

TRIGANO

2005 sales: 786.8 €M* (+ 12.1%)

The 4th quarter sales are lower than the forecast because of a decrease of consumption in France, concerning in particular trailers and garden equipment and a timing difference of motor caravans deliveries due to specific problems of supply of new components for the 2006 ranges.

4th quarter 2005 <i>in €M</i>	<i>From 06/01/2005 to 08/31/2005</i>	<i>From 06/01/2004 to 08/31/2004</i>	<i>Variation</i>
<i>Leisure vehicles*</i>	145.9	127.5	+ 14.6 %
<i>Leisure equipment*</i>	25.2	25.3	- 0.4 %
Total sales*	171.1	152.8	+ 12.3 %

2005 <i>in €M</i>	<i>From 09/01/2004 to 08/31/2005</i>	<i>From 09/01/2003 to 08/31/2004</i>	<i>Variation</i>
<i>Leisure vehicles*</i>	677.4	600.2	+ 12.8 %
<i>Leisure equipment*</i>	109.4	101.5	+ 7.8 %
Total sales*	786.8	701.7	+ 12.1 %

* : non definitive figures – not audited

Leisure vehicles (86.1 % of total sales)

- Sales of **motor caravans** have reached 522.4 €M (+14.4%). The organic growth (5.2%) was undervalued by difficulties related to the late final choice of some components in three business units. Sales thus shifted over the first quarter of the following fiscal year amount to around 10 €M (approximately 300 vehicles concerned).
- Sales of other leisure vehicles are in slight progression (+2.3%), the decrease of folding and static caravans being more than compensated by the good performance of the **touring caravans** (+9.2 %).
- **Sales of accessories for leisure vehicles** reach 71.7 €M (+9.4%). This increase is mainly due to the integration of Camping Profi (n°3 in Germany) acquired in February 2005.

Leisure equipment (13.9 % of total sales)

This activity was particularly affected by the low level of consumption in the 4th quarter and by the lack of military orders.

- Sales of **Garden equipment** decreased by 8.3% and represent only 4.3% of the consolidated sales.
- Thanks to the successful integration of Mecanorem and in spite of a disappointing performance in the 4th quarter (-6.1% within constant perimeter), sales of **Trailers** show a strong increase: +29.5% (+10.4% within constant perimeter).

OUTLOOK

Strengthened by the acquisition of Eura Mobil and confirmed in its choices by the favorable welcome to its new products (motor caravans and caravans) initially by its distribution networks then on the first shows by the end customers, Trigano will continue to benefit from the dynamism unceasingly renewed of the motor caravans market in Europe (+9.8% over the period September 2004 - June 2005) to continue its growth and to improve its profitability.

ATTRIBUTION OF SHARES FOR FREE

The shareholders meeting held on last August, 29th stated to cancel the 749.697 treasury shares then to carry out two successive increases in capital, by incorporation of reserves. The Board of Directors, which will meet on next September, 29th, received the ability, in the absence of opposition of creditors, to regard these operations as final and to increase the capital to 90.000.000 €. Each shareholder would then be granted with a new free share for each share held previously to the date of emission of the new shares.

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