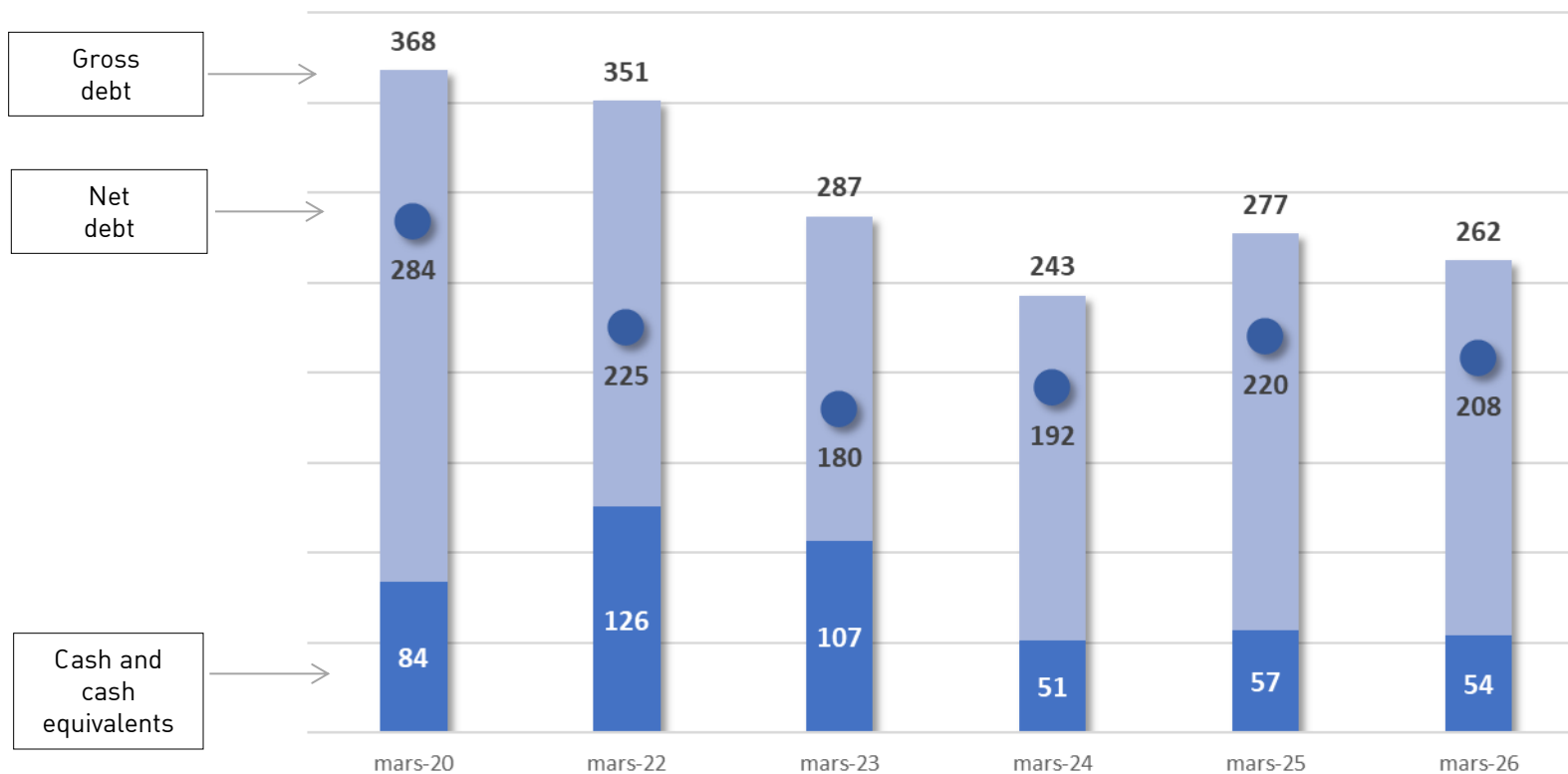
(a) including provisions for risks and charges and deferred tax liabilities

DEBT RATIOS LAURENT-PERRIER GROUP



DEBT TREND LAURENT-PERRIER GROUP

€m



COVENANTS

LAURENT-PERRIER GROUP

	F23 31/03/2023	F24 31/03/2024	F25 31/03/2025	F26 31/03/2026	Target
EBITDA / Financial Result	15.12	11.46	7.90	8.91	↑ or = at 2
<i>Operating Profit / Financial Result</i>	<i>13.99</i>	<i>10.73</i>	<i>7.38</i>	<i>8.15</i>	↑ or = at 2
Net Debt / Equity	0.33	0.32	0.35	0.31	↓ or = at 2
Inventories / Net Debt	3.29	3.36	3.09	3.37	↑ or = at 1



CONSOLIDATED CASH FLOW STATEMENT

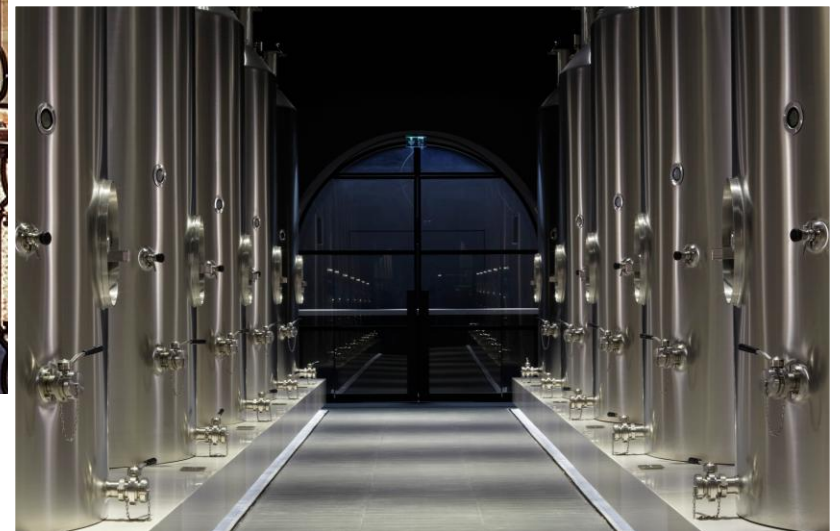
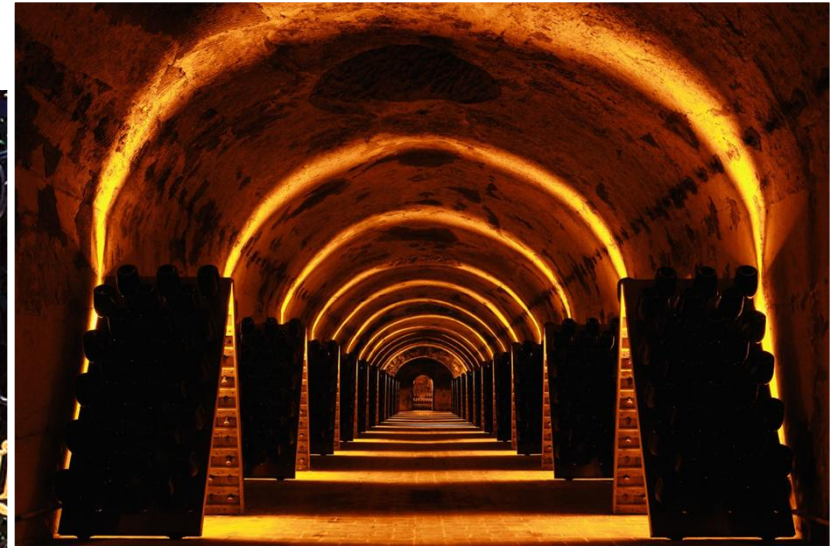
LAURENT-PERRIER GROUP

€m	31/03/2025	31/03/2026	Change	
NET CASH AT OPENING	50.5	56.6		
Cash flow from operating activities (after tax)	+57.5	+56.3	-1.2	+€35.4m change in operating cash flow
Working capital requirement	-57.2	-20.3	+36.9	
Investing activities	-11.4	-11.7	-0.3	
Disposal activities	0.0	0.0		
Financing activities	+35.4	-14.9	-50.3	
including new borrowings	+107.3	16.9		
including loan repayments	-71.9	-31.8		
Dividends	-12.8	-12.6	+0.2	
Share buy-backs	-5.6	0.0	+5.6	
NET CHANGE IN CASH	+5.8	-3.2	-9.0	Change in net cash flow
NET CASH AT YEAR-END *	56.6	53.4		

*Net cash = cash and cash equivalents less bank overdrafts

HOSPITALITY INVESTMENTS AT TOURS-SUR-MARNE

LAURENT-PERRIER GROUP



LAURENT-PERRIER
BRAND



CHAMPAGNE



VALUE STRATEGY



THREE SAVOIR-FAIRE



THE BLENDING OF RESERVE WINES



MACERATION



NON-DOSAGE





THE BLENDING OF RESERVE WINES



MACERATION



NON-DOSAGE

LAUNCH OF GRAND SIÈCLE ITERATION No. 27 AND 2018 VINTAGE BRUT
LAURENT-PERRIER BRAND



CONTINUATION OF INTERNATIONAL GASTRONOMY PARTNERSHIPS
LAURENT-PERRIER BRAND



*Tetsuya ASANO
[Japan's representative at the 2024 Bocuse d'Or]
Chef at Toki Restaurant, The Mitsui Hotel
Kyoto, Japan*



*Mauro COLAGRECO
Chef of Mirazur***
Menton, France*

CHÂTEAU DE LOUVOIS: SUPPORTING THE VALUE STRATEGY



NEW INTERNATIONAL MEDIA ASSETS

LAURENT-PERRIER BRAND

Laurent-Perrier
Héritage, chosen by the best.

*The Savoy
London*

CHAMPAGNE
Laurent-Perrier
MAISON FONDÉE
1812

Héritage is born out of the noble fibres of
Grand Blanc, a complex blend of reserve vines, recognized
for their precision, elegance and complexity.

be drinkaware.co.uk

Laurent-Perrier
Blanc de Blancs Brut Nature, chosen by the best.

The Ritz London

CHAMPAGNE
Laurent-Perrier
MAISON FONDÉE
1812

Blanc de Blancs Brut Nature is crafted in our cellars
from exceptional Chardonnay reserve vines to allow
for a rare elegance.

be drinkaware.co.uk

Laurent-Perrier
Cuvée Rosé, choisie par les meilleurs.

*Restaurant Le Duc
Paris*

CHAMPAGNE
Laurent-Perrier
MAISON FONDÉE
1812

Cuvée Rosé est issue de la seule assemblage des
milliers Pinot Noir de la Champagne pour d'un
équilibre en douceur de 2 ans dans nos caves.

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



ENHANCED DIGITAL VISIBILITY THROUGH INCREASED INVESTMENT LAURENT-PERRIER BRAND

- ✓ Strengthening AI-based search



Claude

Gemini

- ✓ Continuing existing social media communication investments



REMINDER OF ENVIRONMENTAL COMMITMENTS

LAURENT-PERRIER AND THE CHAMPAGNE INDUSTRY

UNE FILIÈRE ENGAGÉE DANS LE DÉVELOPPEMENT DURABLE

RÉSULTATS

des 15 dernières années



-50 000 t de CO₂ /an
grâce à l'écoconception de la bouteille



-50 % de produits
phytosanitaires et engrais azotés



+ de 90 % des déchets industriels
valorisés



100 % des effluents vinicoles
& sous-produits valorisés



x2 des surfaces enherbées



-25 %

OBJECTIF 2025 ATTEINT !
sur le Bilan Carbone filière

*en route vers le net zéro
carbone en 2050.*



Dès 2017,
*la Champagne expérimente
la première route de fret
transatlantique à la voile.*

INITIATIVES PIONNIÈRES



**1^{er} vignoble de France pour
la confusion sexuelle***

**résultant en la quasi-suppression
de traitements insecticides*



**1^{er} parc de
tracteurs enjambeurs
et robots électriques**



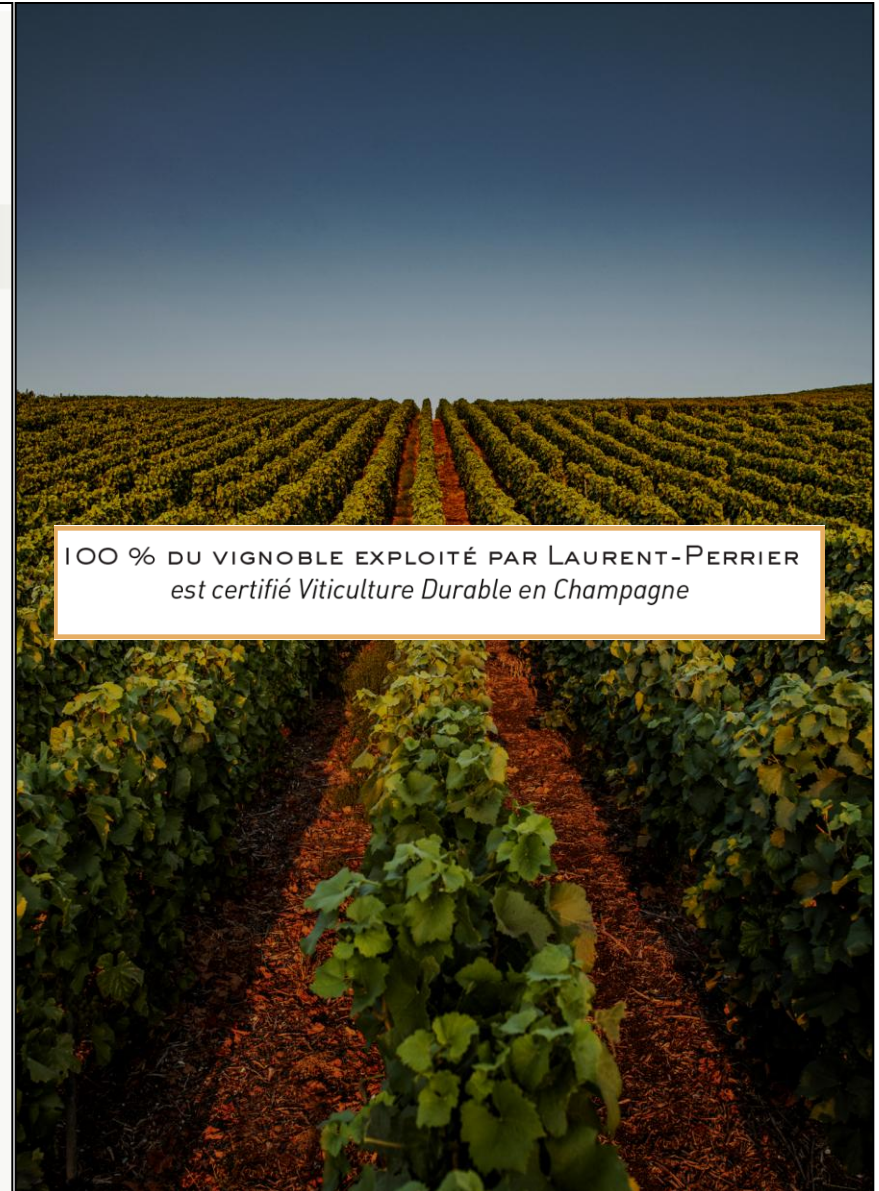
**1^{er} Bilan Carbone
d'une filière viticole,
dès 2003**



**1^{re} région à intégrer une
nouvelle variété résistante à
son cahier des charges à titre
expérimental (VIFA)**



**+ de 70 % de surfaces
sous certifications
environnementales**



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

LAURENT-PERRIER
GROUP

OBJECTIVES
&
OUTLOOK



CHAMPAGNE



CHAMPAGNE
DELAMOTTE
Le Mesnil sur Oger depuis 1760

OBJECTIVES

LAURENT-PERRIER GROUP

- ✓ Continuously improve wine quality
- ✓ Develop excellence in our areas of expertise
- ✓ Increase investment in the awareness and visibility of the Laurent-Perrier brand
- ✓ Continue the Group's and the industry's enhanced efforts to reduce environmental impact
- ✓ Strengthen the Group's independence



OUTLOOK

LAURENT-PERRIER GROUP

In a period marked by major geopolitical and economic uncertainty, the Laurent-Perrier Group continues to implement its business plan with both vigilance and confidence, while maintaining its value strategy, which is built upon four essential pillars:

- ✓ a unique expertise dedicated to creating exceptional Champagne wines;
- ✓ a portfolio of renowned and complementary brands;
- ✓ high-quality sourcing supported by a policy of strong partnerships; and
- ✓ a well-controlled global distribution network.





CHAMPAGNE

Laurent-Perrier

MAISON FONDÉE
1812

Tours-sur-Marne



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