

*This announcement contains inside information for the purposes of the retained UK version of the EU Market Abuse Regulation (EU) 596/2014 ("UK MAR").*

29 January 2026

Chapel Down Group plc  
('CDG' or 'the Company') EPIC:CDGP

### **UNAUDITED TRADING STATEMENT FOR THE PERIOD ENDED 31 DECEMBER 2025**

#### ***Strong double digit growth in Net Sales Revenue and Adjusted EBITDA ahead of expectations***

Chapel Down, England's leading and largest winemaker, is pleased to provide an unaudited trading update for the year ended 31 December 2025 (FY25).

As a result of strong Christmas trading, Net Sales Revenue (NSR) is expected to be slightly ahead of guidance<sup>1</sup> at £19.4m.

Furthermore, the Board now expects Adjusted EBITDA to be in the range of £4.0m - £4.5m, ahead of market expectations. This is primarily driven by an improvement in underlying profitability, whilst the Fair Value adjustment to Biological Produce is also expected to be slightly higher than market expectations, supported by a high quality and above-average harvest yield.

The Group expects to report:

£'000	FY25	FY24	Change %
<b>Net Sales Revenue by Channel</b>			
Off-trade	9,371	6,790	+38%
On-trade	2,575	2,460	+5%
International	1,018	684	+49%
Ecommerce	3,860	3,755	+3%
Retail, Tours & Events	2,216	2,241	-1%
Other Sales and Income	403	421	-4%
<b>Total Net Sales Revenue</b>	<b>19,443</b>	<b>16,351</b>	<b>19%</b>
<i>Of which Direct-to-Consumer</i>	6,404	6,331	+1%

#### **Net Sales Revenue by Product Category**

Traditional Method Sparkling wine	13,557	10,582	+28%
Still and other wines	4,739	4,460	+6%
<b>Total Net Sales Revenue (Wine)</b>	<b>18,296</b>	<b>15,042</b>	<b>+22%</b>
Non-wine sales	1,147	1,309	-12%
<b>Total Net Sales Revenue</b>	<b>19,443</b>	<b>16,351</b>	<b>+19%</b>

#### **Financial Highlights**

- Chapel Down dispatched over 1m bottles in the year of Traditional Method Sparkling wines (TMS) for the first time, a key milestone as the Company delivers on its ambition to win an equivalent 1% share of the global Champagne market by 2035<sup>2</sup>.
- Net Sales Revenue ("NSR") up 19% to £19.4m for the year (FY24: £16.4m), slightly ahead of guidance, with wine-related sales growth of +22%.
- Chapel Down delivered sales growth in Off-trade (+38%), On-trade (+5%), International (+49%) and Ecommerce (+3%). Outperformance in the International channel was due to a new distribution agreement with Jackson Family Wines for the important US market; and in the UK Off-Trade channel due to new listings and well-executed promotional campaigns, as well as lapping a period of retailer destocking in FY24.
- Chapel Down extended its clear leadership in a category which continues to grow strongly. Chapel Down now has 36% market share of the UK off-trade (FY24: 35%), and delivered Retail Sales Value growth of +16%, which was higher than the English Sparkling Wine category growth of +12%<sup>3</sup>.
- The Company recorded net debt of £12.4m (FY24: £9.2m) due to costs of cultivation of 118 acres of new vines planted since 2023; and increasing maturing stock levels due to the above-average yield of the high quality 2025 harvest, both of which underpin future growth. Significant headroom on its £20m revolving credit facility remains, with an accordion option to extend the

facility to £30m.

### **Operational Highlights**

- 2025 harvest delivered an above-average yield of high quality, meaning the Fair Value Adjustment to Biological Produce is expected to be slightly ahead of guidance.
- Targeted marketing expenditure delivered significant growth in key brand metrics, with Awareness now at 49% (FY24: 42%), underpinning Chapel Down's position as the lighthouse brand in English wine<sup>4</sup>.
- Further progress made on the Company's premiumisation strategy, with Traditional Method Sparkling wines now representing 74% of wine-related NSR (FY24: 70%).

### **Current Trading & Outlook**

Chapel Down experienced strong momentum at the end of FY25, which the Board expects to continue into FY26. The Board remains confident in the Group's significant long-term growth potential, underpinned by a clear strategic focus on brand value enhancement, sustainable channel expansion and disciplined capital management.

To build further on brand momentum in FY25, the Board has taken the decision to slightly increase marketing investment on proven growth drivers in FY26, whilst maintaining a disciplined approach to profitable growth. It is expected these initiatives will strengthen the brand, capture further market share and reinforce gross margin.

Disciplined and targeted capital allocation in prior years leaves the business well positioned for future growth. The Board will consider any requirements for additional capex if it would deliver sustained benefits and shareholder value through either increased revenue or structural production efficiencies.

**James Pennefather, Chapel Down CEO, commented** "2025 performance reflects strong delivery across the Chapel Down business. In addition to exceptional topline growth of 19%, increased brand and category leadership and the delivery of a world class harvest, Chapel Down has made significant progress towards its goal to deliver sustained profitable growth in the medium-term.

*In spite of continued economic pressures, consumers are continuing to find reasons to celebrate, with over one million bottles of Chapel Down Traditional Method Sparkling wines dispatched for the first time during 2025. We are seeing a generational shift into English Sparkling Wine as Millennials, who prefer a lighter, fresher, crisper style of wines, are increasingly adopting the category. Consumers are now choosing Chapel Down throughout the year and for a broader range of celebration occasions than other high value sparkling wines, which gives us a significant opportunity for future sustained topline growth. In order to further capitalise on this trend, the Board has taken the decision to slightly increase marketing investment in FY26 to build brand value, underpin premiumisation and deliver long term growth.*

*I would like to thank all members of our fantastic team and our partners for the significant contribution they are making to Chapel Down's progress. The Board's confidence in the future growth of both Chapel Down and English wine is as strong as ever."*

### **Notes**

<sup>1</sup> Immediately before publication of this announcement, the Board of Chapel Down believes that market expectations for the year ended 31 December 2025 were for revenues of £19.0m and Adj. EBITDA of £3.5m.

<sup>2</sup> In 2025, 266m bottles of Champagne were shipped (Comité Champagne : Champagne: 2025 shipment review and outlook. 17 Jan 2026).

<sup>3</sup> Source: NIQ (previously "Nielsen/IQ") UK Sparkling Wines - 52 w/e 27th December 2025 vs 52 w/e 28th December 2024.

<sup>4</sup> Source: Savanta, BrandVue, Sparkling Wine drinkers, MAT end December 2025.

### **Contacts**

#### **Chapel Down Group plc**

James Pennefather	Chief Executive Officer	01580 763 033
Louan Mouton	Chief Financial Officer	

#### **Singer Capital Markets**

Alex Bond	Nominated Adviser and Broker	020 7496 3000
James Todd		

#### **H/Advisors Maitland**

Sam Cartwright		020 7379 5151
Jonathan Cook		

### **About Chapel Down:**

Chapel Down (AIM: CDGP) is England's leading and largest winemaker and the power brand of English wine, the world's newest international wine region. From its home in Kent in the heart of the Garden of England, Chapel Down produces a range of sparkling and still wines which consistently win prestigious

international awards for their quality. Chapel Down has over 1,000 acres of vineyards, c.9% of the UK's total, of which 777 acres are fully productive.

Chapel Down's status as the most recognised English wine brand is supported by its partnerships with flagship sporting and cultural events including Ascot and The Boat Race, and Chapel Down is the 'Official Sparkling Wine' of the England and Wales Cricket Board.

Chapel Down is listed on the London Stock Exchange's AIM and has over 10,000 retail investors who enjoy discounts on Chapel Down's wines, tours and tastings at the brand's home at Tenterden in Kent, which each year attracts c.50,000 visitors.

Chapel Down is strongly committed to growing its business in balance with the environment and sustainability is a strong, ongoing focus. The company is a founding member of Sustainable Wines of Great Britain and practises sustainable viticulture.

This information is provided by RNS, the news service of the London Stock Exchange. RNS is approved by the Financial Conduct Authority to act as a Primary Information Provider in the United Kingdom. Terms and conditions relating to the use and distribution of this information may apply. For further information, please contact [ms@lse.com](mailto:ms@lse.com) or visit [www.rns.com](http://www.rns.com).

RNS may use your IP address to confirm compliance with the terms and conditions, to analyse how you engage with the information contained in this communication, and to share such analysis on an anonymised basis with others as part of our commercial services. For further information about how RNS and the London Stock Exchange use the personal data you provide us, please see our [Privacy Policy](#).

END

TSTBCGDBSBDDGLI