

21 January 2016

## Global growth in Q3 2015-2016: +30%

### Solid contribution from Piedade and strengthening of our market share outside France

In € million	2014-2015	2015-2016	Change	Change at constant scope and exchange rates
<b>3rd quarter</b>	<b>41.4</b>	<b>53.9</b>	<b>+30.4%</b>	<b>+3.9%</b>
o/w Closures	23.5	34.6	+47.3%	+1.3%
o/w Winemaking	17.9	19.4	+8.3%	+7.3%
<b>9 months</b>	<b>127.0</b>	<b>153.5</b>	<b>+20.8%</b>	<b>+9.4%</b>
o/w Closures	73.2	87.0	+18.7%	+3.7%
o/w Winemaking	53.8	66.5	+23.7%	+17.1%

Oeneo Group posted third-quarter revenues of €53.9 million in the three months from October to December, up 30.4% on the previous year and up 3.9% at constant scope and exchange rates. The Closures division reaped the full benefits of the integration of Piedade from October 1, whilst Winemaking maintained its positive momentum with a level of activity that was broadly in line with Group expectations.

Revenues for the first nine months of the financial year increased 20.8% (+9.4% at constant scope and exchange rates) as the Group continued to generate robust growth and secure new market share around the world.

#### CLOSURES: Successful integration of Piedade. 47% increase in global revenues in Q3.

The third quarter of 2015-2016 was marked by Piedade's first contribution to revenues of €11 million. This figure is consistent with the Group's forecasts, taking division revenues to €34.6 million over the period. Group sales for closures reached a global figure of 490 million units including close to 230 million Diam closures (46%) to cement Oeneo's positioning as the market number two.

Activity for the Diam range was essentially stable over the quarter, reflecting a temporary disruption in the market linked to the reduction in inventories by distributors in the United States that began the previous quarter. In France and Europe, sales climbed by around 4% on the back of a high level of repeat orders and new clients.

For the first nine months as a whole, revenues for Closures increased 18.7% to stand at €87.0 million (+3.7% at constant scope and exchange rates). The fourth quarter of the year will be marked by a rebound in domestic growth, with the expected recovery in DIAM orders in the United States set to boost the division's steady development.

OENEO SA

French limited company with a capital of 61,613,115 euros  
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## **WINEMAKING: Activity continues to thrive**

Oeneo's Winemaking division posted a strong third quarter for 2015-2016, with revenues increasing 8.3% to €19.4 million despite the impact on orders over the second quarter linked to early harvests in America and Europe.

This performance is notably due to the Group's major commercial success with new clients in France and Europe. The quarter was also marked by substantial sales for Seguin Moreau vats and persistently healthy figures for alternative oak products and Vivelys services for producers.

Nine-month revenues for the division increased 23.7% to €66.5 million (+17.1% at constant scope and exchange rates), a strong and remarkable performance which confirms the success of its innovative and unique offer and new market share in all geographic regions.

**Next publication:  
2015-2016 revenues on 3 May 2016**

### **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 cork closures, including high value-added, technological closures through its DIAM closure range and traditional closures through its Piedade range.
- Winemaking, providing high-end solutions for winemaking and spirits for leading market players and developing innovative solutions for the wine industry with Vivelys (R&D, consulting, systems).

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