

2017/2018 First Half-Year Sales: 1.1 Billion Euros (+46.3%)

Trigano sales continued their sustained growth in the second quarter, driven by the still-buoyant European motorhome market:

		2017/2018 change						
in €M		2018	2017	2016	Current	of which	of which	Change at constant
(Non-audited figures)		Financial year	Financial year	Financial year	change (%)	perimeter effect (%) *	exchange rate effect (%) **	perimeter and exchange rates (%)
Leisure vehicles	Q1 (Sept-Nov)	506.2	327.9	280.2	+54.4	+30.2	-0.4	+24.6
	Q2 (Dec-Feb)	513.5	353.2	277.3	+45.4	+28.3	-0.5	+17.6
	Half-Year	1,019.7	681.1	557.5	+49.7	+29.2	-0.4	+20.9
Leisure equipment	Q1 (Sept-Nov)	38.5	33.2	30.9	+15.9	+5.9	-0.4	+10.4
	Q2 (Dec-Feb)	37.9	34.8	32.8	+9.0	+7.4	-0.4	+2.0
	Half-Year	76.4	68.0	63.6	+12.4	+6.7	-0.4	+6.1
Q2 Sales		551.4	388.0	310.1	+42.1	+26.4	-0.5	+16.2
Half-Year Sales		1,096.1	749.1	621.1	+46.3	+27.2	-0.4	+19.6

* : 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 1 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.

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

Leisure vehicles

The gradual increase in production capacities enabled to maintain the **motorhomes** organic growth rate at a high level in the second quarter: +17.5%. Thanks to the integration of Adria and Auto-Sleepers, global sales were up 38.5% on this segment.

Caravan sales (+149.4%) and **static caravan** sales (+118.2%) benefitted from changes in the consolidation scope and recorded like-for-like growth in line with expectations (respectively +4.4% and +50.2%).

Finally, sales of **accessories for leisure vehicles** remained well-oriented: +6.6% ; +14.7% including the contribution of Adria.

Leisure equipment

Trailers activity remained dynamic with an organic sales growth of 6.3% in the second quarter (+16.4% by integrating the activity of Remorques Hubière). **Camping equipment** (-15.6%) and **garden equipment** (-9.4%) activities are in low season and changes in their sales in Q2 are therefore not significant.

Prospects

First half-year results should increase substantially compared to 2016/17 due to activity growth and changes in the scope of consolidation. Furthermore, the high level of leisure vehicles order backlog points to a sales increase in the second half-year.

Trigano will pursue its investment programmes aimed at strengthening its production capacities, enhancing the productivity of its factories and improving its profitability. A special effort will be made over the coming months to increase distribution networks density in Europe in order to further improve market shares of leisure vehicles.