

# GROUPE BENEteau

## FY 2015-16 revenues: +10.6%

Groupe Beneteau is reporting 1,083.5 million euros in full-year revenues for FY 2015-16:

- Strong increase in revenues for the Boat business line
- Very good performance for the Leisure Homes business line

### Good fourth quarter

#### Fourth-quarter business (June-August 2016)

In million EUR	Q4 2015-2016	Q4 2014-2015	Change Reported data	Change At constant exch. rates
Boats	334.5	251.3	+33.1%	+32.3%
Housing	29.6	22.2	+33.3%	+33.3%
Consolidated revenues	364.1	273.5	+33.1%	+32.4%

The fourth quarter's strong growth primarily reflects the good operational performance to deliver on the order book for both the Leisure Homes and the Boat business lines.

### Significant increase in full-year revenues for Boat and Housing business lines

#### Consolidated full-year revenues (September 2015 to August 2016)

In million EUR	At August 31, 2016	At August 31, 2015	Change Reported data	Change Constant exch. rates
Boats	910.7	819.3	+11.2%	+9.8%
Housing	172.8	150.2	+15.0%	+15.0%
Consolidated revenues	1083.5	969.5	+11.8%	+10.6%

### Boats: continued progress for the Motorboat business and strong trends for the European market

At constant exchange rates, the Boat business' full-year revenues climbed to 899.4 million euros for FY 2015-16, up +9.8% year-on-year.

The Motorboat business has made strong progress (+16.3%) and now represents 58.8% of revenues for the Boat business line, compared with 41.2% for the Sailing Boat business.

The Group is fully capitalizing on the benefits of:

- A dynamic European market,
- The extension of its range, moving towards larger units and a broad selection of sailing and power catamarans,
- The integration of RBH's brands and sales networks with the sales organization supporting the Beneteau and Jeanneau brands.

**In Europe**, revenues are up +18.3% at constant exchange rates compared with the previous year to 462.7 million euros. The Group's brands have achieved over +10% growth in all Western European countries, including the UK.

**In North America**, revenues are up +6.0% at constant exchange rates to 283.7 million euros, driven by the Motorboat business and its +14.1% growth. For the first time, the Prestige brand is the US market leader on the 50 to 60 foot Express Cruiser segment.

**In South America**, sales have contracted, down to 6.2 million euros and -62% at constant exchange rates. The Brazilian market has been particularly affected by the scale of the country's economic and social crisis over the past few years. Faced with the country's instability, making it impossible to achieve reliable development forecasts, Groupe Beneteau has decided to mothball the Beneteau brand's recreational craft production operations at the Angra dos Reis site in Brazil. Management of commercial operations is being transferred to the Group's US subsidiary, whose management team has been further strengthened end of August.

**In Asia**, sales are up slightly to 56.4 million euros (+2.6%).

**The Fleet business** recorded a +12.5% increase in revenues to 55.1 million euros. The Group has also supported the development of its charter customers by offering new sources of financing.

### **Housing: Leisure Homes revenues higher than forecast**

Following a year that was significantly disrupted by the new information system rolled out, the Housing division has delivered on its commitments to customers and stabilized its operations. Its revenues came to 172.8 million euros for the full year, up +15% from FY 2014-15 and exceeding forecasts.

The Leisure Homes business accounted for 93% of revenues, with 7% for the Residential Housing business.

**The Leisure Homes business** is reporting strong revenue growth, up +20% to 160.7 million euros. The upturn in orders observed at the start of the year on the French market was confirmed during the year, driven primarily by key account customers (+40%). The slight contraction for Italy has been more than offset by outstanding growth (+30%) in the Group's other European markets.

**The Residential Housing business** generated just 12.1 million euros, down -25%. Based on findings that there is no market for the BH subsidiary's offer (timber-frame residential housing) in the sector for detached houses, collective housing and dedicated residences, the Housing division initiated a consultation process with employee representatives on October 20 concerning the restructuring of BH to produce leisure homes.

### **Outlook**

The first shows have revealed positive market trends and activity for the Group, benefiting both the Boat and Leisure Homes business lines.

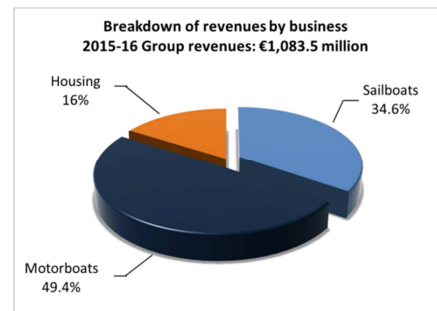
### **Next date**

2015-16 full-year earnings: November 9, 2016 (after close of trading)

## About Groupe Beneteau

The world's number one sailboat builder – mono and multihull – Groupe Beneteau is continuing to make progress on the motorboat market, establishing itself as a global market leader.

For both sailing and motorboating, the Group's brands – BENETEAU, JEANNEAU, LAGOON, PRESTIGE, MONTE CARLO YACHTS, CNB, FOUR WINNS, GLASTRON, WELLCRAFT and SCARAB – offer over 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, IRM and COCO SWEET brands.

<https://www.beneteau-group.com/en/>

## Press information

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