

GROUPE BENETEAU

Nine-month sales up 19% Annual target confirmed for 2011

€'000,000	At May 31, 2011	At May 31, 2010	Change (%)	2011 forecast	At Aug 31, 2010	Change vs. 2010 (%)
Boats	488.9	407.0	+ 20%	690.0	573.5	+ 20%
Housing	188.8	162.5	+ 16%	230.0	205.7	+ 12%
Consolidated sales	677.7	569.4	+ 19%	920.0	779.2	+ 18%

During the first nine months of FY 2010-11, sales climbed +19% in relation to the same period the previous year. This improvement took the Group's sales up to €677.7 million, with its two businesses contributing towards this performance:

- The **boat business** recorded €488.9 million in sales, up 20.1% over the first nine months. This growth is in line with the target for the year, and confirms the strong penetration achieved by the Group's brands across all market segments.
- The **housing** business posted €95.4 million in sales for the third quarter, an increase of 12%, with sales for the first nine months up 16.2% to €188.8 million. This rate of growth over nine months, stronger than expected for the whole year (+12%), reflects the desire among professionals to have new models to help ensure a positive welcome for their customers as of spring.

In light of sales generated during the period and the level of the order book, the BENETEAU Group is able to confirm its initial sales forecast of €920 million for the year, up 18%.



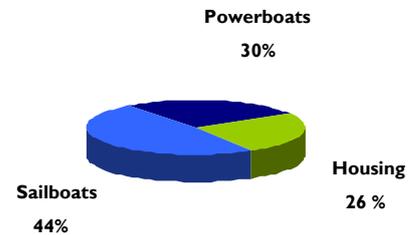
About the BENETEAU Group

As the world's number-one sailboat builder - both mono- and multi-hull - the BENETEAU Group has continued to develop its business on the **powerboat** market, and is now one of the leading players in Europe.

On both sail and powerboats, the **BENETEAU, JEANNEAU, LAGOON** and **PRESTIGE** brands are able to offer more than 100 models ranging from 20 to 60 feet. The Group has one of the most prestigious names for the custom construction of luxury yachts: **CNB**. It is expanding its range in the segment for powerboats over 15 meters with **Prestige Yachts** and **Monte Carlo Yachts**.

The Group is also a leading player on the **European leisure home market** and is developing its business on the market for **high environmental performance residential housing**. With the design and manufacturing of **wooden-frame houses**, it aims to make **quality homes** that are accessible in terms of their pricing and **compliant with sustainable development standards**.

Breakdown of sales by business 2009-10 Group sales: €779.2 M



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