

TRIGANO

FIRST NINE MONTHS SALES : + 12.2%

	<i>M€</i>	<i>From 09/01/2004 to 05/31/2005</i>	<i>From 09/01/2003 au 05/31/2004</i>	<i>Change</i>	<i>Of which organic</i>
<i>Leisure vehicles</i>		531.4	472.7	+ 12.4%	+ 5.7 %
<i>Leisure equipment</i>		84.3	76.2	+ 10.6%	+ 1.5%
Total sales		615.7	548.9	+ 12.2 %	+ 5.1 %

The third quarter sales of **Leisure vehicles** grew by 16.1% thanks in particular to the integration of Eura Mobil. The markets remain well oriented except for top-of-the-range segment on which Trigano has a small market share. The organic growth of the activity has however slowed down because:

- of a number of wrought days lower than that of last year,
- a lack of growth in accessories business,
- the implementation of programmes of increase in the production capacities for the next season.

The sales of **Leisure equipment** increased by 8.1% in the third quarter. The trailers business confirmed its net restarting: +33.2% (+15.1% within a comparable perimeter). On the other hand, the garden equipment activity was strongly affected by the low level of consumption in France.

The new ranges of caravans and motor caravans presented to the distribution networks in June got a particularly good reception: the orders of show models are in clear progression compared to last year and new distributors were recruited.

In spite of the difficulties encountered in garden equipment, Trigano is confident in its ability to reach in 2005 a sales figure of M€ 800. The good course of the integration of Eura Mobil makes it possible to confirm an EBIT margin close to 10.5% of the sales.

SECOND MARCHÉ - SBF 120 – SRD - CAC Mid 100 – CAC Mid and Small 190
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