

2012/2013 Second Quarter Sales

Trigano's activity in the second quarter was impacted by the poor economic environment in Europe and by dealers' policies aimed at reducing their stocks of leisure vehicles and trailers. Sales in the second quarter reached €192.4 M, up 8.5% (-8.4% at constant perimeter).

in €M		2013 Financial year	2012 Financial year	Change (%)	Change at constant perimeter (%)
Leisure vehicles	Q1 (Sept-Nov)	155.4	173.3	-10.3	-12.0
	Q2 (Dec-Feb)	165.3	158.3	+4.5	-9.4
	Half-Year	320.7	331.6	-3.3	-10.8
Leisure equipment	Q1 (Sept-Nov)	26.9	16.6	+61.6	-7.9
	Q2 (Dec-Feb)	27.1	19.1	+42.0	-0.2
	Half-Year	54.0	35.7	+51.1	+3.5
Half-Year Sales		374.7	367.2	+2.0	-9.4

Leisure vehicles

In a context marked by the decrease of European leisure vehicle markets, Trigano remained committed to its policy of strictly adapting production to the demand of dealers' networks.

The contribution of external growth operations (SEA, Notin and OCS) has allowed an increase of 5.8% of motor caravan sales and limited the decline in accessories sales to 2.8%.

However, at constant perimeter, sales of motor caravans, caravans and accessories are down 11.5%, 10.7% and 7.5% respectively in the second quarter.

Deliveries of static caravans, up 22.3%, confirm the strong increase in Trigano's market shares in a difficult market.

Leisure equipment

Including the companies Lider and Gaupen-Henger acquired in 2012, growth of trailer sales reached 58.0% in the second quarter.

Like leisure vehicles, trailers were impacted by the overcautiousness of distributors due to the weak traffic in sales outlets. Trailer sales were down 8.7% at constant perimeter.

Camping (+61.8%) and garden (+1.7%) equipment activities are in low season and their performance in the quarter is therefore not significant.

Prospects

First half-year results should be lower than in the previous financial year due to the decline in activity. The modalities of acquisition of SEA should lead to a profit (negative goodwill) that will be included in the first half-year income statement in accordance with IFRS 3.

In a still uncertain European economic context, Trigano will continue its efforts to adapt its organization to the demand evolution and pursue the integration of recent acquisitions.