

# GROUPE BÉNETEAU

## 2012-13 first quarter sales

### Good level of business on Boats

#### KEY FIGURES FOR THE FIRST QUARTER

€'000,000	Sep-Nov 2012	Sep-Nov 2011	Change
Boats	74.2	69.5	+ 6.8%
Housing	22.0	25.7	-14.4%
<b>Consolidated sales</b>	<b>96.2</b>	95.2	+ 1.0%

#### BUSINESS FOR THE QUARTER

Sales for the first three months of FY 2012-13 came in 1% higher than the first quarter of 2011-12. The first quarter traditionally represents 10 to 15% of full-year sales and is therefore not particularly significant in terms of the Group's business over the whole year.

In the **Boat** business, the Group is moving forward with the development of its product offering, investing in innovation and further strengthening its ranges. This dynamic approach has enabled the brands to present around 20 new models, which have been well received at the various international boat shows. In this way, the Bénéteau Group has capitalized on its global positioning to achieve satisfactory results at recent shows for Lagoon, Prestige, CNB and Monte Carlo Yachts, while recording a strong level of interest in Bénéteau's Oceanis 55 and Sense 55, as well as the NCI4 and the new Voyage range from Jeanneau in particular.

The **Leisure Home** business has been faced with a deterioration in the French economic environment over the past few months, which is delaying the investment decisions by certain tourism professionals for 2013. In addition, business for the first quarter of 2012-13 is compared with a first quarter of 2011-12 that was very dynamic in terms of new orders. The **Residential Housing** business (high energy performance wooden-frame homes) generated €4.4 million in sales this quarter, up 13%, benefiting from the contribution made by projects launched during the previous financial year.

Since the end of FY 2011-12, the company's financial situation has not changed significantly, except for the usual seasonal trends for activities, and continues to be characterized by a sound financial structure.

## OUTLOOK

For the **Boat business**, the trends set at recent boat shows confirm that a balance is expected to be reached for the 2013 season between the various regions that are growing and a European region that is more mixed. While caution is still needed in the short term, particularly for the French market, other markets in Europe that have seen significant declines are expected to stabilize or grow as the season progresses. Alongside this, growth is continuing in the emerging regions, in South America and Asia. Following some very satisfactory shows, North America is proving to be dynamic in certain areas, which the Group is capitalizing on, particularly with its motorboat range.

Despite the strong growth expected for exports, the overall performance levels for **Leisure Homes** are dependent on the decisions to be taken by campsite owners, who are still indecisive, to place orders within the next few weeks in France.

### Next date:

- Financial information meeting: January 31<sup>st</sup>, 2013

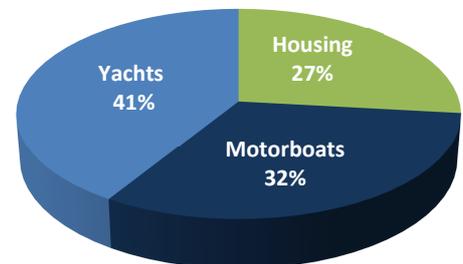
### About the Beneteau Group

As the **world's number one yacht builder** - both mono and multi-hull - the Beneteau Group has continued to make progress on the **motorboat** market, and is now one of the world's leading players.

On both sail and motorboats, 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 motorboats 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**.

Breakdown of sales by business  
2011-12 Group sales: €831,2 M



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

**Press information:** Image Sept – Claire Doligez [cdoligez@image7.fr](mailto:cdoligez@image7.fr) - Tel: +33 1 53 70 74 25

**Shareholder contact:** Yannick Coicaud-Thomas [y.coicaud.thomas@beneteau-group.com](mailto:y.coicaud.thomas@beneteau-group.com)

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