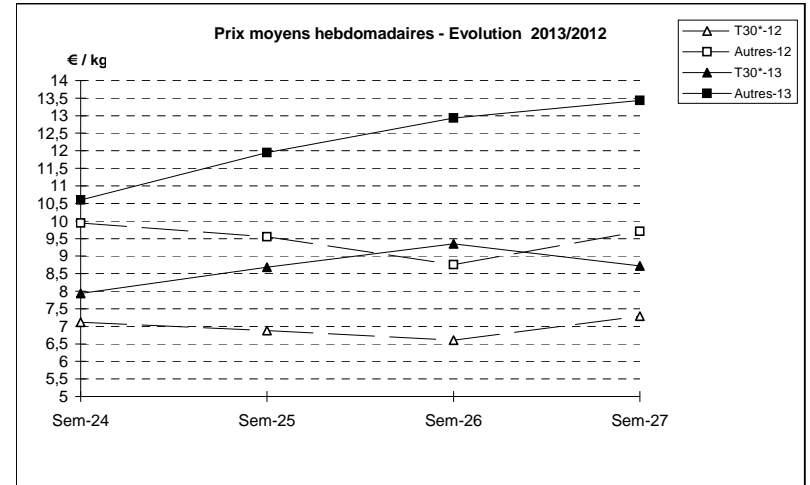
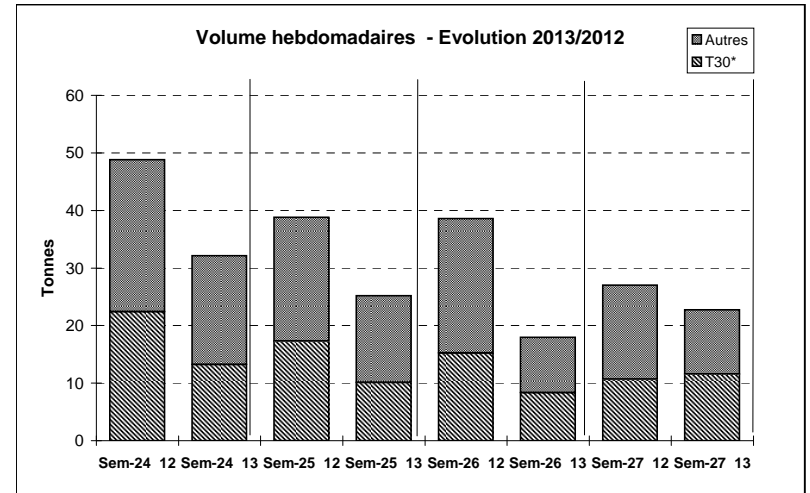


Suivi hebdomadaire des ventes en criée

| JOUR             | PRESENTATION |              | BOULOGNE | CHERBOURG | CONCARNEAU | DIEPPE | LE CROISIC | LE GUILVINEC | LES SABLES | PORT EN BESSI | ST BRIEUC | Toutes Criées |        |
|------------------|--------------|--------------|----------|-----------|------------|--------|------------|--------------|------------|---------------|-----------|---------------|--------|
| lun-01-juil 2013 | T30*         | Ventes(kg)   |          |           | 114        |        |            | 336          | 1 234      | 23            | 3         | 3 809         |        |
|                  |              | Valeur(€)    |          |           | 911        |        |            | 3 798        | 9 558      | 145           | 19        | 30 896        |        |
|                  |              | P.M. (€/kg)  |          |           | 8,01       |        |            | 11,30        | 7,75       | 6,29          | 6,25      | 8,11          |        |
|                  |              | Retrait(kg)  |          |           |            |        |            |              |            |               |           |               | 2      |
|                  | Autre        | Ventes       |          | 8         | 960        |        |            | 1 109        | 308        | 40            | 160       |               | 2 802  |
|                  |              | Valeur       |          | 101       | 13 764     |        |            | 15 259       | 5 067      | 497           | 1 523     |               | 39 190 |
| P.M.             |              |              | 13,46    | 14,34     |            |        | 13,76      | 16,45        | 12,59      | 9,52          |           | 13,99         |        |
| Retrait          |              |              |          | 2         |            |        |            | 5            |            | 3             |           | 10            |        |
| mar-02-juil 2013 | T30*         | Ventes       |          | 6         | 66         |        | 7          | 284          | 752        | 2             | 12        | 1 892         |        |
|                  |              | Valeur       |          | 36        | 631        |        | 72         | 2 649        | 4 800      | 11            | 55        | 16 406        |        |
|                  |              | P.M.         |          | 6,00      | 9,56       |        | 10,20      | 9,33         | 6,38       | 5,45          | 4,66      | 8,67          |        |
|                  |              | Retrait      |          |           |            |        |            |              | 10         |               |           |               | 10     |
|                  | Autre        | Ventes       |          | 3         | 1 199      |        | 86         | 366          | 174        |               | 178       |               | 2 519  |
|                  |              | Valeur       |          | 34        | 15 915     |        | 1 305      | 5 149        | 2 878      |               | 1 660     |               | 34 715 |
| P.M.             |              |              | 13,54    | 13,27     |            | 15,22  | 14,06      | 16,50        |            | 9,35          |           | 13,78         |        |
| Retrait          |              |              |          |           |            |        |            |              |            |               |           |               |        |
| mer-03-juil 2013 | T30*         | Ventes       |          | 7         | 7          |        |            | 294          | 29         | 3             | 8         | 1 717         |        |
|                  |              | Valeur       |          | 106       | 72         |        |            | 2 504        | 270        | 33            | 35        | 15 809        |        |
|                  |              | P.M.         |          | 15,16     | 11,15      |        |            | 8,52         | 9,32       | 11,00         | 4,61      | 9,21          |        |
|                  |              | Retrait      |          |           |            |        |            |              |            |               |           |               | 3      |
|                  | Autre        | Ventes       |          | 6         |            |        | 13         | 408          |            |               | 140       |               | 1 211  |
|                  |              | Valeur       |          | 107       |            |        | 226        | 5 457        |            |               | 1 184     |               | 15 481 |
| P.M.             |              |              | 17,76    |           | 17,85      | 16,94  | 13,37      |              |            | 8,43          |           | 12,78         |        |
| Retrait          |              |              |          |           |            |        |            |              |            |               |           |               |        |
| jeu-04-juil 2013 | T30*         | Ventes       |          |           | 142        |        | 1          | 182          | 592        |               | 7         | 2 418         |        |
|                  |              | Valeur       |          |           | 942        |        | 10         | 1 609        | 5 641      |               | 39        | 21 229        |        |
|                  |              | P.M.         |          |           | 6,64       |        | 10,40      | 8,82         | 9,53       |               | 5,88      | 8,78          |        |
|                  |              | Retrait      |          |           |            |        |            | 6            |            |               |           |               | 18     |
|                  | Autre        | Ventes       |          |           | 821        |        | 25         | 595          | 87         |               | 137       |               | 2 479  |
|                  |              | Valeur       |          |           | 11 544     |        | 403        | 7 965        | 1 523      |               | 1 180     |               | 33 058 |
| P.M.             |              |              |          | 14,06     |            | 16,14  | 13,38      | 17,44        |            | 8,59          |           | 13,34         |        |
| Retrait          |              |              |          | 5         |            |        |            |              |            |               |           | 13            |        |
| ven-05-juil 2013 | T30*         | Ventes       |          | 50        | 118        |        | 2          | 220          | 109        |               |           | 1 214         |        |
|                  |              | Valeur       |          | 735       | 907        |        | 19         | 1 584        | 1 264      |               |           |               | 11 678 |
|                  |              | P.M.         |          | 14,70     | 7,71       |        | 12,30      | 7,21         | 11,59      |               |           |               | 9,62   |
|                  |              | Retrait      |          |           |            |        |            |              |            |               |           |               |        |
|                  | Autre        | Ventes       |          | 64        | 759        |        | 21         | 253          | 55         | 2             |           |               | 1 683  |
|                  |              | Valeur       |          | 882       | 10 063     |        | 387        | 2 784        | 982        | 17            |           |               | 21 319 |
| P.M.             |              |              | 13,88    | 13,26     |            | 18,72  | 10,99      | 17,72        | 8,50       |               |           | 12,67         |        |
| Retrait          |              |              |          |           |            |        |            |              |            |               |           |               |        |
| Cumul semaine    | T30*         | Ventes(kg)   | 60       | 6         | 446        |        | 10         | 1 316        | 2 716      | 28            | 29        | 11 587        |        |
|                  |              | Valeur (k€)  | 877      | 36        | 3 462      |        | 111        | 12 144       | 21 533     | 189           | 148       | 101 030       |        |
|                  |              | P.M.(€/kg)   | 14,62    | 6,00      | 7,77       |        | 10,70      | 9,23         | 7,93       | 6,73          | 5,10      | 8,72          |        |
|                  |              | Retrait (kg) |          |           |            |        |            |              | 16         |               |           |               | 34     |
| (samedi inclus)  | Autre        | Ventes(kg)   | 70       | 10        | 3 732      |        | 173        | 2 732        | 625        | 42            | 615       | 11 180        |        |
|                  |              | Valeur(k€)   | 988      | 135       | 51 170     |        | 2 808      | 36 615       | 10 448     | 514           | 5 546     | 150 177       |        |
|                  |              | P.M.(€/kg)   | 14,22    | 13,48     | 13,71      |        | 16,27      | 13,40        | 16,71      | 12,39         | 9,01      | 13,43         |        |
|                  |              | Retrait (kg) |          |           | 7          |        |            |              | 5          |               |           | 3             | 22     |

Proportion T30\*/total de la semaine = 51%

T30\* = T30 + T31 + T32



|             | Cumul campagne 13 |         | Cumul campagne 12 |         | Evolution |       |
|-------------|-------------------|---------|-------------------|---------|-----------|-------|
|             | T30*              | Autre   | T30*              | Autre   | T30*      | Autre |
| Ventes (t)  | 286,0             | 371,2   | 676,1             | 534,6   | -58%      | -31%  |
| Valeur (k€) | 2 281,4           | 3 849,5 | 4 294,8           | 4 514,5 | -47%      | -15%  |
| P.M. (€/kg) | 7,98              | 10,37   | 6,35              | 8,44    | 26%       | 23%   |
| Retrait (t) | 0,6               | 0,9     | 2,6               | 2,9     | -78%      | -69%  |

du 31/12 au 06/07/2013

du 02/01 au 07/07/2012