



May 2, 2017

ACCELERATION IN ORGANIC GROWTH IN THE FOURTH QUARTER: UP 10%

ANOTHER YEAR OF RECORD RESULTS IN BOTH GROUP DIVISIONS

TURNOVER (€M) PRE-AUDIT FIGURES	2015-2016	2016-2017	CHANGE	CHANGE AT CONSTANT SCOPE AND EXCHANGE RATES
4TH QUARTER	57.8	63.9	+10.5%	+10.0%
o/w Closures	42.8	47.0	+9.8%	+9.6%
o/w Winemaking	15.0	16.9	+12.6%	+11.3%
12 MONTHS	211.3	246.6	+16.7%	+7.3%
o/w Closures	129.8	161.4	+24.3%	+8.9%
o/w Winemaking	81.5	85.2	+4.6%	+4.7%

Oeneo Group re-established strong internal momentum in the three months from January to March as it posted fourth-quarter turnover of €63.9 million, up 10% on an organic basis.

Both Group divisions contributed fully to this performance, with robust activity across all geographic regions. The Closures division continued to enjoy regular growth driven by sales of its Diam range around the world. The Winemaking division also performed very well over the quarter as it reaped the benefits of its successful sales drives, particularly in the southern hemisphere.

All in all, 2016-2017 was another year of record results for Oeneo Group. Turnover amounted to €246.6 million, up 16.7% on 2015-2016 and including organic growth of 7.3%. This dynamic performance is all the more remarkable given that it was achieved against a backdrop of mixed harvests in the northern hemisphere.





REVIEW BY DIVISION

CLOSURES: OVER 2.2 BILLION CLOSURES SOLD OVER THE YEAR

The Closures division delivered a solid performance in the fourth quarter, building on the positive results achieved since the beginning of the year. Organic growth was up 9.6% over the period as it continued to be driven by the worldwide success of the Diam range, which recorded a 14.8% increase in revenues over the period (up 13.6% over the year).

This pace of growth, combined with the consolidation of Piedade over the 12-month period, enabled the Group to achieve a new sales record with more than 2.2 billion closures sold over the year. The Group therefore successfully consolidated its position as the world's number two manufacturer of cork-based closures.

Activity was up in all geographic regions over the year, confirming the Group's international success. Sales remained very solid in France and the Americas, and were particularly strong in Australia and Europe, especially in Spain, Italy and Greece.

In 2017-2018, the Group will continue to capitalize on the success of the Diam range, strengthened by the successful launch of the new Origine by Diam closure, which will contribute to further improving the product mix. Synergies with Piedade will also continue to be developed over the coming months.

WINEMAKING: A ROBUST PERFORMANCE

Oeneo's Winemaking division saw a strong upturn in the fourth quarter with an organic increase of 11.3%. The Group's results were underpinned by strong performances in South America and Australia, boosted by the signing of a number of new contracts and a favorable seasonal effect. This buoyant activity in the southern hemisphere was accompanied by a solid end to the wine year in France (Bordeaux, Cognac) as well as in the United States and Italy.

On the back of this strong growth in the fourth quarter, annual turnover came in at €85.2 million, representing an increase of 4.6% and in line with the targets set at the beginning of the year. Seguin Moreau confirmed its position as the world's leading barrel brand with impressive growth in sales of casks, which more than offset sales of large containers, for which 2016-2017 was a year of consolidation. The alternative oak products and the consulting and winemaking solutions (Vivelys) were the other key growth drivers.

In 2017-2018, Oeneo will continue to build on its exhaustive and unique offering marketed to the international wine industry, and to pursue its dynamic growth strategy.





OENEO GROUP WILL PUBLISH ITS 2016-2017
FULL-YEAR RESULTS ON JUNE 12, 2017

ABOUT OENEO GROUP

Oeneo Group is a major wine industry player with high-end and innovative brands. Present around the world, the Group covers each stage in the winemaking process through two core and complementary divisions:

- Closures, which manufactures and sells cork closures, including high value-added technological closures through its Diam range and traditional closures through its Piedade range.
- Winemaking, which provides high-end solutions in winemaking and spirits for leading market players with Seguin Moreau and develops innovative solutions for the wine industry with Vivelys (R&D, consulting, systems).

Oeneo prides itself in offering solutions in the production, maturing, preservation and enhancement of wines or spirits that faithfully convey all of the emotion and passion of each winegrower and improve their performance.

WE CARE ABOUT YOUR WINE

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