

# RODRIGUEZ GROUP

## PRESENTATION OF THE TURNOVER FOR THE THIRD QUARTER OF THE FISCAL YEAR 2010/2011

€ thousands	Q3 SALES		
	2010/2011	2009/2010	Variation in %
<b>Yachts</b>	6,045	15,703	-61%
<b>Services</b>	9,408	9,131	+3%
<b>TOTAL</b>	<b>15,453</b>	<b>24,834</b>	<b>-38%</b>

9-MONTH SALES From 1 October 2010 to 30 June 2011		
2010/2011	2009/2010	Variation in %
48,162	23,684	+103%
19,596	22,989	-15%
<b>67,758</b>	<b>46,673</b>	<b>+45%</b>

RODRIGUEZ GROUP 3<sup>rd</sup> quarter 2010/2011 ended on 30 June 2010. The Group takes this opportunity to confirm its positive evolution on the current fiscal year.

If on the 3<sup>rd</sup> quarter 2010/2011, total sales (new yachts and second-hand yachts) decreased by 60% compared to the 3<sup>rd</sup> quarter of the fiscal year 2009/2010 (€ 6.0 million on the 3<sup>rd</sup> quarter 2011 versus € 15.7 million on the 3<sup>rd</sup> quarter 2010), these downgraded results are related to a restricted number of pre sold yachts still under construction on the 3<sup>rd</sup> quarter, that leads to a lower in-progress sales during the period.

Indeed, half of the sold boats were already delivered at the end of the 2<sup>nd</sup> quarter because of the early starting up of the activity, that's why Sales of new yachts automatically decreased on the 3<sup>rd</sup> quarter.

Then, Sales of new yachts amounted to € 4.7 million on this last quarter compared to € 13.2 million on the 3<sup>rd</sup> quarter 2009/2010, meanwhile from 1 October 2010 to 30 June 2011, it has increased in a significant way to reach € 37.2 million versus € 4.3 million on the first nine months of the fiscal year 2009/2010.

Concerning Sales of second-hand yachts, RODRIGUEZ GROUP notices on the other hand the late beginning of the summer season, clients having preferred to delay their acquisitions after June 30<sup>th</sup>.

Then, Sales of second-hand yachts have registered a decline of 44% on the quarter, compared to the 3<sup>rd</sup> quarter 2009/2010 (€ 1.4 million of Sales of second-hand yachts on the 3<sup>rd</sup> quarter 2010/2011, compared to € 2.5 million for the same activity on the same period in 2009/2010).

However, on the basis of sales already realized on the 4<sup>th</sup> quarter or in way to be realized, RODRIGUEZ GROUP anticipates a significant improvement of Sales of second-hand yachts during the last quarter of the fiscal year 2010/2011.

Sales of Services noticed a light progression on the period (from € 9.1 million on the 3<sup>rd</sup> quarter 2010 to € 9.4 million on 3<sup>rd</sup> quarter 2011) and confirmed the good results on the last nine months (€ 19.6 million of Sales of Services at the date of June 30<sup>th</sup>, compared to € 19.1 million on the same period in 2009/2010, excluding € 3.8 million sales linked to the transactions signed with ARNO shipyards).

Then, the consolidated sales of the Group increased by 45% on the period, from € 46.7 million on the first nine months of the fiscal year 2009/2010 to € 67.8 million on the first nine months of the current fiscal year.

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#### **SIGNIFICANT EVENTS DURING THE 3<sup>rd</sup> QUARTER 2010/2011**

The following events occurred during the 3<sup>rd</sup> quarter of the 2010/2011 fiscal year:

- **appointment of Mr. Eric de SAINTDO** as Chairman of the Management Board of RODRIGUEZ GROUP on proposal of Mr Gérard RODRIGUEZ and as Executive Chairman and CEO of CAMPER & NICHOLSONS Group, to replace Jillian MONTGOMERY;
- the renewal of RODRIGUEZ GROUP, SNP BOAT SERVICE and CAMPER & NICHOLSONS INTERNATIONAL boards of directors;
- **the publication of the results for the first semester 2010/2011**, showing an improvement of the current operating result € (5.0) million in 2010/2011 compared to € (12.6) million in 2009/2010.

*RODRIGUEZ GROUP is listed on Compartment C of the Eurolist Paris (ISIN Code: FR0000062994)*