



2009/2010 Second-Quarter Sales: +24.8%

The second quarter confirmed the recovery of the activity on the leisure vehicles and equipment markets in Europe. Trigano recorded significant sales growth in all its activities.

in €M	2010 Financial year	2009 Financial year	Change (%)	
	Q1 (Sept-Nov)	153.8	157.6	-2.4
Leisure vehicles	Q2 (Dec-Feb)	141.0	111.2	+26.8
	Half-Year	294.8	268.8	+9.6
	Q1 (Sept-Nov)	17.2	20.0	-13.9
Leisure equipment	Q2 (Dec-Feb)	17.3	15.7	+10.5
	Half-Year	34.5	35.7	-3.2
Half-Year Sales	329.3	304.5	+8.1	

Leisure vehicles

The increase in production volumes resulting from the replenishment of order books led to post 29.2% growth in motor-caravan sales in the second quarter. The systematic destocking done by distribution networks is now over in most European markets. Sales of caravans (+28.2%) and static caravans (+49.9%) are also well oriented, while those of accessories for leisure vehicles (+2.2%) linked mostly to the number of vehicles on the road have kept pace with the evolution of consumers demand.

Leisure equipment

Trailer sales (+4.7%) came back to growth during the quarter, but the year-to-date remained down compared to the previous financial year. Garden (+11.3%) and camping equipment (+46.4%) activities are in low season and their performance, though very positive in the second quarter, is not significant.

Prospects

The increase in Trigano business activity should continue in the second half-year thanks to the clients' renewed confidence, in an ongoing leisure vehicle market cleaning up. The restructuring and cost reduction measures implemented have reinforced Trigano's resilience and should allow for a return to strong profitability from 2011. In the medium term, the sociologic, economic and ecologic assets of leisure vehicles should emerge stronger from the crisis.



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