



## Delphia Yachts

On July 12, 2018, Groupe Beneteau signed an agreement with the Polish yard Delphia Yachts with a view to acquiring its operations designing, building and marketing sailing and motor yachts under the Delphia Yachts and Maxi Yachts brands and for other firms (including Groupe Beneteau). This acquisition will be made through a Polish entity in which Delphia Yachts will retain 20% of the capital.

Founded in 1990 and based in Olecko, Delphia Yachts is now one of Central and Eastern Europe's leading boat builders. Since 1990, it has built over 25,000 units. In 2017, it recorded revenues of PLN 130 million (c.€30 million), with PLN 9 million (c.€2 million) in income from ordinary operations, and it currently employs 670 people.

This acquisition is in line with the objectives for growth from the Group's Transform to Perform strategic plan, particularly in terms of:

- Increasing industrial capacity, with an 18,000 sq.m production site in Poland, specialized in building outboard motorboats and small sailing yachts, which the Group is developing a targeted strategy around;
- Increasing development capacity, capitalizing on Delphia Yachts' new prototyping and R&D center;
- Further strengthening the product range in the liveaboard monohull sailing and river motorboat segments;
- Developing the Group's international capabilities, through the Delphia Yachts and Maxi Yachts brands' strong commercial presence on the Central and Eastern European and Scandinavian markets.

The acquisition of Delphia Yachts' business is expected to be completed within the next few months, subject to obtaining the regulatory approvals required.

"To support its development on the dynamic and strategic segment for outboard motorboats and small sailing yachts, Groupe Beneteau will be able to capitalize on Delphia Yachts' industrial capacity and expertise. This acquisition will further strengthen the Group's solid positions and is in line with its long-term strategy for sustainable and profitable growth", confirms Hervé Gastinel, Groupe Beneteau CEO.



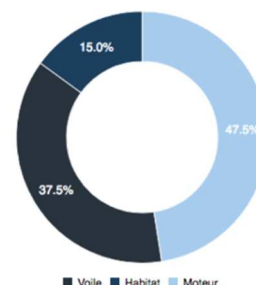
## ABOUT GROUPE BENETEAU

As the boating industry's global market leader, Groupe Beneteau, through its Boat division's 10 brands, offers over 200 recreational boat models serving its customers' diverse navigational needs and uses, from sailing to motorboating, monohulls and catamarans.

Leading the European leisure homes market, the three brands from the Group's Housing division offer a comprehensive range of leisure homes, lodges and pods that combine eco-design with high standards of quality, comfort and practicality.

With its international industrial capabilities and global sales network, the Group employs 7,000 people, primarily in France, the US, Poland, Italy and China.

CA Groupe 2016-2017 : 1208,3 M EUR



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