

2015/2016 Third Quarter Sales: +20.9%

Further growth in motorhome sales: + 25.5%

in €M		2016 financial year	2015 financial year	Change (%)	Change at constant perimeter (%)
Leisure vehicles	Q1 (Sept-Nov)	280.2	210.0	+33.4	+26.0
	Q2 (Dec-Feb)	277.3	208.7	+32.9	+24.5
	Q3 (March-May)	349.7	281.7	+24.1	+21.7
	Total as at End of May	907.2	700.4	+29.5	+23.8
Leisure equipment	Q1 (Sept-Nov)	30.9	30.6	+0.9	+0.9
	Q2 (Dec-Feb)	32.7	29.7	+10.2	+10.2
	Q3 (March-May)	60.8	57.8	+5.2	+5.2
	Total as at End of May	124.4	118.1	+5.4	+5.4
Total	Q1 (Sept-Nov)	311.1	240.6	+29.3	+22.8
	Q2 (Dec-Feb)	310.0	238.4	+30.1	+22.7
	Q3 (March-May)	410.5	339.5	+20.9	+18.9
	Total as at End of May	1,031.6	818.5	+26.0	+21.2

Leisure Vehicles

In a still very dynamic European **motorhome** market, Trigano pursued its quest of market share gains; sales increased by 25.5% in the third quarter (22.5% at constant perimeter).

Caravan (+15.9%) and **accessories for leisure vehicles** sales (+9.7%) also benefited from the sharp upturn in demand over Europe.

Furthermore, the investment recovery of campground owners and managers resulted in a growth of **static caravan** deliveries, up 49.6% in the third quarter.

Leisure equipment

Trailers (+4.6%) and **camping equipment** (+20.9%) activities remained well oriented while **garden equipment** deliveries, impacted by an unfavourable climatology in the third quarter, remained stable (-0.4%).

Prospects

The new motorhome and caravan ranges presented to the distribution networks in the last few weeks were particularly well received, which led to a general and important growth of firm orders.

The positive orientation of leisure vehicles and trailer markets in Europe should allow Trigano to go on increasing its activity and results in 2016/2017 despite the adverse effects of depreciation of the pound sterling and a drop in consumption in Great Britain subsequent to the outcome of the recent referendum.