

# GR O U P E B E N E T E A U

## 2012-13 first-half sales

### Significant international business growth Full-year business forecasts confirmed

#### KEY FIRST-HALF FIGURES (SEP 2012 – FEB 2013)

€'000,000	2012-13 first half	2011-12 first half	Change	2012-13 forecasts
Boats	202.9	189.8	+ 6.9%	+ 1.3%
Housing	91.8	99.2	-7.4%	-13.2%
Consolidated sales	294.7	289.0	+ 2.0%	- 2.5%

#### 2ND QUARTER OF 2012-13

€'000,000	Dec 12 - Feb 13	Dec 11- Feb 12	Change
Boats	128.7	120.3	+ 7.0%
Housing	69.8	73.5	-5.0%
Consolidated sales	198.5	193.8	+ 2.4%

Consolidated sales climbed 2% to €294.7 million for the first half of 2012-13, driven by export sales across both business lines. The Group is actively moving forward with its strategy for international growth to respond to market developments, compensating for the weak general environment affecting the French market.

In the **Boat** sector, sales came to €202.9 million for the first half of 2012-13, up 7%. The Group is benefiting from the expansion of its product offering (range of motorboats, larger boats) and its international deployment in growing regions. In this way, business outside of Europe increased by around 30% during the first half of 2012-13. This performance is expected to be confirmed at April's boat shows in China (Hainan) and Brazil (Rio de Janeiro).

In Europe, as expected, the boat market looks set to contract by around 10 to 15% globally, with differences from one country to another.

The **Housing** business recorded €91.8 million in sales during the first half of 2012-13, coming in 7.4% lower than the first half of the previous year.

In the **Leisure Homes** sector, export sales have been buoyant, up to €8.5 million for the first half of 2012-13 from €2.6 million for the same period in 2011-12, while the lack of visibility is still delaying investment decisions by certain tourism professionals in France, which is expected to have a more marked impact on business during the second half of the year.

The **Residential Housing** business (high energy performance wooden-frame homes) generated €12 million in sales for the first half of 2012-13, in line with its development plan.

In view of the first-half performances and the general economic environment, the Group is able to confirm the business forecasts announced in January 2013 for the full year.

#### Next date:

- 2012-13 first-half earnings: April 24<sup>th</sup>, 2013

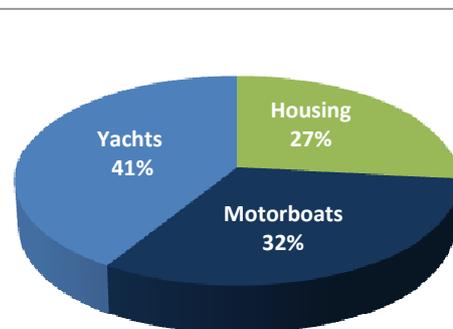
#### About the Beneteau Group

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**.

Breakdown of sales by business  
2011-12 Group sales: €831,2 M



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

**Press information:** Image Sept – Claire Doligez [cdoligez@image7.fr](mailto:cdoligez@image7.fr) - Tel: +33 | 53 70 74 25

**Shareholder contact:** Yannick Coicaud-Thomas [y.coicaud.thomas@beneteau-group.com](mailto:y.coicaud.thomas@beneteau-group.com)

16 bd de la Mer - BP 319 • 85803 Saint Gilles Croix de Vie Cedex - France