

## 2016/2017 Third Quarter Sales: +37.4%

in €M		2015 financial year	2016 financial year	2017 financial year	Change (%)	Change at constant perimeter (%)*
Leisure vehicles	Q1 (Sept-Nov)	210.0	280.2	327.9	+17.0	+17.0
	Q2 (Dec-Feb)	208.7	277.3	353.2	+27.4	+23.5
	Q3 (March-May)	281.7	349.7	500.5	+43.1	+30.3
	<b>Total as at End of May</b>	<b>700.4</b>	<b>907.2</b>	<b>1,181.6</b>	<b>+30.2</b>	<b>+24.1</b>
Leisure equipment	Q1 (Sept-Nov)	30.6	30.9	33.2	+7.5	+7.4
	Q2 (Dec-Feb)	29.7	32.7	34.8	+6.3	+6.1
	Q3 (March-May)	57.8	60.8	63.5	+4.4	+4.0
	<b>Total as at End of May</b>	<b>118.1</b>	<b>124.4</b>	<b>131.4</b>	<b>+5.6</b>	<b>+5.4</b>
Total	Q1 (Sept-Nov)	240.6	311.1	361.1	+16.1	+16.1
	Q2 (Dec-Feb)	238.4	310.0	388.0	+25.1	+21.7
	Q3 (March-May)	339.5	410.5	564.0	+37.4	+26.4
	<b>Total as at End of May</b>	<b>818.5</b>	<b>1,031.6</b>	<b>1,313.0</b>	<b>+27.3</b>	<b>+21.9</b>

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

### Sales up 27.3 % as at end of May

In the third quarter, Trigano confirmed the rise in its production capacities and achieved sales of €564.0M (+37.4%). Over the first nine months, sales reached 1.3 Billion Euros (+27.3%), i.e. the total sales achieved over the previous financial year.

#### **Leisure vehicles: +43.1%**

Trigano has again outperformed the **motorhome** market, still well oriented in Europe; sales increased by 47.9% in the third quarter (34.2% at constant perimeter).

**Caravans** sales (+47.4%), boosted by the integration of the company Auto-Sleepers (United Kingdom), were up by 15.6% at constant perimeter while **static caravans** sales continued their sustained growth momentum (+38.1% in the third quarter). However, sales of **accessories for leisure vehicles** (+2.4%) did not benefit from the markets' growth.

#### **Leisure equipment: +4.4%**

**Camping equipment** sales (-7.5%) were impacted in the third quarter by a downturn in deliveries in France due to a high level of stocks at retailers at the beginning of the season. **Trailers** and **garden equipment** activities experienced identical sales growth at 6.3% in the third quarter.

### Prospects

The new motorhome and caravan ranges presented to the distribution networks in June were well received, which led to a solid order backlog.

The positive trend of leisure vehicles markets will allow Trigano to sustain the growth of its activity and results in 2017/2018, despite adverse effects of the pound sterling depreciation and uncertainties regarding consumption level in Great Britain subsequent to the launching of the exit process of the European Union.

The competition authorities have approved the takeover of the company Adria by Trigano, allowing considering the finalisation of this operation in the next months. It is reminded that this acquisition will enable Trigano to generate strong synergies and to complete its brands portfolio in order to improve its market shares in areas where the group is less well represented such as Scandinavia or Germany.