

## New increase in turnover in the 3rd quarter: + 18%

### Activity at 9 months

The growth recorded during the first half of 2007 continued over the third quarter at a more sustained level and ROUGIER recorded a consolidated turnover as at 30 September 2007 up 14.7% on an like-for-like basis, to reach 132,690 K€ against 115,695 K€ for the same period of the preceding financial year (Marotte excepted).

The vigorous activity has mainly benefited to the “Africa and international trade” division which incurred a turnover rise of 23.8% during the quarter as compared to the 3rd quarter of 2006. Sawn timber and plywood borne this growth in a context where sale prices, registering the increases posted in the order book during the preceding months, were maintained at a firm level. As for the “Distribution France” division, the traditional slowdown of the summer period has been more noticeable for sawn timber which registered a very strong growth during the 1st half of 2007.

in K€	2007	2006	Variation
Q3	45,154	38,226	+ 18.1%
9 months	132,690	115,695*	+ 14.7%

(\*) 118,932 Marotte excepted

### Turnover by major geographical area

(in %, as at 30.09.07)

Europe	65.2%
Asia	20.0%
Mediterranean area	6.9%
America	5.9%
Africa	2.0%

Due to the euro/dollar exchange rate evolution, Rougier has strengthened its positioning on the European market (58% as at 30/09/06) against the Asian market. In America, the growing interest for African tropical woods and the group products allowed Rougier to improve its market share

**Turnover by product line**

(in % of total turnover)

	<u>As at</u> <u>30/09/07</u>	<u>As at</u> <u>30/09/06</u>
Logs	31%	38%
Sawn timber	48%	42%
Plywood	21%	20%

The trend noted over the 1<sup>st</sup> half of 2007 continued during the third quarter with a new increase in the weight of processed products in the group turnover. This development, which underlines the strategic objectives of the group, is linked to the capital expenditure in the industrial processing units and to the decision to improve on the timber value chain.

This development will continue in 2008 with the starting of the new sawmill of Mevang in Gabon during the 4<sup>th</sup> quarter of 2007.

In this context, the improvement of the recurring operating profit and the net profit recorded over the 1st half of 2007 as compared to the 1st half of 2006 is confirmed over the 3rd quarter.

**Your contact**[infos-finances@rougier.fr](mailto:infos-finances@rougier.fr)**Next meeting:**

Annual turnover 2007: Tuesday February 5, 2008

---

Codes: ISIN: FR0000037640 - BLOOMBERG: RGR FP - REUTER: ROUG.PA  
Eurolist Compartiment C of NYSE-EURONEXT Paris  
[www.rougier.fr](http://www.rougier.fr)