

## GROUPE BÉNETEAU

- **Boat range's strong appeal confirming the Group's objective to outperform on a disrupted boat market**
- **Housing's dynamic commercial development confirming its outlook for further business growth**

### 2011-12 first-quarter business

€'000,000	Sep-Nov 2011	Sep-Nov 2010	Change
Boats	69.5	79.8	-12.8%
Housing	25.7	24.3	+5.7%
Consolidated sales	95.2	104.1	-8.5%

Sales for the first quarter, which traditionally represents 10 to 15% of full-year sales, are not particularly significant in terms of the Group's business. This season, they are down 8.5% compared with the figure for FY 2010-11.

### Outlook for 2012

For the **Boat** business, it has not been possible to make up for the wait-and-see attitude seen during autumn as a result of the continued unrest on the financial markets. The industry has maintained a strong rate of commercial development, although undermined by the macroeconomic upheavals recorded during a peak period for taking orders. In view of this environment, the boat market looks set for a significant contraction in certain regions over the 2011-12 season.

The boat shows have confirmed the positive response for the Group's collections, particularly outstanding for the Prestige, Monte Carlo Yachts and Bénéteau brands, with the latest model from the Sense range leading the way. The sustained level of commercial activity and these strong expressions of interest across all the Group's ranges highlight its ability to once again continue developing more quickly than the market this year.

The **Housing business** is benefiting from a stronger level of recognition among industry professionals, reflecting their satisfaction, confidence and trust in the products. During the first quarter, the branch achieved growth in its order book, in line with the outlook for a further increase in business over the full year.

**Next dates:**

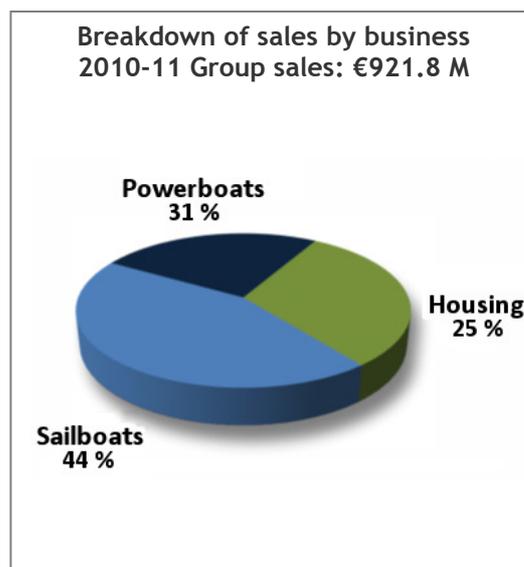
- Financial information meeting: January 26th, 2012
- General shareholders' meeting: January 27th, 2012

*About the BENETEAU Group*

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

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**, with its **O'HARA** and **IRM** brands, 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 affordable and **compliant with sustainable development standards**.



[www.beneteau-group.com](http://www.beneteau-group.com)

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