

2012 first-half earnings

- **Revenues almost stable despite world economic decline**
- **Profitability temporarily affected by investments to drive growth and by difficulties with land and port logistics in Africa**
- **Sound financial position**

Paris, 20 September 2012 (5:45 pm) – Rougier's earnings for the first half of 2012 reflect a difficult economic environment and the ramping up of the Group's investments to drive growth in Africa. EBIT came to €(0.1) million, with €(1.1) million in net income (Group share).

Condensed income statement

| €'000 | H1 2012 unaudited* | H1 2011 audited | 2011 audited |
|---|-----------------------|--------------------|-----------------|
| Revenues | 73,691 | 74,084 | 147,149 |
| Income from ordinary operations | (119) | 3,520 | 3,228 |
| % of revenues | (0.2%) | 4.8% | 2.2% |
| EBIT | (113) | 3,528 | 5,277 |
| % of revenues | (0.2%) | 4.8% | 3.6% |
| Net income | (1,736) | 1,501 | 4,345 |
| Net income (Group share) | (1,097) | 1,537 | 4,443 |
| % of revenues | (1.5%) | 2.1% | 3.0% |
| Of which, reversal of asset impairments | - | - | 1,629 |
| Cash flow from operations | 2,405 | 4,879 | 9,399 |
| <small>after cost of net financial debt and tax</small> | | | |

*following the transfer of Rougier's shares to NYSE Alternext on 29 August 2012

Business holding up in a difficult environment

Revenues for the first half of 2012 dipped to €73.7 million, down 0.5% compared with last year, reflecting the slowdown in global economic activity, particularly in Europe.

The France Import-Distribution segment is holding up well faced with a deterioration in the national market environment. Its half-year earnings were positive despite the contraction in its business (-15.3% compared with the first half of 2011).

Rougier Africa International branch recorded uneven results in the first half of the year. Revenues rose 1.7% in relation to the first half of 2011, while profitability was affected by the industrial change underway in Africa and a complex environment, compounded by the difficulties experienced with logistics infrastructures in Africa and Gabon in particular.

Profitability down due to the economic environment

The consolidated gross margin remained strong again at €47.7 million, representing 64.7% of revenues, compared with 64.9% for the first half of 2011, thanks to the change in the product-timber species mix and the good level of sales prices.

EBIT came to €(0.1) million, compared with €3.5 million at 30 June 2011, reflecting the significant consequences of issues within the supply chain in Gabon, as well as the increase in staffing levels prior to the operational rollout of the various industrial investments.

After factoring in the cost of net financial debt for €1.3 million and a €0.3 million tax expense, net income came to €(1.7) million, with €(1.1) million Group share.

Strong investment growth

Cash flow from operations (after the cost of net financial debt and tax) came to €2.4 million, representing 3.3% of revenues.

Rougier has significantly increased its net disbursed investments, up from €4.7 million one year earlier to €7.0 million at 30 June 2012, corresponding to the actions carried out in Africa to meet requirements for efficient logging activities, while industrializing and strengthening the competitiveness of its offering.

Shareholders' equity represents €85.6 million, compared with €88.9 million at 31 December 2011. Consolidated net financial debt totaled €33.5 million, representing 39% of shareholders' equity, compared with 29% at 31 December 2011.

Outlook

Rougier is moving forward with its strategy combining the modernization and strengthening of its industrial capabilities with regular new markets conquest. The diversification of its markets is enabling it to effectively add value to its product range, while adapting to rapid changes in the economic environment. This strategy's implementation is built around objectives to ensure rigorous cost management and improve the efficiency of industrial facilities.

2012 is a transition year within a major investment cycle that will enable Rougier to reinforce its leading position in the responsible timber industry in Africa. The Group's development over the medium and long term will be driven by more extensive forest certification, improved competitiveness, greater added value and the creation of strategic partnerships.

Next date: 2012 third-quarter revenues on Thursday 8 November 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).

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