

# GRUPE **B**ENETEAU

## 2012-13 full-year revenues:

### business developing in line with forecasts for the year

- **Boats: 28% sales growth achieved outside of Europe, supported by the global deployment of the range and the acceleration on power yachts**
- **Leisure homes: market shares maintained in France and international business doubled**

#### Consolidated full-year revenues (September 2012 to August 2013)

| €'000,000             | At August 31,<br>2012 | At August 31,<br>2013 | Change | Recap:<br>forecasts |
|-----------------------|-----------------------|-----------------------|--------|---------------------|
| Boats                 | 609.9                 | <b>624.1</b>          | +2.3%  | 618                 |
| Housing               | 221.3                 | <b>190.9</b>          | -13.7% | 192                 |
| Consolidated revenues | 831.2                 | <b>815.0</b>          | -1.9%  | 810                 |

**In the Boat business, thanks to 28% growth outside of Europe, the Group is more than offsetting the effects of a difficult economic environment in Europe**

Full-year revenues for the **Boat** branch came to €624.1 million in 2012-13, including €184 million for the fourth quarter, up 2.3% on the previous year.

The acceleration of the Group's development in markets outside of Europe and on large power yachts, in line with the strategy launched in 2010, is making it possible as of 2013 to offset the European boat market's difficulties linked to the general economic climate. In this way, for the second year running, the Group's sales outside of Europe show a significant increase, climbing 28% compared with the previous year to reach €232 million for FY 2012-13.

In North America, the world's largest market, the Group has continued to make progress on the motorboat market, while further strengthening its leading position on sailboats. Over the year, its business increased by 47% compared with 2011-12.

On the new markets in Asia and South America, which are confirming their status as structurally growing regions for pleasure cruising, business is up 26%.

Lastly, on the European market, faced with a significant contraction and major regional differences, the Group has successfully consolidated its market shares, limiting the downturn in its business to only 10%.

The Group is looking ahead to the first shows of the 2014 season with confidence, offering a wider selection of boats through its six brands, on both sailboats and motorboats, including the Oceanis 38 presented by Bénéteau. This innovative yacht offers adjustable internal layouts, which can be adapted for three navigation programs. The new boat season is also being inaugurated with other creations: on sailboats, the CNB 76; on motorboats, Jeanneau's Leader 38, the MCY 86, the new flagship from Monte Carlo Yachts, as well as the new power catamaran, the Lagoon 620 Motor Yacht.

In view of the trends and outlooks for the various regions, the 2014 season is expected to be the first year of growth for the global boat market in five years.

### International business doubling, supporting leisure homes

The **Housing** business generated €190.9 million in revenues for FY 2012-13 (-13.7%), including €33.2 million for the fourth quarter (-8.3%). For **leisure homes**, the O'Hara and IRM brands have maintained their market shares on a segment that has been marked by a significant decline in France. They have also achieved strong growth internationally, with their sales virtually doubling to €24.5 million at the end of August 2013, compared with €13.1 million in 2011-12.

The **residential housing** business recorded €19.8 million in full-year revenues, compared with €13.0 million for 2011-12, notably reflecting the Group's outstanding success on the market for residences for students and young workers.

#### Next date:

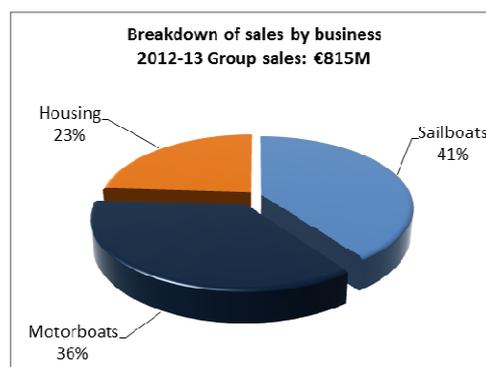
- 2012-13 full-year earnings: November 7th, 2013 (after close of trading)

#### 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**.



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

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