

24 January 2014

Sustained growth for the 3rd quarter of 2013-14: +13.9%

In € million	2012-13	2013-14	Change	Change at constant exchange rates
3rd quarter	34.1	38.8	+13.9%	+15.6%
o/w Closures	18.7	21.5	+15.2%	+16.4%
o/w Barrels	15.4	17.3	+12.3%	+14.6%
9 months	97.6	110.5	+13.2%	+14.2%
o/w Closures	55.5	65.7	+18.5%	+19.1%
o/w Barrels	42.1	44.7	+6.2%	+7.6%

Oeneo's activity in the third quarter of 2013-2014 continued on the trend experienced since the start of the financial year. Over the period, growth was consistent and robust for both business divisions, coming in at 16.4% for Closures and 14.6% for Barrels at constant exchange rates.

Leveraging its global sales network, Oeneo continued to reap the fruits of its strategy focused on innovations and high-growth markets.

CLOSURES: +28% volume increase in Diam closures

At 205 million units, Diam closure sales once again enjoyed strong growth in the third quarter of 2013-2014, in line with the first half. Activity remained extremely buoyant across Europe (excluding France) and the United States, where the division continued to build market share.

With over 615 million units sold over 9 months, Diam volumes were up +28% on the same period in 2012-2013. Today, the Diam range accounts for approximately 80% of division turnover.

Sales volumes for other technological closures fell 12% over the third quarter (-48% over 9 months), which is consistent with the Group's strategy to focus on Diam sales.

BARRELS: Positive sales dynamic

Oeneo's Barrels division performed well in the third quarter of 2013-2014, with turnover up 12.3% (+14.6% at constant exchange rates) despite relatively low harvest volumes in France and Europe.

The quarter was marked by strong sales in Spain and Italy against a more buoyant local economic backdrop. Activity also held up very well in the United States where marketing drives continue to bear fruit, compensating for the slow start to the wine year in South America.

Alternative wood products also continued to grow, notching up a double-digit increase in sales.

The growth of over 6% after 9 months confirms the soundness of the strategy pursued by the division, while it continues to focus on improving productivity.

Next publication: Full year 2013-14 turnover on 7 May 2014

About Oeneo Group

Oeneo Group is a major wine industry player. It has a global presence and specializes in two complementary businesses:

- Closures, involving the manufacture and sale of high value-added technological closures, including the DIAM closure, an innovation with no equivalent on the market;
- Barrels, providing high-end solutions for aging wines and spirits for leading market players.

Contacts

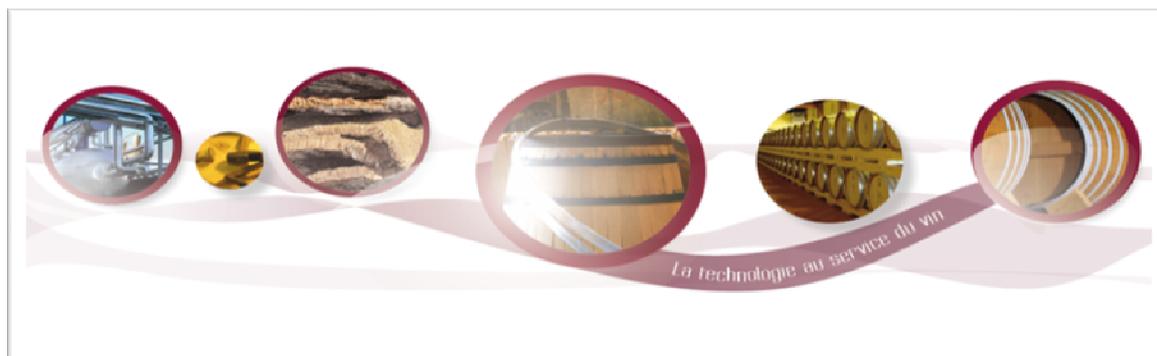
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