

# GROUPE BENE TEAU

## 2014-15 first-half business

### FIRST HALF OF 2014-15

€'000,000	Sep 2014 to Feb 2015	Sep 2013 to Feb 2014	Change	Reminder of full-year forecasts	Year-on-year change
Boats	251.3	212.6	+ 18.2%	824	+ 26%
Housing	61.6	70.1	-12.0%	155	-2%
<b>Consolidated revenues</b>	<b>312.9</b>	282.7	<b>+ 10.7%</b>	979	+ 21%

Considering its seasonal business trends, the Group's half-year revenues usually only account for around 30% of its full-year sales. Over the first half of 2014-15, revenues climbed 10.7% compared with the first half of the previous year to reach €312.9 million. Second-quarter revenues came in at €206.1 million.

However, in view of the order book, this half-year performance is not representative of the growth expected for the whole year. The Group is therefore able to confirm its overall forecast for revenue growth of over 20% for FY 2014-15.

### Boats: good sales trends, stronger than expected for the European market

Billing for the first half of 2014-15 represented €251.3 million, up 18.2% from the first half of the previous year. Revenues for the second quarter came to €156.4 million. Excluding the €38.1 million contributed by Rec Boat (Four Winns, Glastron, Wellcraft and Scarab brands) over the half-year period, the Boat business recorded +0.3% growth. In addition, currency trends over the half-year period had a positive impact on Boat Division sales for €3.9 million.

Thanks to its order book on the same date, which generally represents around 80% of full-year revenues, the Group is forecasting like-for-like business growth of over +10% at constant exchange rates, as announced previously. This additional growth primarily factors in the Group performing better than expected on the European market. This positive trend is expected to provide more support than forecast to help drive revenue growth for the Boat business over the full year.

## Housing: limited resumption of investment by tourism professionals

For the first half of 2014-15, the Housing Division generated €61.6 million in revenues, down 12%. Revenues for the second quarter came to €49.6 million.

In the **Leisure Home** business, revenues for the first six months of the year totaled €54.6 million. French tourism professionals, including key accounts, have resumed their investment policies. However, this trend is not yet being seen across the board, which will have a slight impact on the full-year revenue forecast for Leisure Homes as announced at the end of January.

### Next date:

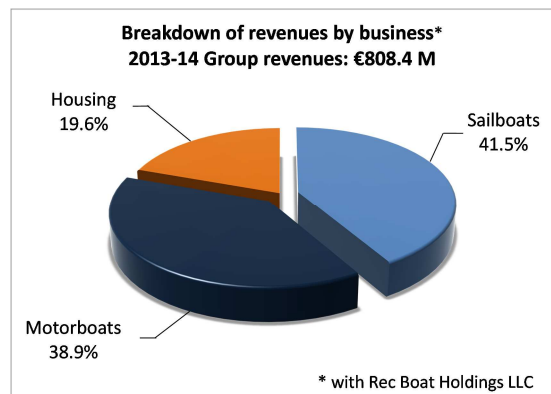
**April 29th, 2015:** 2014-15 first-half earnings

## About the Beneteau Group

**The world's number one sailing yacht builder** - both mono and multi-hull - the Beneteau Group has continued to make progress on the **motorboat** market, and is now one of the world's leading players.

On both sailing yachts and motorboats, the Group's brands - **BENETEAU, JEANNEAU, LAGOON, PRESTIGE, MCY, CNB, FOUR WINNS, GLASTRON, WELLCRAFT** and **SCARAB** - are able to offer more than 200 models ranging from 15 to 90 feet.

The Group is also a leading player on the **European leisure home market**, with its **O'HARA** and **IRM** brands, and is developing its business on the market for **high environmental performance residential housing**. With the design and production of **wooden-frame houses**, it aims to make **quality homes** that are affordable and **in line with sustainable development standards**.



[www.beneteau-group.com](http://www.beneteau-group.com)

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