



2018-19 nine-month revenues

- Consolidated revenue growth of +5% (+3.8% at constant exchange rates)

Full-year outlook

- Targets confirmed: expected revenue growth of 3% to 5% on a reported basis, with the operating margin virtually stable

For the first nine months of FY 2018-19, consolidated revenues climbed to €929.9 million, up 5% year-on-year and 3.8% at constant exchange rates.

Third-quarter revenues came to €434 million, up 3.1% compared with the same quarter the previous year (+1.8% at constant exchange rates).

Revenues at May 31, 2019

€ million	9 months 2018-19	9 months 2017-18	Change	
			(reported data)	(constant exchange rates)
Boats	758.1	722.9	+4.9%	+3.5%
Housing	171.8	162.9	+5.5%	+5.5%
- Leisure homes	171.8	162.4	+5.8%	+5.8%
- Residential housing	0	0.5	ns	ns
Consolidated revenues	929.9	885.8	+5%	+3.8%

€ million	Q3 2018-19	Q3 2017-18	Change	
			(reported data)	(constant exchange rates)
Boats	354.3	344.9	+2.7%	+1.1%
Housing	79.7	76.0	+4.9%	+4.9%
- Leisure homes	79.7	76.0	+4.9%	+4.9%
- Residential housing	0	0	-	-
Consolidated revenues	434.0	420.9	+3.1%	+1.8%

Boat Division: good sales trends for European, North American and fleet markets

For the first nine months of the year, Boat Division revenues totaled €758.1 million, up +4.9% year-on-year and +3.5% at constant exchange rates. The acquisitions of Seascope and Delphia generated €9.6 million of additional revenues. Like-for-like revenue growth came to +3.9% (+2.7% at constant exchange rates).

The Boat Division's growth is being supported by positive sales trends on the European, North American and fleet markets. In the third quarter, Europe delivered the strongest growth for these three sectors (+12.3%), with fleet sales primarily recorded during the first half of the year. In North and Central America, following a robust first six months, sales slowed down in the third quarter. For both the first nine months and the third quarter, sales are down year-on-year for the Asia, Pacific, South America and Rest of World regions, which together represent just 8% of the Boat Division's revenues.

In the outboard motorboat segment, sales are robust, benefiting from the Europe region's growth in the third quarter. They are stable for the segment for 30 to 60-foot inboards. In the segment for boats over 60 feet, business has continued to be affected by the slowdown in sales of large yachts seen since the start of the year. This trend is reflected in the contraction in sales for Asia, Pacific, South America and the Rest of the World.

The sailing segment, which generated 48% of sales over the first nine months of the year, is continuing to benefit from the strong development of catamarans and the progress made with monohull sailing.

Housing Division: dynamic third quarter, with the full year expected to be stable

For the first nine months of the year, the Housing Division recorded €171.8 million of revenues, up +5.5% compared with the first nine months of the previous year. Growth is being driven exclusively by the Leisure Homes business, with revenues up +5.8%. For reference, the Residential Housing business is no longer active in 2018-19.

This growth is linked primarily to an acceleration in orders and deliveries compared with the previous year, particularly during the third quarter, when revenues climbed +4.9%, as well as the strong level of export sales, with +25% growth, driven by the Benelux and Adriatic regions, as well as Italy and Spain-Portugal.

Full-year outlook confirmed for 2018-19

In line with the Boat business' order book to date, the outlook for full-year revenue growth in 2018-19 can be confirmed on a reported basis, continuing to outpace the market.

For the Housing Division, full-year revenues are expected to be stable year-on-year.

In this market environment, the Group is forecasting **global revenue growth of around +3% to +5% (+2% to +4% at constant exchange rates)**, with the rate of income from ordinary operations to revenues to be virtually stable on a reported basis.

Next dates:

- September 10, 2019: new boat models announced for the 2019-20 season
- October 29, 2019: 2018-19 full-year earnings released

FINANCIAL GLOSSARY

At constant exchange rates: average rate for the previous reporting period.

EBITDA: earnings before interest, taxes, depreciation and amortization, i.e. operating income restated for allocation / reversal of provisions for liabilities and charges and depreciation charges.

Free cash flow: cash generated by the company during the reporting period before dividend payments and changes in treasury stock.

Net cash: cash and cash equivalents after deducting financial debt and borrowings.



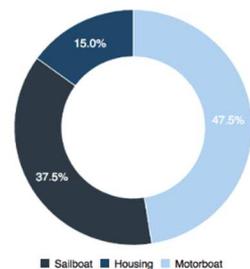
ABOUT GROUPE BENETEAU

As the boating industry's global market leader, Groupe Beneteau, through its Boat division's 12 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 7,400 people, primarily in France, the US, Poland, Italy and China.

FY 2017-2018 Group revenues : EUR 1287.2 M



CONTACTS – GROUPE BENETEAU

INVESTORS AND PRESS CONTACT

Mirna Cieniewicz
m.cieniewicz@beneteau-group.com
Tel +33 (0)2 51 26 88 50

SHAREHOLDER CONTACT

Yannick Coicaud-Thomas
y.coicaud.thomas@beneteau-group.com
Address: 16 bd de la Mer – CS 43319
85803 Saint Gilles-Croix-de-Vie Cedex - France

www.beneteau-group.com