



25 July 2017

## ROBUST ACTIVITY IN THE FIRST QUARTER

Excellent pace for Closures and strong performance from Winemaking

TURNOVER (€M)	2016-2017	2017-2018	CHANGE	CHANGE AT CONSTANT SCOPE AND EXCHANGE RATES
<b>1<sup>ST</sup> QUARTER</b>	<b>62.9</b>	<b>64.9</b>	<b>+3.2%</b>	<b>+3.0%</b>
o/w Closures	44.9	47.7	+6.2%	+6.2%
o/w Winemaking	18.1	17.3	-4.4%	-5.0%

Oeneo posted turnover of €64.9 million for the first quarter of financial year 2017-2018, up 3.2% on the same period one year earlier. The Closures division benefited from the full impact of the worldwide success of the Diam range as it continued to drive Group growth, and activity for Winemaking remained extremely robust given the particularly high basis for comparison (growth of 20% over the same period in 2016-2017).

This sound start is consistent with the Group's growth targets for the full year and its ability to strengthen its positions on its key markets.

## REVIEW BY DIVISION

### CLOSURES: ROBUST SALES FOR DIAM

Oeneo Group's very strong performance in the first quarter of 2017-2018 generated organic growth of 6.2%. The Diam range achieved double-digit growth as it continued to win over new market share amongst winegrowers around the world and benefited from a favorable product mix (success of the Diam 10 and 30 "premium" ranges). Performance was also visible across all main wine-producing regions, from France to Europe and the American continent.





Growth for the Closures division nonetheless remains hampered by the impact of the strategic focus on ranges with a higher value-added at Piedade which has led to a reduction in volumes but, in time, will have a positive effect on production site performance. All told, Oeneo sold close to 630 million cork-based closures across all of its offers compared with a figure close to 600 million one year earlier, confirming steady growth and an increase in its share of a market which is globally stable in terms of volumes.

#### WINEMAKING: SOLID ACTIVITY

Despite the forecast 5% drop in activity over the period, Oeneo's Winemaking division reported the second best historical performance of the Group for a first quarter. Exceptionally high, the first quarter of 2016-2017 was notably marked by an earlier intake for orders, particularly for barrels in France and Europe for example.

This drop was nonetheless largely offset by strong sales for oak products for the wine industry, with a number of major success stories across the American continent, and a solid momentum for consulting activities which also grew over the quarter.

The division's activities are in line with its roadmap which targets the consolidation, even reinforcement of its global market share.

The Group also remains attentive to the potential ad hoc impact of weather (spring frost) on harvests in certain European winemaking regions (including Bordeaux).

OENEO GROUP WILL PUBLISH ITS HALF-YEARLY TURNOVER FOR 2017-2018  
ON 6 NOVEMBER 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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