

2020/2021 third quarter sales: € 905.7 M (+131.2%)

Driven by a sustained demand in its main markets, Trigano mobilised its whole production capacities in the third quarter and achieved record sales.

in €M (non-audited figures)		2021 Financial year	2020 Financial year	2019 Financial year	2021/2020 change				2021/2019 Current Change
					Current	perimeter effect	exchange rate effect	at constant perimeter & exchange rate	
Leisure vehicles	Q1 (Sept-Nov)	668.6	518.7	535.6	28.9%	2.0%	-0.5%	27.4%	24.8%
	Q2 (Dec-Feb)	604.1	563.8	519.1	7.1%	1.8%	-0.6%	6.0%	16.4%
	Q3 (March-May)	827.2	345.6	654.7	139.4%	5.0%	0.5%	133.9%	26.3%
	Total as at end of May	2 099.9	1 428.1	1 709.4	47.0%	2.6%	-0.3%	44.7%	22.8%
Leisure equipment	Q1 (Sept-Nov)	51.9	41.0	42.2	26.6%	-	-1.5%	28.0%	23.0%
	Q2 (Dec-Feb)	44.1	39.9	40.0	10.5%	-	-1.0%	11.5%	10.3%
	Q3 (March-May)	78.5	46.2	66.9	69.9%	-	0.6%	69.3%	17.3%
	Total as at end of May	174.5	127.1	149.1	37.3%	-	-0.6%	37.8%	17.0%
Total	Q1 (Sept-Nov)	720.5	559.7	577.8	28.7%	1.9%	-0.6%	27.4%	24.7%
	Q2 (Dec-Feb)	648.2	603.7	559.1	7.4%	1.6%	-0.6%	6.3%	15.9%
	Q3 (March-May)	905.7	391.8	721.6	131.2%	4.4%	0.5%	126.2%	25.5%
	Total as at end of May	2 274.4	1 555.2	1 858.5	46.2%	2.4%	-0.3%	44.13%	22.4%

Trigano points out that its activity was strongly impacted by the COVID-19 health crisis in the third quarter of 2019/20. For many weeks, the company stopped production, and most of its distribution networks had to cease any activity at the height of the season.

Leisure vehicles: +139.4%

Sales of **motorhomes** (+155.3%), **caravans** (+80.0%) and **accessories for leisure vehicles** (+104.7% at constant perimeter) benefited from increased consumer interest in outdoor leisure in most European countries.

Thanks to the ramp-up of its production facilities and despite the tensions observed on the supply of various components which disrupted the operation of several production lines, Trigano spared no effort to meet demand and delivered about 15,800 motorhomes in the third quarter.

Sales of **static caravans** (+ 35.3%, but -8.9% compared to Q3 2019), remained affected by the weakness of investments by campsite managers.

Leisure equipment: +69.9%

Sales of **trailers** (+73.5%) and **garden equipment** (+73.3%) continued to benefit from the expansion of the markets in Europe linked to the growing interest in the DIY and gardening activities of populations that have undergone various confinements.

However, sales of camping equipment (+36.4%, but -16.7% compared to Q3 2019) once again suffered from measures linked to the health crisis in France, particularly for products intended for community organisations.

Outlook

The acquisition process of the French distribution groups CLC, SLC and Loisiréo is ongoing. The opinion of the French competition authorities is expected before the end of the financial year.

The tensions observed since the beginning of the year on deliveries of various components and motorhome chassis continue to disrupt the operation of some production lines. In particular, the shutdown of the Ford plant in Kocaeli for 8 weeks due to supply difficulties for electronic components led Trigano to modify the industrial schedules of sites using this chassis. Thanks to the adjustment of annual vacation periods, the production deficit should be reduced to 1,000 vehicles approximately in the fourth quarter.

The increase in the prices of raw materials and motorhome chassis led Trigano to increase the prices of its 2022 ranges by around 5 to 10%. The new products disclosed to the distribution networks in June were nevertheless very well received and Trigano recorded a very strong increase in orders.

The strengthened interest in leisure vehicles in Europe and the prospect of an end to the crisis due to the acceleration of vaccinations against Covid-19 gives an omen of an upholding very strong demand for Trigano's products in the coming months.

In order to better serve its customers, Trigano will focus on the one hand on implementing its programmes to increase its production capacity, including in particular the hiring and training of new operators, and on the other hand on securing its supplies.

Trigano's strong cash generation enables it to satisfy the demands of fast-growing markets and to pursue its development at a sustained pace, including through external growth.

Glossary

Perimeter effect

Restatement of perimeter effect of newly consolidated entities consists of:

- for entities entering the consolidation scope in the current year, subtracting the contribution of the acquisition from the aggregates of the current year;
- for entities entering the consolidation scope in the previous year, subtracting the contribution of the acquisition from September 1st of the current year, until the last day of the month of the current year when the acquisition was made the previous year.

No entities left the consolidation scope during the periods mentioned in this press release.

Exchange rate effect

Restatement of the foreign exchange effect consists of calculating aggregates for the current year at the exchange rate of the previous year.

2020/2021 Sales will be disclosed on 22 September 2021

APPENDIX

Breakdown of sales by product category

€M - Q3 (March-May) (non-audited figures)	from 03/01/21 to 05/31/21	from 03/01/20 to 05/31/20	from 03/01/19 to 05/31/19	2021/2020 change								2021/2019 current change	
				Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate			
Motorhomes	655.4	256.7	510.6	398.7	155.3%	-	-	1.3	0.5%	397.5	154.9%	144.8	28.4%
Caravans	63.9	35.5	59.9	28.4	80.0%	-	-	0.1	0.3%	28.3	79.7%	4.0	6.7%
Static caravans	34.9	25.8	38.3	9.1	35.3%	-	-	-	-	9.1	35.3%	-3.4	-8.9%
Accessories	65.8	23.6	36.8	42.2	178.8%	17.4	73.7%	0.1	0.4%	24.7	104.7%	29.0	78.8%
Others	7.2	4.0	9.1	3.2	80.0%	-	-	0.1	2.5%	3.1	77.5%	-1.9	-20.9%
Leisure vehicles	827.2	345.6	654.7	481.6	139.4%	17.4	5.0%	1.6	0.5%	462.6	133.9%	172.5	26.3%
Trailers	54.9	31.7	45.5	23.3	73.5%	-	-	0.2	0.6%	23.1	72.9%	9.4	20.7%
Camping equipment	6.0	4.4	7.2	1.6	36.4%	-	-	-	-	1.6	36.4%	-1.2	-16.7%
Garden equipment	17.6	10.1	14.2	7.4	73.3%	-	-	0.1	1.0%	7.3	72.3%	3.4	23.9%
Leisure Equipment	78.5	46.2	66.9	32.3	69.9%	-	-	0.3	0.6%	32.0	69.3%	11.6	17.3%
Total sales	905.7	391.8	721.6	513.9	131.2%	17.4	4.4%	1.9	0.5%	494.6	126.2%	184.1	25.5%

€M - YTD (non-audited figures)	from 09/01/20 to 05/31/21	from 09/01/19 to 05/31/20	from 09/01/18 to 05/31/19	2021/2020 change								2021/2019 current change	
				Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate			
Motorhomes	1,723.4	1,156.7	1,380.5	566.7	49.0%	1.9	0.2%	-3.8	-0.3%	568.6	49.2%	342.9	24.8%
Caravans	157.9	122.1	149.3	35.8	29.3%	0.7	0.6%	-0.2	-0.2%	35.3	28.9%	8.6	5.8%
Static caravans	53.4	56.6	72.0	-3.2	-5.7%	-	-	-	-	-3.2	-5.7%	-18.6	-25.8%
Accessories	146.2	75.2	85.4	71.0	94.4%	35.2	46.8%	-0.3	-0.4%	36.1	48.0%	60.8	71.2%
Others	19.0	17.5	22.2	1.5	8.6%	-	-	-	-	1.5	8.6%	-3.2	-14.4%
Leisure vehicles	2,099.9	1,428.1	1,709.4	671.8	47.0%	37.8	2.6%	-4.3	-0.3%	638.3	44.7%	390.5	22.8%
Trailers	132.8	95.6	106.7	37.3	39.0%	-	-	-0.6	-0.6%	37.9	39.6%	26.1	24.5%
Camping equipment	11.6	10.3	17.7	1.3	12.6%	-	-	-	-	1.3	12.6%	-6.1	-34.5%
Garden equipment	30.1	21.2	24.7	8.8	41.5%	-	-	-0.1	-0.5%	8.9	42.0%	5.4	21.9%
Leisure Equipment	174.5	127.1	149.1	47.4	37.3%	-	-	-0.7	-0.6%	48.1	37.8%	25.4	17.0%
Total sales	2,274.4	1,555.2	1,858.5	719.2	46.2%	37.8	2.4%	-5.0	-0.3%	686.4	44.1%	415.9	22.4%