

GRUPE BENETEAU

Business for the first nine months: good resilience confirmed for FY 2011-12

Consolidated sales (September 2011- May 2012)

€'000,000	At May 31, 2012	At May 31, 2011	Change
Boats	425.2	488.9	-13.0%
Housing	185.2	188.8	-1.9%
Consolidated sales	610.4	677.7	-9.9%

During the first nine months of FY 2011-12, the Group generated €610.4 million in consolidated sales, including €321.3 million for the third quarter.

- The **Boat** business recorded €425.2 million in sales for the first nine months, down 13% compared with the same period in 2010-2011. For the third quarter, the business came in at €235.4 million (-14%). The Group is continuing to develop in a global boat market that reveals significant contrasts, with the environment in Europe still sluggish. However, the business is benefiting from the better trends seen in other regions, paving the way for the Group to capitalize on its development plans for the Asian market and motorboats in the US and South America, as well as power superyachts.

Thanks to this growth strategy, the Group has continued to outperform a contracting global market and, faced with persistent macroeconomic tensions, expects its **Boat** sales to be down by around 12% for the full year.

- The **Housing** business posted €185.2 million in sales for the first nine months of 2011-12, down 1.9% versus the same period the previous year, with the third quarter coming in at €86 million (- 9.9%).

Following a first half of the year during which the appeal of the Group's brands and products led to orders being booked early, the **leisure home** business saw a certain slowdown during the third quarter. On **residential housing**, after its delivery date was put back, the contribution of around €4 million expected from one project will be recorded in the next financial year. Overall, for the full year, the **Housing** branch is expected to see a similar level of activity to last year.

In an unsettled economic climate, the Group's business shows a good level of resilience for FY 2011-12, with the contraction in consolidated sales limited to around 10%, thanks to the beneficial impact of the various actions taken to expand the product range and conquer new markets.

Next date:

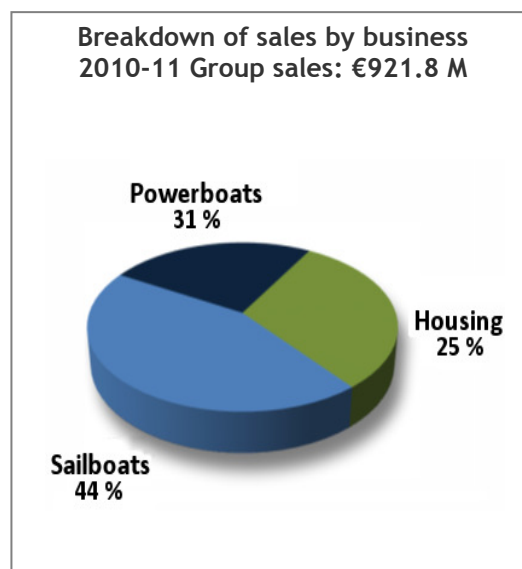
- 2011-12 fourth-quarter sales: end of September 2012

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**, it aims to make **quality homes** that are affordable and **compliant with sustainable development standards**.



www.beneteau-group.com

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