

2010 Sales: 698.1 M€ (+9.7%)

In the fourth quarter, Trigano sales confirmed their good momentum, lifting annual sales to €698.1 million (+9.7%).

Q4	from 6/1/10 to 8/31/10 (€M)	from 6/1/09 to 8/31/09 (€M)	Change (%)
Leisure vehicles	124.0	116.4	+6.5
Leisure equipment	26.1	25.1	+4.1
Sales	150.1	141.5	+6.1

Financial Year 2010	from 9/1/09 to 8/31/10 (€M)	from 9/1/08 to 8/31/09 (€M)	Change (%)
Leisure vehicles	599.5	537.9	+11.5
Leisure equipment	98.6	98.3	+0.2
Sales	698.1	636.2	+9.7

Leisure vehicles

In the fourth quarter, motor caravan (+10.7%) and caravan (+4.3%) sales confirmed the commercial success met by Trigano's products. Sales of these products are up 12.6% and 16.1% respectively on a full year basis. Accessories for leisure vehicle sales are also on a favourable trend (+3.9% for the financial year).

After two years of strong growth (+80% in two years) static caravan sales (-9.0% in the quarter) are up 4.1% on last year's despite a decrease in non professional purchases during the last months.

Leisure equipment

Boosted by the growth of internet sales, garden equipment activity has pursued its development (+12.0%) and ended the year up 8.5%.

Trailer sales (-4.5% in the financial year) have started their recovery with a fourth quarter (+1.8%) marked by a rebound in the demand of professional trailers.

Camping equipment activity increased slightly in the financial year (+1.9%).

Financial situation

Trigano has continued to strengthen its financial structure during the 2010 financial year and ended it with a net cash position. The return to profit coupled with the efforts to reduce the working capital requirements have indeed led to an improvement in the cash flow situation by more than 100 M€.

Prospects

The good reception of the new ranges of vehicles by distributors and by the public have led to an increase in order books, particularly significant for motor caravans, and should allow a further increase in sales in 2011. Having demonstrated its high adaptation capacities and its ability to reinforce its financial structure, Trigano is particularly well-equipped to make the most of the new prospects offered by the end of the crisis for leisure vehicles.