

## 2010/2011 Sales: +7.3%

Thanks to well-oriented motor caravan sales, Trigano pursued its growth in the fourth quarter. Sales for the financial year reached €749.2 M (+7.3%).

Q4	from 6/1/11 to 8/31/11 (€M)	from 6/1/10 to 8/31/10 (€M)	Change (%)
Leisure vehicles	128.5	124.0	+3.6
Leisure equipment	25.7	26.1	-1.6
<b>Sales</b>	<b>154.2</b>	<b>150.1</b>	<b>+2.7</b>

Financial Year 2011	from 9/1/10 to 8/31/11 (€M)	from 9/1/09 to 8/31/10 (€M)	Change (%)
Leisure vehicles	642.3	599.5	+7.1
Leisure equipment	106.9	98.6	+8.4
<b>Sales</b>	<b>749.2</b>	<b>698.1</b>	<b>+7.3</b>

### Leisure vehicles

Thanks to its innovation efforts, Trigano comforted its positions on most market segments. Motor caravan sales confirmed their good dynamics in the fourth quarter (+8.0%) and recorded 9.8% growth in the financial year. Static caravan deliveries also increased (+8.5% in the financial year), confirming the ramp-up of Trigano on this market and its credible player position for large-account customers. Trigano was also able to maintain the level of its caravan sales (-1.3% in the fourth quarter; +0.0% in the financial year); sales of services and accessories for leisure vehicles have as well reflected the situation of the market (-1.1% in the quarter; -0.8% in the financial year).

### Leisure equipment

Trailer sales are slightly up compared to last year (+1.2%), with a fourth quarter (-6.5%) marked by the decrease of Polish and Spanish markets. Lifted by the growth of internet sales, garden equipment confirmed in the fourth quarter the good level of activity recorded last year and is up 16.8% in the financial year. Camping equipment activity remained well oriented as well: sales are up 15.5% in the fourth quarter and 19.9% in the financial year.

### Prospects

The good reception of 2012 motor caravan models by distribution networks was confirmed with the public with regard to the results of Düsseldorf (Germany) and Parma (Italy) shows, despite a less favourable macroeconomic context. The increase in order books should lead to a further increase in motor caravan sales in the next financial year. Trigano will however remain watchful to the signals given during next Autumn shows in order to be able to react quickly to any market volatility. Thanks to a solid financial structure (more than €300 M equity and positive cash situation as of 31 August 2011), Trigano will pursue its investments in order to increase its market shares in Europe in leisure vehicles and trailers, including through external growth.