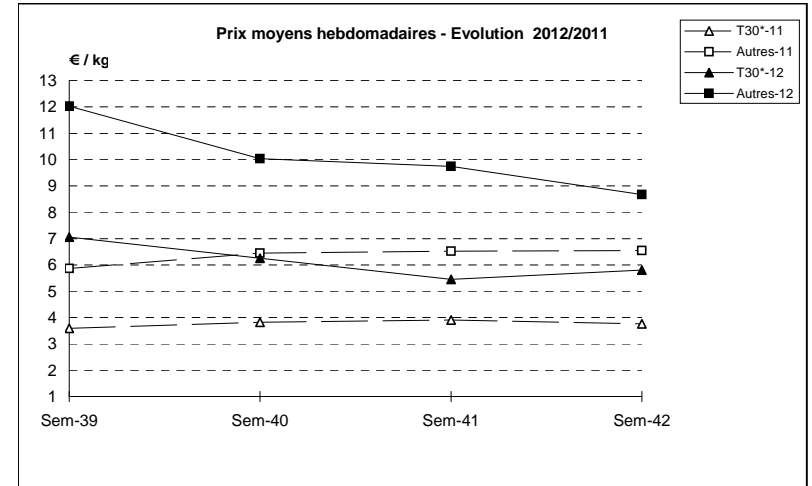
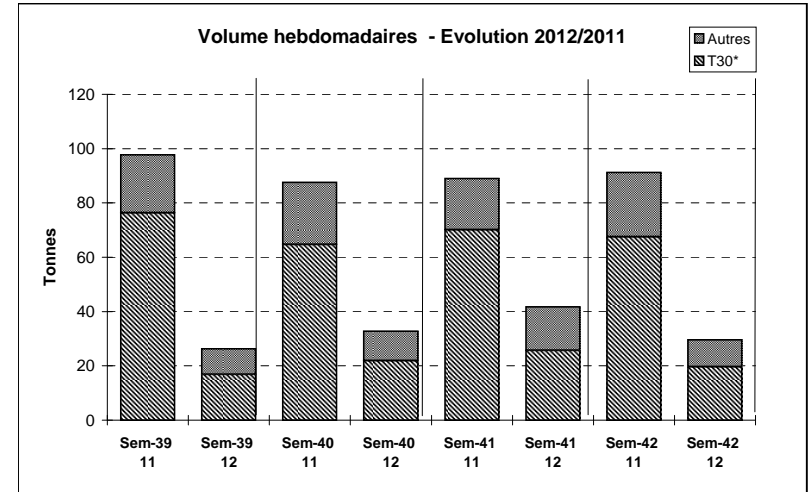


Suivi hebdomadaire des ventes en criée

| JOUR               | PRESENTATION |              | BOULOGNE | CHERBOURG | CONCARNEAU | DIEPPE | LE CROISIC | LE GUILVINEC | LES SABLES | PORT EN BESSI | ST BRIEUC | Toutes Criées |        |
|--------------------|--------------|--------------|----------|-----------|------------|--------|------------|--------------|------------|---------------|-----------|---------------|--------|
| lun-15-oct<br>2012 | T30*         | Ventes(kg)   |          | 113       | 159        | 5      |            | 100          | 813        | 222           | 55        | 4 196         |        |
|                    |              | Valeur(€)    |          | 448       | 991        | 38     |            | 815          | 6 415      | 1 204         | 228       | 22 028        |        |
|                    |              | P.M. (€/kg)  |          | 3,98      | 6,22       | 7,34   |            | 8,14         | 7,89       | 5,44          | 4,17      | 5,25          |        |
|                    |              | Retrait(kg)  |          |           |            |        |            |              | 6          |               |           |               | 170    |
|                    | Autre        | Ventes       |          | 142       | 144        |        |            | 19           | 92         | 158           | 472       |               | 1 715  |
|                    |              | Valeur       |          | 1 546     | 1 641      |        |            | 221          | 922        | 1 600         | 3 198     |               | 15 893 |
|                    |              | P.M.         |          | 10,89     | 11,37      |        |            | 11,96        | 10,07      | 10,13         | 6,78      |               | 9,27   |
|                    | Retrait      |              |          |           |            |        |            |              |            |               |           | 34            |        |
| mar-16-oct<br>2012 | T30*         | Ventes       | 314      | 147       |            | 40     | 17         | 63           | 544        | 17            | 96        | 3 320         |        |
|                    |              | Valeur       | 1 721    | 833       |            | 207    | 67         | 315          | 3 497      | 124           | 741       | 14 254        |        |
|                    |              | P.M.         | 5,48     | 5,67      |            | 5,23   | 3,97       | 5,02         | 6,43       | 7,32          | 7,71      | 4,29          |        |
|                    |              | Retrait      |          |           |            |        |            |              |            |               |           |               | 133    |
|                    | Autre        | Ventes       | 43       | 207       | 20         |        | 79         |              | 91         | 21            | 160       |               | 887    |
|                    |              | Valeur       | 252      | 1 664     | 291        |        | 671        |              | 807        | 259           | 1 328     |               | 8 669  |
|                    |              | P.M.         | 5,92     | 8,04      | 14,42      |        | 8,45       |              | 8,89       | 12,31         | 8,28      |               | 9,77   |
|                    | Retrait      |              |          |           |            |        |            |              |            |               |           | 10            |        |
|                    |              |              |          |           |            |        |            |              |            |               |           | 18            |        |
| mer-17-oct<br>2012 | T30*         | Ventes       | 410      | 34        | 5          |        | 15         | 3            | 331        | 70            | 24        | 2 587         |        |
|                    |              | Valeur       | 3 181    | 239       | 43         |        | 67         | 17           | 2 928      | 630           | 217       | 13 719        |        |
|                    |              | P.M.         | 7,75     | 7,04      | 8,28       |        | 4,44       | 5,60         | 8,85       | 9,07          | 9,00      | 5,30          |        |
|                    |              | Retrait      |          |           |            |        |            |              |            |               |           |               | 2      |
|                    | Autre        | Ventes       | 266      | 47        | 2          |        | 66         | 3            | 11         | 75            | 30        |               | 1 022  |
|                    |              | Valeur       | 1 231    | 485       | 21         |        | 568        | 31           | 130        | 925           | 266       |               | 8 542  |
|                    |              | P.M.         | 4,63     | 10,43     | 9,48       |        | 8,64       | 10,05        | 11,56      | 12,42         | 8,77      |               | 8,35   |
|                    | Retrait      |              |          |           |            | 3      |            |              |            |               |           | 7             |        |
| jeu-18-oct<br>2012 | T30*         | Ventes       | 858      | 34        | 14         |        | 58         | 12           |            | 16            | 18        | 1 483         |        |
|                    |              | Valeur       | 6 524    | 107       | 66         |        | 306        | 67           |            | 69            | 189       | 11 259        |        |
|                    |              | P.M.         | 7,60     | 3,18      | 4,77       |        | 5,27       | 5,63         |            | 4,31          | 10,25     | 7,59          |        |
|                    |              | Retrait      |          |           |            |        |            |              |            |               |           |               | 23     |
|                    | Autre        | Ventes       | 220      | 51        | 35         |        | 194        | 2            |            | 5             | 128       |               | 979    |
|                    |              | Valeur       | 2 407    | 388       | 213        |        | 1 499      | 9            |            | 56            | 862       |               | 9 330  |
|                    |              | P.M.         | 10,94    | 7,61      | 6,06       |        | 7,74       | 5,44         |            | 12,50         | 6,73      |               | 9,53   |
|                    | Retrait      |              |          |           |            | 10     |            |              |            |               |           | 1             |        |
| ven-19-oct<br>2012 | T30*         | Ventes       | 1 377    | 11        | 26         | 7      | 83         | 39           | 339        | 198           |           | 2 884         |        |
|                    |              | Valeur       | 8 830    | 93        | 201        | 29     | 371        | 367          | 2 203      | 1 450         |           | 19 253        |        |
|                    |              | P.M.         | 6,41     | 8,48      | 7,85       | 4,08   | 4,47       | 9,49         | 6,50       | 7,33          |           | 6,68          |        |
|                    |              | Retrait      |          |           |            |        |            |              |            |               |           |               |        |
|                    | Autre        | Ventes       | 843      | 42        | 87         |        | 356        | 11           | 167        | 101           |           |               | 2 542  |
|                    |              | Valeur       | 7 159    | 545       | 1 194      |        | 2 391      | 182          | 1 582      | 1 121         |           |               | 24 163 |
|                    |              | P.M.         | 8,49     | 13,13     | 13,77      |        | 6,72       | 17,38        | 9,50       | 11,15         |           |               | 9,50   |
|                    | Retrait      |              |          |           |            |        |            |              |            |               |           |               |        |
| Cumul<br>semaine   | T30*         | Ventes(kg)   | 7 551    | 338       | 264        | 85     | 186        | 217          | 2 027      | 522           | 193       | 19 627        |        |
|                    |              | Valeur (k€)  | 50 750   | 1 721     | 1 760      | 507    | 852        | 1 581        | 15 043     | 3 478         | 1 375     | 113 950       |        |
|                    |              | P.M.(€/kg)   | 6,72     | 5,09      | 6,66       | 5,95   | 4,57       | 7,30         | 7,42       | 6,66          | 7,11      | 5,81          |        |
|                    |              | Retrait (kg) |          |           |            |        |            |              | 6          |               |           | 25            | 338    |
| (samedi<br>inclus) | Autre        | Ventes(kg)   | 3 315    | 488       | 305        | 17     | 1 084      | 34           | 360        | 359           | 791       | 9 917         |        |
|                    |              | Valeur(k€)   | 24 354   | 4 627     | 3 523      | 166    | 7 580      | 444          | 3 441      | 3 961         | 5 654     | 86 003        |        |
|                    |              | P.M.(€/kg)   | 7,35     | 9,48      | 11,54      | 10,05  | 6,99       | 13,15        | 9,56       | 11,05         | 7,15      | 8,67          |        |
|                    |              | Retrait (kg) |          |           |            |        |            |              | 12         |               |           |               | 69     |

Proportion T30\*/total de la semaine = 66%

T30\* = T30 + T31 + T32



|             | Cumul campagne 12 |         | Cumul campagne 11 |         | Evolution |       |
|-------------|-------------------|---------|-------------------|---------|-----------|-------|
|             | T30*              | Autre   | T30*              | Autre   | T30*      | Autre |
| Ventes (t)  | 879,3             | 651,0   | 1 262,8           | 619,7   | -30%      | 5%    |
| Valeur (k€) | 5 973,1           | 5 954,8 | 7 925,5           | 5 777,9 | -25%      | 3%    |
| P.M. (€/kg) | 6,79              | 9,15    | 6,28              | 9,32    | 8%        | -2%   |
| Retrait (t) | 4,4               | 3,4     | 7,8               | 2,5     | -43%      | 35%   |

du 02/01 au 20/10/2012

du 03/01 au 22/10/2011