

GRUPE BENETEAU

First half in line with full-year business forecasts

Business over the first half of FY 2011-12 (September 2011 – February 2012)

€'000,000	First half 2011-12	First half 2010-11	Change
Boats	189.8	214.9	-11.7%
Housing	99.2	93.4	+ 6.2%
Consolidated sales	289.0	308.3	-6.3%

The Group recorded €289 million in consolidated sales for the first half of 2011-12, down 6.3% in relation to FY 2010-11. Business for the second quarter came to €193.8 million (-5.1% compared with the same period the previous year), following on from the trends seen during the first quarter on the boat and housing markets.

- For the **Boat** business, first-half sales came to €189.8 million (-11.7%), with €120.3 million in business for the second quarter (-11% compared with the same period in 2010-11). The different levels of development within the global boat market are consistent with the Group's expectations: faced with a continued wait-and-see attitude among customers, particularly in the eurozone, dynamics have continued to be more buoyant in other regions, as notably illustrated by the successful Miami Show. The next shows in April, on China's Hainan Island, in Rio de Janeiro and in Shanghai, are also expected to consolidate the full-year forecast for strong business growth across the four areas for development (Asian market, powerboats in the US and South America, power superyachts).

In this contrasting environment, the Group is maintaining its objective to outperform the contracting boat markets, with Boat sales down by around 11% for FY 2011-12.

- The **Housing** business generated €99.2 million in sales for the first half of 2011-12, including €73.5 million for the second quarter (+6.3% in relation to the same period the previous year), in line with the full-year growth forecast of over 3%. Once again, leisure homes have benefited from a good level of expectations among outdoor accommodation professionals at the start of the season, supporting sales over the first half of the year. It is also seeing the benefits of the strong level of recognition of the products offered by the Group's brands, IRM and O'Hara.

Overall, the performances achieved during the first half of the year on the Group's two activities are in line with the full-year business forecasts for FY 2011-12.

Next date:

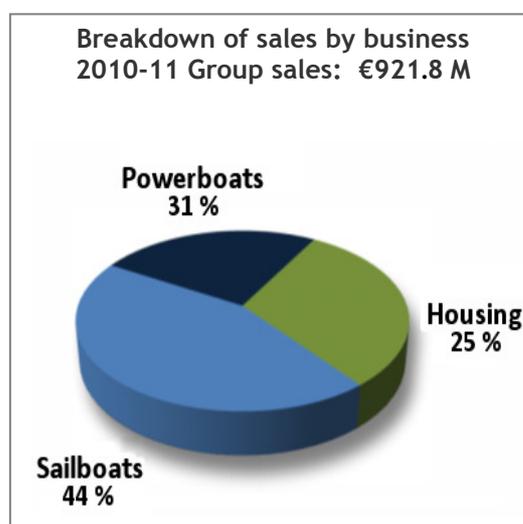
- 2011-12 first half earnings: April 24th, 2012

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, and is now one of the world's leading players.

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

Press information: Image Sept – Claire Doligez cdoligez@image7.fr - Tel: +33 1 53 70 74 25

Shareholder contact: Yannick Coicaud-Thomas y.coicaud.thomas@beneteau-group.com

16 bd de la Mer - BP 319 • 85803 Saint Gilles Croix de Vie Cedex • France