

## 2019/2020 First Half-Year Sales: 1.2 Billion Euros (+2.3%)

Trigano achieved sales of € 603.4M in the second quarter of 2019/2020, up 7.3% at constant scope and exchange rates:

in €M <i>(Non-audited figures)</i>					2019/2020 change		
		2020 Financial year	2019 Financial year	2018 Financial year	Current change	of which exchange rate effect **	Change at constant scope* and exchange rates
Leisure vehicles	Q1 (Sept-Nov)	518.7	535.6	506.2	-3.2%	+0.1%	-3.3%
	Q2 (Dec-Feb)	563.6	519.1	513.8	+8.6%	+0.7%	+7.9%
	Half-Year	<b>1,082.3</b>	<b>1,054.7</b>	<b>1,020.0</b>	<b>+2.6%</b>	<b>+0.4%</b>	<b>+2.2%</b>
Leisure equipment	Q1 (Sept-Nov)	41.0	42.2	38.5	-2.8%	-0.2%	-2.6%
	Q2 (Dec-Feb)	39.8	40.0	37.9	-0.5%	+0.3%	-0.8%
	Half-Year	<b>80.8</b>	<b>82.2</b>	<b>76.4</b>	<b>-1.7%</b>	<b>0.0%</b>	<b>-1.7%</b>
Q2 Sales		603.4	559.1	551.7	+7.9%	+0.6%	+7.3%
<b>Half-Year Sales</b>		<b>1,163.1</b>	<b>1,136.9</b>	<b>1,096.4</b>	<b>+2.3%</b>	<b>0.4%</b>	<b>+1.9%</b>

\* 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 European leisure vehicle markets continued to grow in the first half of the year with the exception of the Scandinavian and British markets, which remained depressed, affected by the introduction of high taxes on CO2 emissions.

Activity in the second quarter was marked by the total or partial resolution of problems of vehicles type-approval, chassis availability and refitting of certain plants encountered in the previous months. Sales of **motorhomes** (+ 10.6%) returned to a high pace of growth, while those of **caravans** (-3.2%) were slightly down compared to the previous year.

Deliveries of **static caravans** (-7.9%) were affected by the late receipt of orders from some campground managers. Finally, sales of **accessories for leisure vehicles** (+ 9.7%) benefited from the market dynamism in Netherlands and Germany.

### Leisure equipment

**Trailers** activity (+ 4.9%) remained well oriented, **camping equipment** (-38.2%) and **garden equipment** (+ 8.3%) are in low season and changes in their sales in Q2 are therefore not significant.

## COVID-19

The activity of Trigano will naturally be impacted by measures of closure of non-food businesses across a large part of the European territory, as well as by containment measures. Most of production units have been put into reduced activity or temporarily closed.

The experience acquired during the 2008 economic crisis will enable Trigano to take the appropriate measures to emerge strengthened from this ordeal and to be able to restart quickly production in order to satisfy a high order backlog.

The financial strength of Trigano is also a fundamental asset in this crisis period.

## Outlook

Excluding the influence of exogenous phenomena, Trigano's prospects on the main markets are positive. Indeed, motorhomes are experiencing a significant expansion in the important markets and the fences corresponding to taxes based on CO2 emissions have been completely removed in United Kingdom and should be largely lifted in Sweden.

The leisure mode made possible by motorhomes is an individual mode which avoids collective means of accommodation and transport. This gives motorhomes a decisive advantage over other means of leisure and this will be especially true after the end of the epidemic that we are experiencing.

The very positive results of sales to the public in January and February 2020 illustrate this.

Trigano will continue to implement all internal growth operations that have been initiated and will seize any acquisition opportunity corresponding to its external growth policy.

---

**2019/2020 First Half-Year results should be published on 6 May 2020**



**IR Contact**  
**Laure Al Hassi**  
phone. : +33 1 44 52 16 31  
communication@trigano.fr

## APPENDIX

### Breakdown of sales by product category

2019/2020 Q2 €M (non-audited figures)	from 12/01/19 to 02/29/20	from 12/01/18 to 02/28/19	Current change		Change at constant perimeter* and exchange rates		of which exchange rates effect**	
Motorhomes	465.7	420.9	44.8	10.6%	0.1	0.0%	2.8	0.7%
Caravans	42.1	43.5	-1.4	-3.2%	0.0	0.0%	0.3	0.7%
Static caravans	23.3	25.3	-2.0	-7.9%	0.0	0.0%	0.0	0.0%
Accessories	26.0	23.7	2.3	9.7%	0.0	0.0%	0.2	0.8%
Others	6.5	5.7	0.8	14.0%	0.0	0.0%	0.1	1.8%
<b>Leisure vehicles</b>	<b>563.6</b>	<b>519.1</b>	<b>44.5</b>	<b>8.6%</b>	<b>0.1</b>	<b>0.0%</b>	<b>3.4</b>	<b>0.7%</b>
Trailers	29.9	28.5	1.4	4.9%	0.0	0.0%	0.0	0.0%
Camping equipment	3.4	5.5	-2.1	-38.2%	0.0	0.0%	0.0	0.0%
Garden equipment	6.5	6.0	0.5	8.3%	0.0	0.0%	0.1	1.7%
<b>Leisure equipment</b>	<b>39.8</b>	<b>40.0</b>	<b>-0.2</b>	<b>-0.5%</b>	<b>0.0</b>	<b>0.0%</b>	<b>0.1</b>	<b>0.3%</b>
<b>Total sales</b>	<b>603.4</b>	<b>559.1</b>	<b>44.3</b>	<b>7.9%</b>	<b>0.1</b>	<b>0.0%</b>	<b>3.5</b>	<b>0.6%</b>

2019/2020 H1 €M (non-audited figures)	from 09/01/19 to 02/29/20	from 09/01/18 to 02/28/19	Current change		Change at constant perimeter* and exchange rates		of which exchange rates effect**	
Motorhomes	899.8	869.9	29.9	3.4%	0.1	0.0%	3.4	0.4%
Caravans	86.6	89.4	-2.8	-3.1%	0.0	0.0%	0.3	0.3%
Static caravans	30.8	33.7	-2.9	-8.6%	0.0	0.0%	0.0	0.0%
Accessories	51.6	48.6	3.0	6.2%	0.0	0.0%	0.2	0.4%
Others	13.5	13.1	0.4	3.1%	0.0	0.0%	0.1	0.8%
<b>Leisure vehicles</b>	<b>1,082.3</b>	<b>1,054.7</b>	<b>27.6</b>	<b>2.6%</b>	<b>0.1</b>	<b>0.0%</b>	<b>4.0</b>	<b>0.4%</b>
Trailers	63.9	61.2	2.7	4.4%	0.0	0.0%	-0.1	-0.2%
Camping equipment	5.9	10.5	-4.6	-43.8%	0.0	0.0%	0.0	0.0%
Garden equipment	11.0	10.5	0.5	4.8%	0.0	0.0%	0.1	1.0%
<b>Leisure equipment</b>	<b>80.8</b>	<b>82.2</b>	<b>-1.4</b>	<b>-1.7%</b>	<b>0.0</b>	<b>0.0%</b>	<b>0.0</b>	<b>0.0%</b>
<b>Total sales</b>	<b>1,163.1</b>	<b>1,136.9</b>	<b>26.2</b>	<b>2.3%</b>	<b>0.1</b>	<b>0.0%</b>	<b>4.0</b>	<b>0.4%</b>

\* 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.