

2012 first-half revenues: €73.8 million

Paris, 9 August 2012 (5:45 pm) - Rougier is announcing €73.8 million in revenues for the first half of 2012, down 0.5% in relation to last year. Following a satisfactory first quarter of 2012, with €37.2 million, the deterioration in the economic environment and the caution seen on the markets, primarily in Europe, affected second-quarter revenues, which came to €36.6 million.

Rougier Africa International: solid sales

The Rougier Africa International branch recorded €56.6 million in half-year revenues, up 1.7% compared with the first half of 2011. With €28.3 million in revenues, the same as for the first quarter this year, the second quarter of 2012 was marked by weak demand in the main European markets and France in particular. This trend was partially offset by the dynamic level of sales in Asia and America. Business has also benefited from the good level of industrial and commercial activities in Cameroon and Congo; business in Gabon has been affected by the slowdown at various facilities in Libreville following the disruption to road and rail traffic during the first quarter, as well as by continued difficulties with land logistics, notably as a result of the new administrative procedures coming into force at Libreville Port, slowing down the embarkation process.

France Import-Distribution: deterioration in the economic environment

The France Import-Distribution segment recorded €19.5 million in half-year revenues, down 15.3% in relation to the first half of 2011. Following on from the first quarter of 2012, revenues for the second quarter contracted by 17.9%. This performance reflects the deterioration in the economic environment, combined with poor weather conditions and an unfavorable calendar effect (three fewer working days). Nevertheless, ongoing moves to adapt the product ranges offered by Rougier Sylvaco and Rougier Panneaux have made it possible to limit the impacts of the major contraction seen in the construction market.

Change in the product mix

At 30 June (€'000,000)	2012	2011	Change
Logs	20.5	17.8	+14.7%
Sawn timber and derivatives	37.2	39.3	-5.4%
Panels and derivatives	15.7	16.7	-6.0%

Log sales (28.0% of consolidated revenues at 30 June 2012) are up 14.7% compared with the first half of 2011. Following the strong growth achieved during the first quarter of 2012, export sales for logs from Cameroon and Congo have continued to improve in terms of volumes and prices. In Gabon, local sales to industrial processing firms are continuing to be ramped up.

Sawn timber sales (50.7% of consolidated revenues at 30 June 2012) are down 5.4% in relation to the first half of 2011, reflecting the contraction on the French market and the slowdown in the rate of shipments from Gabon. The base effect is unfavorable, with the first half of 2011 seeing 26.5% growth. The development of sales in America and primary-processed sawn products in Asia enables to stabilize the level of sales prices.

Plywood sales (21.3% of consolidated revenues at 30 June 2012), generated primarily in European countries, are down 6.0% in relation to the first half of 2012. The second quarter of 2012 shows a clear slowdown, affected by unfavorable factors: slowdown in demand on the main European markets and low level of shipments from Gabon.

Developments for each region

At 30 June (€'000,000)	2012	2011	Change
Europe	41.3	47.0	-12.1%
Asia	21.3	16.3	+31.2%
Mediterranean Basin and Middle East	4.4	5.5	-21.0%
Sub-Saharan Africa	4.2	3.6	+17.5%
America	2.5	1.7	+49.0%

Following on from the first quarter, but with this trend becoming more pronounced, the breakdown of revenues by region shows contrasting performances, with significant differences within each region. Asia has continued to see a dynamic rate of commercial development, with the increase in sales of logs and primary-processed products, in addition to benefiting from the change in the euro against the dollar. In the Northern European and North American countries, growth in sales of secondary and tertiary-processed products is being driven by the development of certification.

Outlook

In view of the economic downturn since the start of the year, Rougier is monitoring developments carefully and adopting a cautious approach over the short term in order to limit the slowdown in business, safeguarding its financial balances.

Rougier's strategy, based on developing the value of forest concessions over the long term and ensuring good forest management certification, is continuing to be rolled out in 2012, with a major program being finalized for industrial investments to extend forest certification, further strengthen its industrial competitiveness and develop the added value in products released on new markets.

Public share buyback operation

On 8 August 2012, the French securities regulator (AMF) published a notice in which it announced that 409,158 Rougier's shares have been put forward for the public share buyback offer that ran from 9 to 30 July 2012. The Board of Directors will be meeting on 10 August to decide on the capital reduction, notably cancelling the 283,333 shares bought back in this way after applying the reduction mechanism (as provided for under Article R. 225-155 of the French commercial code).

Next date

2012 first-half earnings: 20 September 2012 (after close of trading)



Founded in 1923, the Rougier Group is a market leader for certified African tropical timber. The Group operates around three activities: Rougier Afrique International (natural forest harvesting, industrial processing and international trade), Lignafrica (research, management and investment in industrial forest plantations in Africa), Rougier Sylvaco and Rougier Panneaux (importing and distribution in France of timber from all origins).

www.rougier.fr

NYSE-Euronext Paris
ISIN: FR0000037640
Reuters: ROUG.PA
Bloomberg: RGR:FP

Contact:

Cyril Combe
cyril.combe@calyptus.net
Tel: +33 (0)1 53 65 68 68