

2022/2023 Third Quarter Sales: €1,034.6M (+ 12.3%)

Trigano's sales rose by 12.8% at constant scope and exchange rates in the third quarter of 2022/2023, thanks to strong growth in motorhome sales (+19.8%):

In M€ (non audited figures)		2023 Financial year	2022 Financial year	Variation 2023/2022			
				Current change	of which scope effect	of which exchange rate effect	Change at constant scope and exchange rates
Leisure vehicles	Q1 (Sept-Nov)	742.5	729.7	1.8%	8.5%	-0.2%	-6,5%
	Q2 (Dec-Feb)	786.0	672.6	16.9%	5.9%	-0.5%	11,5%
	Q3 (Mar-May)	970.0	842.1	15.2%	0.1%	-0.5%	15.6%
	Total LV	2,498.5	2,244.4	11.3%	4.5%	-0.4%	7.2%
Leisure equipment	Q1 (Sept-Nov)	39.8	57.1	-30.3%	-	-0.5%	-29,8%
	Q2 (Dec-Feb)	41.2	58.0	-29.0%	-	-0.5%	-28,4%
	Q3 (Mar-May)	64.6	79.1	-18.3%	-	-0.8%	-17,6%
	Total LE	145.6	194.2	-25.0%	-	-0.6%	-24,4%
Q1 Total		782.3	786.8	-0.6%	7.8%	-0.3%	-8.2%
Q2 Total		827.2	730.6	13.2%	5.4%	-0.5%	8.3%
Q3 Total		1,034.6	921.2	12.3%	0.1%	-0.5%	12.8%
Total Sales		2,644.1	2,438.6	8.4%	4.2%	-0.4%	4.7%

Leisure vehicles: +15.2% (+15.6% at constant scope and exchange rates)

The gradual improvement in deliveries of rolling bases led to an increase in **motorhome** production of around 15% over the quarter. On a like-for-like basis, sales rose by 19.8%

Despite the fall in volumes, sales of **caravans** rose (+3.5% at constant scope and exchange rates) thanks to price increases and a favourable product mix. Sales of **mobile homes** (down 4.6%) were affected by the lack of availability of carriers in a context of strong demand.

Sales of **accessories for leisure vehicles** (up 4.2% on a like-for-like basis) returned to growth after a first half marked by heavy destocking by distributors.

Leisure equipment: -18.3%

The Leisure Equipment business was affected by the economic climate in Europe, particularly in France, where the political climate did not favour sales. Sales of **garden equipment** fell by 37.2%, while the decline in **trailer** sales - still affected by destocking operations - slowed to -15.9%. Sales of **camping equipment** remained stable (+0.0%).

Prospects

The gradual normalisation of deliveries of motorhome bases is expected to continue over the coming months, despite congestion at rail, sea and road logistics centres due - among other factors - to staff shortages and damage to rail infrastructure caused by the recent bad weather in central Italy.

Trigano's efforts to contain price rises and to offer even more competitive new products were particularly appreciated by distributors at the meetings held in recent weeks to present new motorhome and caravan ranges. As a result, following the final presentations due to take place in early July, Trigano will have a high level of order books, giving it good visibility on its business for the 2023/24 financial year.

Trigano is therefore particularly confident in its ability to continue ramping up its production facilities and to further improve its results in the short and medium term.

Acquisition of ADS Loisirs

Trigano entered into exclusive negotiations for the acquisition of 70% of the capital of the company ADS Loisirs. ADS Loisirs, a motorhome distributor in the Rennes area, employs around fifty people and generated sales of € 32M in 2022.

Given the level of Trigano's sales to this company, the contribution to consolidated sales resulting from this acquisition would be around € 25M. This transaction is fully in line with Trigano's development strategy.

The integration of ADS Loisirs would complete the territorial coverage of the Libertium network, which already consists of around fifty outlets in 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.

2022/2023 Sales will be disclosed on 26th September 2023

APPENDIX

Breakdown of sales by product category

Q3 in Euro millions (non-audited figures)	2023	2022	Variation 2023 / 2022							
			Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate	
Motorhomes	738.6	622.1	116.5	18.7%	-3.1	-0.5%	-3.8	-0.6%	123.4	19.8%
Caravans	76.7	75.1	1.6	2.1%	-0.7	-0.9%	-0.3	-0.4%	2.6	3.5%
Static caravans	48.2	50.5	-2.3	-4.6%	-	-	-	-	-2.3	-4.6%
Accessories	90.7	83.0	7.7	9.3%	4.4	5.3%	-0.2	-0.2%	3.5	4.2%
Others	15.8	11.4	4.4	38.6%	0.1	0.9%	-0.1	-0.9%	4.4	38.6%
Leisure vehicles	970.0	842.1	127.9	15.2%	0.7	0.1%	-4.4	-0.5%	131.6	15.6%
Trailers	47.5	56.5	-9.0	-15.9%	-	-	-0.5	-0.9%	-8.5	-15.0%
Camping equipment	7.8	7.8	0.0	0.0%	-	-	-	-	0.0	0.0%
Garden equipment	9.3	14.8	-5.5	-37.2%	-	-	-0.1	-0.7%	-5.4	-36.5%
Leisure Equipment	64.6	79.1	-14.5	-18.3%	-	-	-0.6	-0.8%	-13.9	-17.6%
Total sales	1,034.6	921.2	113.4	12.3%	0.7	0.1%	-5.0	-0.5%	117.7	12.8%

YTD in Euro millions (non-audited figures)	From 09/01/22 to 05/31/23	From 09/01/21 to 05/31/22	Variation 2023 / 2022							
			Current change		perimeter effect		exchange rate effect		at constant perimeter & exchange rate	
Motorhomes	1,965.1	1,757.6	207.5	11.8%	69.5	4.0%	-8.6	-0.5%	146.6	8.3%
Caravans	195.6	184.0	11.6	6.3%	-0.7	-0.4%	-0.5	-0.3%	12.8	7.0%
Static caravans	95.9	88.1	7.8	8.9%	-	-	-	-	7.8	8.9%
Accessories	203.3	190.8	12.5	6.6%	21.4	11.2%	-0.5	-0.3%	-8.4	-4.4%
Others	38.6	23.9	14.7	61.5%	11.9	49.8%	-0.1	-0.4%	2.9	12.1%
Leisure vehicles	2,498.5	2,244.4	254.1	11.3%	102.1	4.5%	-9.7	-0.4%	161.7	7.2%
Trailers	112.8	154.1	-41.3	-26.8%	-	-	-1.0	-0.6%	-40.3	-26.2%
Camping equipment	12.8	13.0	-0.2	-1.5%	-	-	-	-	-0.2	-1.5%
Garden equipment	20.0	27.1	-7.1	-26.2%	-	-	-0.2	-0.7%	-6.9	-25.5%
Leisure Equipment	145.6	194.2	-48.6	-25.0%	-	-	-1.2	-0.6%	-47.4	-24.4%
Total sales	2,644.1	2,438.6	205.5	8.4%	102.1	4.2%	-10.9	-0.4%	114.3	4.7%