

Turnover as of 30 September 2011

- Turnover growth over the first 9 months: **+13.5%** to **€532.6 million**
- 3rd quarter turnover: **+11.0%**

IFRS – € million Consolidated turnover	2011 ⁽¹⁾	2010	% Change	% change like-for-like
1st quarter	171.3	146.5	16.9%	9.1%
2nd quarter	195.0	172.7	12.9%	6.3%
3rd quarter	166.3	149.9	11.0%	4.6%
TOTAL	532.6	469.1	13.5%	6.6%
Building distribution	380.6	351.0	8.4%	6.8%
Concrete industry	70.4	33.4	111.0%	20.3%
Industrial joinery	104.7	97.7	7.1%	2.7%
<i>Other (services)</i>	15.3	14.5	6.0%	6.0%
<i>Intra group eliminations</i>	-38.4	-27.4	<i>ns</i>	<i>ns</i>

⁽¹⁾ Figures have not been audited. They include the companies LNTP since 1st March, 2010; Fenêtres LAPCO, Vendée Béton and Préfa Pays de Loire since 1st January 2011; and 100% of Point Bois since 1st January 2011 (50% in 2010).

Revenue growth

VM Matériaux reported turnover of €532.6 million for the first nine months of fiscal 2011, a year-on-year increase of 13.5% (+6.6% like-for-like). VM Matériaux's acquisition strategy and internal investments policy enabled all of the Group's operating divisions to post good performances.

VM Matériaux posted turnover growth of 11.0% during third quarter (+4.6% like-for-like). The Building distribution and Concrete industry divisions continued to post gains, with turnover increasing by respectively 5.2% (+4.2% like-for-like) and 101.0% (+16.6% like-for-like) despite highly unsettled economic conditions and a slowdown in new housing starts.

The Industrial joinery division maintained its growth (+3.0% like-for-like) and showed a progression (+8.7% on current basis) by the acquisition of Fenêtres Lapco.

After reducing its stake in July 2011, VM Matériaux holds back 100% of the capital of Financière LNBTP.



Growth and outlook

While the uncertain economic conditions would call for a certain degree of caution, VM Matériaux confirms the continuing favourable development of the Group's operating divisions.

VM Matériaux will continue to pursue an active growth and innovation strategy over the last 3 months of the fiscal year, most notably in the green building segment. For example, at the Batimat International Building Exhibition, VM Matériaux will introduce its **Biplan^{®(1)} insulated concrete forms** - marketed in France and neighbouring countries under an exclusive licensing agreement with Polycrete[®] International. **Highly versatile and entirely novel**, this new ICF yields excellent technical performances, providing thermal comfort and lower energy and maintenance costs.

⁽¹⁾ Biplan[®] is a subsidiary of VM Matériaux

NEXT PRESS RELEASE: 2011 turnover: 7 February 2012
(after close of trading)

All our financial communications are available at our website: www.vm-materiaux.fr

ABOUT VM MATÉRIAUX

The VM Matériaux Group focuses on three business sectors of the building industry:

- *Building distribution (70% of total turnover): distribution of building materials for the construction and public works sector, through a network of 116 specialized branch offices (including 24 overseas) providing locally-based advice to professional and DIY customers; the Group is also present in China, where it trades in natural stone for exterior work and interior decoration;*
- *Concrete industry (11% of total turnover): manufacture of ready-to-use and industrial concrete (slabs, paving, breeze blocks and prefabricated facade components);*
- *Industrial joinery (19% of total turnover): manufacture of exterior joinery (windows and doors in PVC, aluminium or wood), closures (roller shutters, gates, garage doors) and wood structures (trusses, traditional frames and wood panels).*

Originally based in the Vendée region, VM Matériaux now employs close to 3,000 people and is active in Western France and the French overseas departments as well as in China and Canada. In 2010, the Group generated total turnover of €630.6 million.

VM Matériaux is listed on NYSE-Euronext Paris, Compartment C

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CONTACTS

VM MATÉRIAUX

Philippe Audureau - Chairman of the Board of Directors

Alain Marion - General and Financial Manager

Tel.: +33 2 51 08 08 08 - E-mail: vm@vm-materiaux.fr

Caroline Lutinier - Head of Group Communication

Tel.: +33 2 51 08 08 08 - E-mail: clutinier@vm-materiaux.fr

ACTUS FINANCE

Corinne Puissant

Analyst/Investor Relations

Tel.: +33 1 53 67 36 57 - E-mail: cpuissant@actus.fr

Anne-Catherine Bonjour

Media Relations

Tel.: +33 1 53 67 36 93 - E-mail: acbonjour@actus.fr