

2021/2022 Third Quarter Sales: €921.2M (+ 1.7%)

Enhanced by the integration of distribution companies acquired on 1st February 2022, Trigano's third quarter sales 2021/2022 increased by 1.7%. As expected, tensions over motorhome chassis supplies resulted in a decline in like-for-like sales (-10.4%), compared with a record 2020/2021 third quarter.

In €M (Non-audited figures)		2022 Financial year	2021 Financial year	2020 Financial year	Variation 2022/2021				Current change 2022/2020
					current change	of which scope effect *	of which exchange rate effect	Change at constant scope and exchange rates	
Leisure vehicles	Q1 (Sept-Nov)	729.7	668.6	518.7	9.1%	0.0%	0.7%	8.4%	40.7%
	Q2 (Dec-Feb)	672.6*	604.1	563.8	11.3%	3.9%	0.7%	6.7%	19.3%
	Q3 (Mar-May)	842.1*	827.2	345.6	1.8%	13.1%	0.1%	-11.4%	143.7%
	Total LV	2,244.4	2 099.9	1 428.1	6.9%	6.3%	0.5%	0.1%	57.2%
Leisure equipment	Q1 (Sept-Nov)	57.1	51.9	41.0	10.0%	-	0.6%	9.4%	39.3%
	Q2 (Dec-Feb)	58.0	44.1	39.9	31.5%	-	-	31.5%	45.4%
	Q3 (Mar-May)	79.1	78.5	46.2	0.8%	-	0.1%	0.6%	71.2%
	Total LE	194.2	174.5	127.1	11.3%	-	0.2%	11.1%	52.8%
Q1 Total		786.8	720.5	559.7	9.2%	0.0%	0.7%	8.5%	40.6%
Q2 Total		730.6*	648.2	603.7	12.7%	3.6%	0.7%	8.4%	21.0%
Q3 Total		921.2*	905.7	391.8	1.7%	12.0%	0.1%	-10.4%	135.1%
Total Sales		2,438.6	2 274.4	1 555.2	7.2%	5.8%	0.5%	0.9%	56.8%

* The companies CLC, Loisiréo, SLC are consolidated from February 1, 2022. Revenue for the 2nd quarter of 2021/22 has been restated by €23.2 million to take into account the effects of these acquisitions.

Leisure vehicles: +1.8% (-11.4% at constant scope and exchange rates)

The level of **motorhome** sales (-19.1% on a like-for-like basis) was affected by shortages of chassis deliveries resulting in occasional assembly line shutdowns. The drop in quantities sold during the third quarter of 2021/22 was only partially offset by gradually applied price increases.

Caravan sales (+13.8% at constant scope and exchange rates) benefited from strong growth in residential caravans volumes. Sales of **mobile homes** (+44.7%) confirm the dynamism of the French market after a 2020/21 season marked by the consequences of the health crisis.

Sales of **accessories for leisure vehicles** increased by 10.9% (at constant scope and exchange rates), particularly in the Netherlands and Germany.

Leisure equipment: +0.8%

Trailer sales increased by 2.9%. The good performance of sales outside of France and increases in selling prices due to the passing on of inflation in material prices made it possible to compensate for the cyclical drop in sales on the French market. Likewise, **garden equipment** (-15.9%) was affected by the market situation in France and a high comparable. The **camping equipment** business (+30.0%) was driven by sales of products for local authorities and outdoor accommodation.

Prospects

Business over the coming months is likely to be heavily impacted by production stoppages of certain manufacturers of chassis vehicles for motorhomes. All modulation levers that locally ensure the flexibility of production tools will continue to be deployed in order to limit the impact of these disruptions on the company's results.

The extending delivery times due to the reduction in production and the size of order books have no major effect on demand for motorhomes, which remains strong in most European countries. This phenomenon is amplified for the converted van segment, which is particularly dependent on production at the Sevel plant in Atessa. In this context, Trigano will preserve its ability to meet demand as soon as the shortage situation is resolved.

Its solid financial position, profitability and cash position level give Trigano the means to face these disruptions and to pursue its development at a sustained pace, including through external growth. In this context, Trigano has entered into exclusive negotiations with a group of three leisure vehicle sales outlets (€30 million sales). This operation will allow it to complete its territorial coverage in the south of France.

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.

2021/2022 Sales will be disclosed on 27th September 2022

2021/2022 Results will be disclosed on 28th November 2022

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APPENDIX

Breakdown of sales by product category

in Euro million (non-audited figures)	Third quarter (from 01.03.22 to 31.05.22)			Variation 2022/2021									
	2022	2021	2020	Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate		2022/2020 current change	
Motorhomes	622.1	655.4	256.7	-33.3	-5.1%	90.8	13.9%	0.9	0.1%	-125.0	-19.1%	365.4	142.3%
Caravans	75.1	63.9	35.5	11.2	17.5%	2.3	3.6%	0.1	0.2%	8.8	13.8%	39.6	111.5%
Static caravans	50.5	34.9	25.8	15.6	44.7%	0.0	0.0%	0.0	0.0%	15.6	44.7%	24.7	95.7%
Accessories	83.0	65.8	23.6	17.2	26.1%	9.9	15.0%	0.1	0.2%	7.2	10.9%	59.4	251.7%
Others	11.4	7.2	4.0	4.2	58.3%	5.5	76.4%	0.0	0.0%	-1.3	-18.1%	7.4	185.0%
Leisure vehicles	842.1	827.2	345.6	14.9	1.8%	108.5	13.1%	1.1	0.1%	-94.7	-11.4%	496.5	143.7%
Trailers	56.5	54.9	31.7	1.6	2.9%	0.0	0.0%	0.0	0.0%	1.6	2.9%	24.8	78.2%
Camping equipment	7.8	6.0	4.4	1.8	30.0%	0.0	0.0%	0.0	0.0%	1.8	30.0%	3.4	77.3%
Garden equipment	14.8	17.6	10.1	-2.8	-15.9%	0.0	0.0%	0.1	0.6%	-2.9	-16.5%	4.7	46.5%
Autres EDL	0.0	0.0	0.0	0.0	-	-	-	-	-	-	-	0.0	-
Leisure Equipment	79.1	78.5	46.2	0.6	0.8%	0.0	0.0%	0.1	0.1%	0.5	0.6%	32.9	71.2%
Total sales	921.2	905.7	391.8	15.5	1.7%	108.5	12.0%	1.2	0.1%	-94.2	-10.4%	529.4	135.1%

in Euro million (non-audited figures)	Year ended August 31 st			Variation 2022/2021									
	2022	2021	2020	Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate		2022/2020 current change	
Motorhomes	1,757.6	1,723.4	1,156.7	34.2	2.0%	110.3	6.4%	8.7	0.5%	-84.8	-4.9%	600.9	51.9%
Caravans	184.0	157.9	122.1	26.1	16.5%	2.7	1.7%	0.8	0.5%	22.6	14.3%	61.9	50.7%
Static caravans	88.1	53.4	56.6	34.7	65.0%	-	-	-	-	34.7	65.0%	31.5	55.7%
Accessories	190.8	146.2	75.2	44.6	30.5%	12.8	8.8%	0.7	0.5%	31.1	21.3%	115.6	153.7%
Others	23.9	19.0	17.5	4.9	25.8%	6.5	34.2%	0.1	0.5%	-1.7	-8.9%	6.4	36.6%
Leisure vehicles	2,244.4	2,099.9	1,428.1	144.5	6.9%	132.3	6.3%	10.3	0.5%	1.9	0.1%	816.3	57.2%
Trailers	154.1	132.8	95.6	21.3	16.0%	-	-	0.2	0.2%	21.1	15.9%	58.5	61.2%
Camping equipment	13.0	11.6	10.3	1.4	12.1%	-	-	-	-	1.4	12.1%	2.7	26.2%
Garden equipment	27.1	30.1	21.2	-3.0	-10.0%	-	-	0.2	0.7%	-3.2	-10.6%	5.9	27.8%
Leisure Equipment	194.2	174.5	127.1	19.7	11.3%	-	-	0.4	0.2%	19.3	11.1%	67.1	52.8%
Total sales	2,438.6	2,274.4	1,555.2	164.2	7.2%	132.3	5.8%	10.7	0.5%	21.2	0.9%	883.4	56.8%