

GRUPE BENETEAU

2011-12 sales: business holding up well, in line with forecasts

- **Development policy proving effective in a global boat market with significant contrasts**
 - Strong progress in markets across Asia, North America and South America
 - Successful deployment of the motorboat range
- **Satisfactory level of business maintained for Housing with a more hesitant market at the end of the season**

Consolidated sales for 2011-12

€'000,000	At Aug 31, 2012	At Aug 31, 2011	Change
Boats	609.1	694.7	-12.3%
Housing	221.4	227.1	-2.5%
Consolidated sales	830.5	921.8	-9.9%

The Bénéteau Group recorded €830.5 million in consolidated sales for FY 2011-12, ended August 31st, 2012. Over the fourth quarter, sales came to €220.1 million, with €183.9 million (-10.5%) for the Boat business and €36.2 million (-5.5%) for Housing.

- With €609.1 million in sales, down 12.3% in relation to FY 2010-11, the **Boat business** has held up well in the difficult economic environment seen in Europe during the 2012 season, while achieving a very dynamic rate of growth in its areas for development, up by almost 50% in relation to last year. Once again this year, the Group performed better than the global boat market thanks to its ongoing innovation policy and its development strategy looking beyond its traditional markets.

Buoyed by its capacity for investment, the Group is moving forward with its growth in its four areas for development (Asian market, large power yachts, motorboats in North America and South America), accelerating its adaptation in line with the new market environment. Over the year, the Group has further strengthened its global positioning, establishing an industrial presence in South America alongside the bases recently set up in Italy and Central Europe. These locations come in addition to the Group's unit in North America, where the sales network has been extended in order to capitalize on the depth of the American motorboat market. In addition, the Monte Carlo Yacht and Prestige Yacht ranges have had outstanding success.

- The **Housing** business generated €221.4 million in sales over FY 2011-12. The **Leisure Homes business** had a satisfactory year, driven by a dynamic first six months in terms of orders recorded by professionals, while the end of the season saw a slowdown in the rate of campsite bookings, due to the weather conditions and the general economic climate, cancelling out the slight growth expected over the full year. Leisure home sales totaled €208.4 million, equivalent to the previous year. The **Residential Housing** business (energy-efficient, wooden-frame homes) recorded €13 million in sales for 2011-12, marked, as announced previously, by deliveries being put back for various sites that will be recorded in the accounts for FY 2012-13.

Next date:

- November 7th, 2012 (after close of trading): 2011-12 full-year earnings and initial trends for the boat and leisure home markets following the autumn shows.

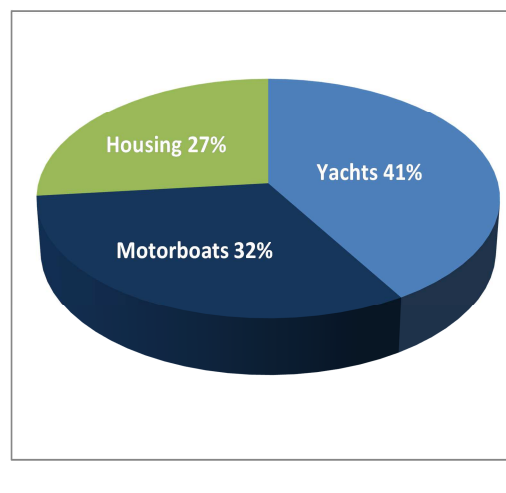
About the BENETEAU Group

As the **world's number one yacht builder** - both mono and multi-hull - the Beneteau Group has continued to develop its business on the **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**, its ambition is to make **quality homes** that are affordable and **meet sustainable development standards**.

Breakdown of sales by business
2011-12 Group sales: €830.5 M



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