



Press release

>> Sales revenue at 9 months FY 2010/11: 166.2 million euros (+1.4 %) Acceleration of growth over third quarter 2010/11 (+2.8 %)

Sales per division (€m)	Q3 10/11	Q3 09/10	Variation	9m 10/11	9m 09/10	Variation
Great Outdoor - LAFUMA	20.8	21.4	-2.7 %	63.3	63.3	-0.1 %
Board Sports - OXBOW	9.4	10.2	-8.3 %	39.4	42.0	-6.2 %
Country - LE CHAMEAU	3.7	3.2	+14.4 %	13.3	13.1	+1.4 %
Mountain - MILLET / EIDER	10.0	7.8	+27.4 %	50.2	45.5	+10.5 %
LAFUMA Group	43.8	42.6	+2.8 %	166.2	163.9	+1.4 %

At constant scope and exchange rates (excluding Chinese sales taken over by the new entity created in partnership with LG Fashion), consolidated Group sales revenue grew 1.9 %.

Sales revenue for the Lafuma Group over the first nine months of the 2010/11 fiscal year totaled 166.2 million euros, up 1.4%, with an acceleration over the third quarter (+2.8%).

Sales in France over the first nine months of fiscal 2010/11 were stable (-0.5 %), while international sales grew by 4.3%, including 10.6% solely over the third quarter, with solid performances in both Europe and Asia.

Over the first nine months of fiscal 2010/11:

- Sales revenue for the **Great Outdoor division** was stable; however, when excluding business for China, sales grew by 2.5%, with strong growth in Asia (+35% at an even exchange rate);
- the **Board Sports division** posted declines (-6.2 %) mainly due to stagnant retail activity over the period, a reflection of prevailing market trends;
- sales revenue for the **Country division** was up 1.4%, owing to solid sales activity registered over the third quarter ;
- the **Mountain division** maintained dynamic growth, registering an increase of 10.5% since the beginning of the fiscal year, driven by a strong summer season.

Sustained growth

With an order book significantly on the rise, the accelerated growth noted over the third quarter will continue into the fourth quarter of fiscal 2010/11 and also into the first quarter of 2011/12.

In consequence, the Group can confirm an overall improvement of its results for fiscal 2010/11.

>> Next press release

Annual Sales Revenue for fiscal 2010/11: October 25, 2011

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Lafuma shares are traded on NYSE Euronext Paris. Euroclear: 3526. Reuters: LAFU.PA. Bloomberg: LAF FP