

## 2016/2017 First Half-Year sales: +20.6%

### Confirmation of growth in leisure vehicles and trailers sales

| in €M                  |               | 2017<br>Financial year | 2016<br>Financial year | Change<br>(%) | Change at<br>constant<br>perimeter (%)* |
|------------------------|---------------|------------------------|------------------------|---------------|---|
| Leisure vehicles       | Q1 (Sept-Nov) | 327.9                  | 280.2                  | +17.0         | +17.0                                   |
|                        | Q2 (Dec-Feb)  | 353.3                  | 277.3                  | +27.4         | +23.6                                   |
|                        | Half-Year     | 681.2                  | 557.5                  | +22.2         | +20.3                                   |
| Leisure equipment      | Q1 (Sept-Nov) | 33.2                   | 30.9                   | +7.5          | +7.5                                    |
|                        | Q2 (Dec-Feb)  | 34.8                   | 32.7                   | +6.1          | +6.1                                    |
|                        | Half-Year     | 68.0                   | 63.6                   | +6.8          | +6.8                                    |
| Q2 Sales               |               | 388.1                  | 310.0                  | +25.2         | +21.7                                   |
| <b>Half-Year Sales</b> |               | <b>749.2</b>           | <b>621.1</b>           | <b>+20.6</b>  | <b>+18.9</b>                            |

\* : change in sales after deduction of Auto-Sleepers' contribution, fully consolidated since 1 January 2017

#### Leisure vehicles

Thanks to the good level of demand and to the gradual increase in production capacities enabled by investment programmes initiated in the past two years, **motorhomes** sales increased by 29.0% in the second quarter (25.9% at constant perimeter). This growth was slowed down by the impossibility to fully exploit the increase in production capacity, as a result of the insufficient ramp-up of chassis deliveries by car manufacturers.

**Static caravans** (+26.6%) and **caravans** sales (+13.1% at constant perimeter) benefitted from the positive momentum of the market.

#### Leisure equipment

**Trailers** activity remained well oriented with 7.9% sales growth in the second quarter. **Camping equipment** (+28.7%) and **garden equipment** (-7.5%) are in low season and their evolutions in Q2 are therefore not significant.

#### Prospects

The renewed confidence of leisure vehicles customers in Europe, the development of the vans segment and the success of Trigano products led to an increase in order backlog which points to a strong sales increase in the second half-year.

In the short and medium term, Trigano will pursue investment programmes in physical and human capital in order to better serve its customers, to further improve product quality and to consolidate its profitability.

2016/2017 First Half-Year Results will be published on 18 April 2017

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