



LAURENT-PERRIER

Financial Press Release

Laurent-Perrier posts 8.2% turnover growth in third quarter of 2011-2012

Tours-sur-Marne, 14 February 2012

Laurent-Perrier Group turnover grew by 8.2% to 91.1 million euros in the third quarter of its financial year, ended 31 December 2011. Over the first nine months of the year (April-December), turnover was up by 10.7%.

The growth was again mainly driven by the Laurent-Perrier brand, which saw double-digit activity growth. As a continuation of the first-half performance, sales in leading export countries were again dynamic, notably in the United States and Japan, but also in Europe, where no marked slowdown in demand was observed.

Over the first nine months of the year, the Laurent-Perrier brand's two value indicators saw further improvements: the export ratio advanced two percentage points to 72.1%, and the ratio of premium champagnes rose by 0.8 of a percentage point to 37%.

Sales volumes from the Group's other brands were slightly down over the quarter, in view of the high comparison base with the third quarter of FY 2010-2011. Considering this, the share of the Laurent-Perrier brand in total turnover grew, making it possible to record a markedly positive price/mix effect of 8.3%.

Outlook

The Laurent-Perrier brand should see further development in the fourth quarter, and in particular in markets outside Europe. This growth will go hand-in-hand with sustained investment to commemorate the Group's bicentenary in 2012.

Over the full year, the Group can confirm its operating income growth target and further debt reduction on the strength of its positive cash flow. This will help it to continue strengthening its balance sheet.



	2011-2012				
	Q1 1 April – 30 June	Q2 1 July – 30 September	H1 1 April – 30 September	Q3 1 October – 31 December	9 Months 1 April – 31 December
Turnover (€ million)	41.0	51.0	92.0	91.1	183.1
Change / Y-1	11.5%	14.8%	13.3%	8.2%	10.7%
Of which					
<i>Volume Effect</i>	- 2.0%	12.2%	5.8%	- 0.4%	2.6%
<i>Price/Mix Effect</i>	14.0%	2.8%	7.8%	8.3%	8.1%
<i>Exchange rate Effect</i>	- 0.5%	- 0.2%	- 0.3%	+ 0.3%	0.0%

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

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Bloomberg: LAUR FP

Reuters: LPER.PA

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

Annual results for the year ending 31 March 2012:
General Meeting of Shareholders:

30 May 2012
10 July 2012