



Rougier

Gérer la forêt, faire vivre le bois

Press release – 2010 full-year earnings

Paris, 29 March 2011

Strong growth in earnings over 2010 Favorable outlook

- **Revenues: €138.7 million (+11%)**
- **EBIT: €6.4 million** (representing 4.6% of revenues)
- **Net income (Group share): €5.3 million** (representing 3.9% of revenues)
- **Cash flow from operations: €9.9 million** (representing 7.1% of revenues)
- **Dividend: €0.70 per share**

Paris, 29 March 2011 (5:45 pm) –Rougier achieved a strong improvement in its economic performances over 2010, highlighting its responsiveness following a year that was deeply affected by the crisis in 2009. With €138.7 million in revenues, up 11%, Rougier recorded €6.4 million in EBIT and a net profit of €5.3 million, compared with a €15.5 million loss in 2009. In 2011, Rougier is continuing to develop around its competitive advantages in order to further strengthen its position on the market for certified African tropical wood.

INCOME STATEMENT

(€'000)	2010	2009
Revenues	138,718	124,761
Income from ordinary operations	4,578	(12,140)
% of revenues	3.3%	(9.7%)
EBIT	6,384	(16,074)
% of revenues	4.6%	(12.9%)
Net income	5,313	(15,561)
Net income (Group share)	5,343	(15,524)
% of revenues	3.9%	(12.4%)
Of which impairment of assets	2,000	(4,400)
Cash flow from operations	9,871	(4,266)

Sustained growth

Full-year revenues came to €138.7 million, up 11.2% in relation to 2009. The fourth quarter of 2010 saw a sustained level of business, with sales coming in 20.5% higher than the fourth quarter of 2009.

The France Import-Distribution segment recorded €37.5 million in revenues, an increase of 6.3% compared with 2009. Commercial developments, the effective fit between the product lines and market demand, and higher sales prices have all contributed to a significant improvement in profitability.

The Africa and International Trade segment generated €108.5 million in revenues, up 9.9% in relation to 31 December 2009. The clear improvement in business from the second quarter of 2010 on was confirmed during the fourth quarter, with sales climbing 25.4% in relation to the fourth quarter of 2009. The increase in production across all the industrial and timber sites has paved the way for a clear upturn in operations for the branch compared with the previous year.

Significant upturn in margins

Rougier is able to confirm its return to profitability over the full year in 2010. All the business lines have continued picking up again, in line with the trend that began 18 months ago, with improvements in their earnings. However, in Gabon, the timber, industrial and commercial approach has been greatly affected following the ban on log exports since early 2010.

The gross margin is up to 66.2% of consolidated revenues, versus 58.0% in 2009. This positive trend reflects the improvement in the product mix, combined with more effective commercial management and an increase in sales prices.

Income from ordinary operations totaled €4.6 million, compared with €(12.1) million at 31 December 2009. This significant improvement factors in the resumption of production at all the industrial sites, enabling a better absorption of fixed costs, supported by the effective management of overheads.

Up €22.5 million in relation to 2009, EBIT came to €6.4 million, representing 4.6% of consolidated revenues, compared with (12.9)% the previous year. In 2009, in accordance with IFRS, EBIT had been affected by the provisions booked for the impairment of assets for €(4.4) million; further to the revision of asset values at 31 December 2010, €2.0 million were written back from the impairments recorded previously.

The cost of net financial debt is down to €2.0 million, compared with €2.2 million in 2009, with this change resulting from the reduction in the average level of consolidated net debt, as well as active debt management.

After taking into consideration €0.8 million in tax income, net income comes out at €5.31 million (€5.34 million Group share), representing 3.9% of consolidated revenues.

Stronger balance sheet

Shareholders' equity (Group share) rose to €61.6 million, compared with €56.5 million at 31 December 2009 (+9%). Consolidated net financial debt totaled €36.8 million, representing 59.7% of shareholders' equity, compared with 65.0% at 31 December 2009.

Cash flow from operations (after the cost of net financial debt and tax) came to €9.9 million, representing 7.1% of revenues. It covers the company's operating needs, as well as the net program of investments for the year (€5.4 million in 2010, versus €3.1 million in 2009).

Dividend up to €0.70 per share

The Board of Directors will be submitting a proposal at the General Meeting on 9 June 2011 for a dividend of €0.70 per share, up 133% in relation to the previous year. It will be paid out on 17 June 2011.

Outlook

The earnings for 2010 confirm the relevance of the long-term value development strategy rolled out by Rougier. Based on developing the value of forest concessions and ensuring good forest management certification, this strategy is backed by a major program for industrial investments in Africa in order to further strengthen the competitiveness and adaptability of Rougier's product range.

Rougier is well positioned to continue growing its business and achieve a further improvement in its income from ordinary operations in 2011.

Covering a buoyant market in which it has proven expertise, Rougier's ambition is to further strengthen its position as a key player in the tropical woods industry in the Congo Basin, based on a wide range of quality products, focusing in priority on certified products.

Next date: 2011 first-quarter revenues on Monday 12 May 2011 (after close of trading)

The audit procedures on the consolidated accounts have been completed. The certification report will be issued once the necessary procedures have been finalized for publishing the annual financial report.

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