

# GROUPE BENETEAU

## 2014-15 revenues Full-year forecasts confirmed

### Solid fourth quarter

- Strong like-for-like revenue growth for the Boat business
- Good end to the season for the Leisure Homes business

### Fourth-quarter business (June-August 2015)

€'000,000	Q4 2014-15	Q4 2013-14	Change Reported basis	Change Like-for-like and at constant exchange rates
Boats	251,8	200,1	+ 25,8%	+ 13,3%
Housing	22,0	17,3	+ 27,4%	+ 27,4%
Consolidated revenues	273,8	217,4	+ 26,0%	+ 14,6%

The good level of business for the fourth quarter confirms the sales forecasts announced since the start of the year.

### Consolidated full-year revenues (September 2014 to August 2015)

€'000,000	At end-August 2015	At end-August 2014	Change	Change Like-for-like and at constant exchange rates
Boats	819,8	650,2 <sup>(1)</sup>	+ 26,1%	+ 10,8%
Housing	150,0	158,2	-5,2%	-5,2%
Consolidated revenues	969,8	808,4	+ 20,0%	+ 7,6%

(1) Of which, contribution by RecBoats, acquired on June 23rd, 2014: €95.2 M for 2014-15 vs. €15.2 M in 2013-14

### Boats: business picking up in Europe and continuing to grow in North America

At constant exchange rates, the Boat business recorded €703.4 million in like-for-like revenues for FY 2014-15, up +10.8% from the previous year.

The Group has continued moving forward with:

- Its deployment on the motorboat market,
- The expansion of its range to include larger sailing yachts and motorboats,
- The strengthening of its commercial presence in regions with the greatest potential for growth.

In an improving market, particularly in Europe, this has enabled our brands to outpace the market in terms of their revenue growth.

The motorboat business is up +15.5% like-for-like and at constant exchange rates, with strong growth for the motor yacht business (+37.6%). Overall, the motorboat business represents 49.1% of revenues for the Boat business line, compared with 47.1% for FY 2013-14.

- **In Europe**, the upturn on the UK, German, Spanish and Italian markets has enabled the Group to achieve +10% sales growth.
- **In North America**, business is up +11.7% from the previous year, confirming the upturn on the American motorboat market.
- **In the Pacific and Middle East region**, the development of the Group's range of large boats has enabled it to make strong progress, with growth of nearly 60%.

Total revenues for the Boat business represent €819.8 million, up +26%, factoring in the recent acquisition of RecBoats. This company's revenues were limited to \$110 million, on account of the poor economic environment affecting the Canadian market.

The first boat shows in August and September, exclusively covering Europe - France, UK and Northern Europe – show positive trends for the 2016 season. The forecasts for business trends will be clarified following the next autumn shows in the other regions (South America, Southern Europe and North America).

### Housing: better end to the season than forecast

The **Housing** business is reporting €150.0 million in revenues for the year, down 5.2%. This figure includes €16.2 million for Residential Housing. For the **Leisure Homes** business, the catch-up seen on the French market since the third quarter was confirmed at the end of the year, driven primarily by key account customers. Internationally, business has been boosted by the Italian market, which grew by over 50%, after 2014 had been affected by unsuitable legislation.

For the start of the 2016 season, campsite professionals are confident following a 2015 holiday season characterized by advance bookings and good occupancy rates for campsites.

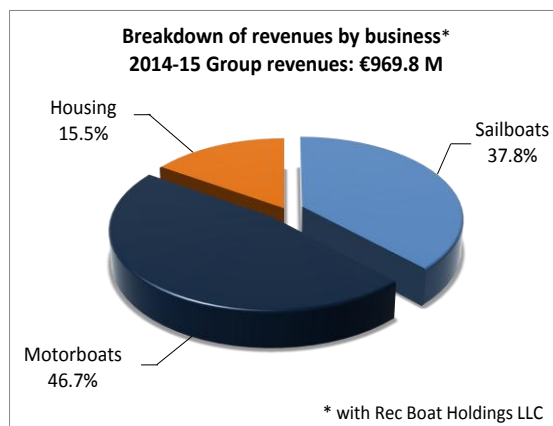
**Next date:** 2014-15 full-year earnings on November 4th, 2015 (after close of trading)

### About the BENETEAU Group

The **world's number one sailing yacht builder** - both mono and multi-hull - the Beneteau Group has continued to make progress on **motorboats**, and is now a global market leader.

On both sailing yachts and motorboats, the Group's brands - **BENETEAU, JEANNEAU, LAGOON, PRESTIGE, MONTE CARLO YACHTS, CNB, FOUR WINNS, GLASTRON, WELLCRAFT** and **SCARAB** - are able to offer more than 200 models ranging from 15 to 105 feet.

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 production of **timber-frame houses**, it aims to make **quality homes** that are affordable and **in line with sustainable development standards**.



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

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