

## 2016/2017 Sales : 1.7 Billion Euros (+29.6%)

In a context of growth of the motorhomes market in Europe, Trigano has strengthened its positions and recorded €394.0M turnover in the fourth quarter, up 38.0%.

| Q4                | from 06/01/17<br>to 08/31/17 (€M) | from 06/01/16<br>to 08/31/16 (€M) | Change<br>(%) | Change at constant<br>perimeter (%)** |
|-------------------|-----------------------------------|-----------------------------------|---------------|---------------------------------------|
| Leisure vehicles  | 348.0*                            | 244.2                             | +42.5*        | +28.4*                                |
| Leisure equipment | 46.0*                             | 41.3                              | +11.2*        | +10.8*                                |
| <b>Sales</b>      | <b>394.0*</b>                     | <b>285.5</b>                      | <b>+38.0*</b> | <b>+25.9*</b>                         |

\* : Non-audited figures

\*\* : Change in sales after deduction of Auto-Sleepers' contribution, fully consolidated since 1 January 2017

Motorhomes (+51.8%) and caravan (+39.8%) sales benefited from the increase in production capacities which allowed to satisfy orders of the season ending and to deliver the first exhibition vehicles of the new season. Deliveries of static caravans (+10.9%) and accessories for leisure vehicles (+3.0%) remained well-oriented. Leisure equipment activity benefited from the high level of demand and improved in all segments (trailers +7.5%, garden equipment +14.8% and camping equipment +29.0%).

In 2016/2017, Trigano pursued its growth: sales exceeded 1.7 Billion Euros.

| Financial Year 2017 | from 09/01/16<br>to 08/31/17 (€M) | from 09/01/15<br>to 08/31/16 (€M) | Change<br>(%) | Change at constant<br>perimeter (%)** |
|---------------------|-----------------------------------|-----------------------------------|---------------|---------------------------------------|
| Leisure vehicles    | 1,529.6*                          | 1,151.4                           | +32.9*        | +25.1*                                |
| Leisure equipment   | 177.4*                            | 165.8                             | +7.0*         | +6.8*                                 |
| <b>Sales</b>        | <b>1,707.0*</b>                   | <b>1,317.1</b>                    | <b>+29.6*</b> | <b>+22.8*</b>                         |

\* : Non-audited figures

\*\* : Change in sales after deduction of Auto-Sleepers' contribution, fully consolidated since 1 January 2017

### Leisure vehicles

Trigano again outperformed the European **motorhome** market with sales up 28.2% at constant perimeter (36.2% integrating the takeover of Auto-Sleepers).

**Caravan** sales benefited from the positive momentum of the market and show growth of 13.7 % at constant perimeter (+35.9% integrating the takeover of Auto-Sleepers' retail activity). Sales of **accessories for leisure vehicles** remained stable (+2.2%).

**Static caravan** activity performed well with a growth of 32.9% over the financial year.

### Leisure equipment

**Trailers** sales were up 7.4% in 2016/2017 (7.1% at constant perimeter).

**Camping equipment** (+9.6%) and **garden equipment** (+4.7%) activities profited from favourable climatic conditions at the season peak.

### Prospects

The increase in sales to private customers during the first national shows substantiates the favourable feedback given by the distribution networks to Trigano's new ranges of leisure vehicles. The high level of order backlogs, supported by the confirmation of the good performance of European motorhome markets, allow considering growth in sales for the financial year 2017/2018.

The integration of recent acquisitions: Hubière (turnover of 9 M€), French trailers manufacturer acquired in July 2017; Michael Jordan (turnover of 10 M€), British dealership of motorhomes and caravans acquired in September 2017 which will join the Marquis distribution network, and especially Adria shall allow Trigano to generate many synergies.

Trigano will intensify its gaining market shares policy in Europe by pursuing its innovation efforts, the development of its distribution networks, and the enhancing of the competitiveness of its products. Trigano will pursue its programme to expand production capacity aiming at being able to meet expected increase in demand.