Rougier

Gérer la forêt, faire vivre le bois

Press release – 2008 consolidated full-year earnings

Paris – 1 April 2009

2008 earnings affected by the sharp deterioration in the macroeconomic environment Strengthening of fundamentals over 2009

- **Revenues down to €158.5 million**
- **Net loss of €3.1 million, including a €3 million negative impact linked to asset write-downs, re-estimated based on their fair value**
- **Effectively managed financial structure, with net financial debt representing 48% of equity**
- **In 2009, rebalancing of activities, reduction in costs and investments, and ramping up of dynamic commercial development**

Paris, 1 April 2009 – As previously announced, the earnings for 2008 reflect the marked deterioration in the global economic environment, particularly over the fourth quarter of 2008. Income from ordinary operations is down to €2.4 million, representing 1.5% of revenues. Net income for 2008 came to €(3.1) million, notably affected by the intangible asset write-downs for a total of €3 million. In 2009, Rougier is stepping up the measures needed to improve its operational performance.

INCOME STATEMENT

(€'000)	2008	2007
Revenues	**158,513**	**178,448**
Income from ordinary operations	**2,451**	**18,537**
% of revenues	1.5%	10.4%
EBIT	**(108)**	**20,095**
% of revenues	0%	11.3%
Net income	**(3,081)**	**13,423**
Net income (Group share)	**(3,130)**	**12,943**
% of revenues	(2.0%)	7.3%
Of which, non-recurring items net of corporate income tax	(2,564)	1,580
Net income (Group share, restated)	**(566)**	**11,363**
% of revenues	(0.3%)	6.3%
Net income (Group share) per share (€)[1]	(2.38)	9.86

Sharp downturn in business in Q4

Set against a major economic slowdown, with a wait-and-see attitude affecting customer demand and reflected in inventories building up throughout the chain, sales over the second half of 2008, and the fourth quarter in particular, saw a significant slowdown, also factoring in an unfavourable base effect in relation to 2007. In this climate, revenues totalled €158.5 million in 2008, down 11.2% compared with 2007 (8.8% at constant exchange rates).

The France Import-Distribution business grew by 3.1% over the full year in 2008, climbing to €44.8 million. The good level of business over the year as a whole has been achieved thanks to the ramping up of sales efforts. However, market conditions deteriorated in the fourth quarter, and the segment recorded a drop in sales over the end of 2008.

[1] Based on the weighted average number of ordinary shares outstanding during the period, after excluding treasury stock.

The Africa and International Trade business segment recorded a drop in its sales, down 14.2% to €124.9 million. This trend reflects the depressed global economic climate, the impact of the marked drop in the cost of freight, which has been passed on to sales prices (no impact on margins), and the euro's strong appreciation against the dollar throughout 2008.

Downturn in profitability due to the economic environment

Profitability in 2008 was significantly affected by the slowdown in business over Q4 2008 due to the economic environment. It was also hit by the high level of non-recurring current expenses (provisions on inventories and costs linked to reductions in the capacities used on forestry production and in sawn timber units).

The sharp contraction in volumes sold and the pressure on sales prices and commercial margins, particularly in the Africa and International Trade segment, have significantly affected income from ordinary operations, which came in at €2.4 million, compared with €18.5 million in 2007.

The Group's EBIT came to €(0.1) million, in particular factoring in an exceptional €3 million write-down of intangible assets concerning activities in Cameroon.

After incorporating €2.8 million for the cost of net financial debt and a €0.8 million tax charge, total net income is negative: €3.08 million (€3.13 million (Group share)).

Sound financial structure

At 31 December 2008, Rougier's consolidated shareholders' equity represented €72.3 million, compared with €79.3 million at 31 December 2007. Net financial debt came to €34.6 million, compared with €26.6 million one year earlier, representing 48% of shareholders' equity (Group share), compared with 34% at 31 December 2007.

Outlook

Faced with the lack of visibility in 2009, Rougier is focusing over the short term on adjusting its production capacities in line with market demand, while bringing its costs down. Alongside these efforts, all non-essential investments in the current environment are being put back. These measures will also make it possible to ensure that the offering remains flexible and competitive, while managing inventory levels effectively. The aim is to limit the current macroeconomic environment's negative impacts on profitability and optimise cash generation.

At the same time, while optimising the value of its forestry concessions and developing its industrial added value, Rougier is ramping up its deployment of the widest possible range of certified products, based on the FSC certification achieved in Gabon in 2008. This commitment is enabling the Group to successfully target the mature markets that are sensitive to environmental issues.

Rougier is well positioned to come through the current recession period and immediately accompany, under the best conditions, any upturn in global economic activity.

Next date: Revenues for Q1 2009 on Wednesday 13 May 2009 (after close of trading)

Your contact:
Calyptus - Cyril Combe
Tel: +33 (0) 1 53 65 68 68 / cyril.combe@calyptus.net

Codes: ISIN: FR0000037640 - BLOOMBERG: RGR FP - REUTER: ROUG.PA
NYSE-EURONEXT Paris Eurolist Compartment C
www.rougier.fr