



Tours-sur-Marne, 18 July 2012

LAURENT-PERRIER GROUP

Financial Press Release

Laurent-Perrier announces further growth in turnover, up 11% in the first quarter of FY 2012-2013

Turnover in the first quarter of the 2012-2013 accounting period (1 April-30 June 2012) came out at €45.5 million, an increase of 11% on the same quarter last year.

The Group continued to record growth at a similar rate to previous quarters. The share of the Laurent-Perrier brand in consolidated Group turnover saw a further increase thanks to rapid growth in export markets, which share in the brand turnover rose by close to 5 points during the quarter, to 77%.

Premium champagnes, and in particular Cuvée Rosé and Grand Siècle, also saw sustained growth. Their share of brand turnover rose to 42%, an increase of close to 1 percentage point compared with the first quarter of the previous year. As a result, the favourable product mix, combined with the price increases implemented at the beginning of the year, explain the positive, 2.7% price/mix effect over the quarter, despite the already high comparison basis (+14,0% in the first quarter of 2011-2012).

Outlook for 2012-2013

In view of the uncertain economic climate, first-quarter growth cannot be extrapolated to the full year.

However, throughout the year, Laurent-Perrier will benefit from events organised as part of its Bicentenary celebrations in many markets. These should contribute to sustaining the brand's commercial momentum.

On the strength of its assets and its robust balance sheet, the Group is ready to take up the challenges of a fast-changing world at the same time as it continues to improve its profitability.



Analysis of turnover

	2011-2012				2012-2013
	Q1 1 April - 30 June	Q2 1 July - 30 September	Q3 1 October - 31 December	Q4 1 January - 31 March	Q1 1 April - 30 June
Turnover (€ million)	41.0	51.0	91.1	35.7	45.5
Change / Y-1	11.5%	14.8%	8.2%	10.2%	+ 11.0%
Of which					
Volume Effect	- 2.0%	+ 12.2%	- 0.4%	+ 16.6%	+ 5.8%
Price / Mix Effect	+ 14.0%	+ 2.8%	+ 8.3%	- 8.0%	+ 2.7%
Currency Effect	- 0.5%	- 0.2%	0.3%	1.6%	+ 2.5%

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

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Bloomberg: LAUR FP

Reuters: LPER.PA

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Laurent-Perrier belongs to compartment B of Euronext Paris.

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

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Provisional financial timetable

First-half results, 6 months to 30 September 2012:

29 November 2012