



## PRESS RELEASE

L'Herbergement, 6 November 2012, 18.00

### Turnover as of 30 September 2012

- 2012 third-quarter turnover: -1.0%
- First nine months' turnover: €13.1 million (-3.7%)

IFRS – € million Consolidated turnover	2012 <sup>(1)</sup>	2011	% Change	% Change like-for-like
1 <sup>st</sup> quarter	<b>163.7</b>	171.3	-4.5%	-6.6%
2 <sup>nd</sup> quarter	<b>184.8</b>	195.0	-5.2%	-8.8%
3 <sup>rd</sup> quarter	<b>164.6</b>	166.3	-1.0%	-4.9%
<b>TOTAL</b>	<b>513.1</b>	<b>532.6</b>	<b>-3.7%</b>	<b>-6.9%</b>
Materials trading	<b>363.9</b>	380.6	-4.4%	-7.5%
Concrete industry	<b>68.1</b>	70.4	-3.3%	-3.3%
Industrial joinery	<b>97.2</b>	104.7	-7.2%	-12.2%
<i>Other (services)</i>	<b>17.3</b>	15.3	12.7%	12.7%
<i>Intra group eliminations</i>	<b>-33.4</b>	-38.4	-	-

(1) Figures have not been audited. They include 100% of Havraise de Matériaux since 1<sup>st</sup> January 2012 (50% in 2011) and 100% of Fene-Tech since 1<sup>st</sup> April 2012.

#### Q3 2012 turnover

VM Matériaux posted turnover of €164.6 million for the third quarter of the 2012 fiscal year, down 1.0% from the same period in the prior year. At same scope, the Group's turnover decreased by 4.9%, a smaller decline than in the first six months.

The Materials trading and Concrete industry divisions declined more moderately than in the first six months, but their same-scope turnover nonetheless dropped respectively by 4.6% (-1.6% at constant scope) and 2.6% (-2.6% at constant scope). The Industrial joinery division's same-scope turnover declined by 12.0%. At current scope, the decline was a more moderate 2.8% thanks to inclusion of Quebec-based Fene-Tech since 1<sup>st</sup> April 2012.

For the first nine months of the 2012 fiscal year, Group turnover was €13.1 million, down 3.7% from the comparable period in 2011 (-6.9% at constant scope). The Group's businesses continue to feel the impact of the downturn in individual housing starts (-14.1% during the last 3 months). Two fewer working days during the period were also a factor in the large drop in business volume.



## Outlook

VM Matériaux is continuing to expand as a specialist in constructive solutions for energy performance, thanks to its complementary businesses and its innovation strategy.

With its far-sighted and careful approach, the Group continues to take steps to limit the crisis' effects and preserve its economic fundamentals by trimming operating costs and investments and maintaining its debt-reduction efforts.

With the economy still facing problems, on 5 and 6 November VM Matériaux presented a reorganization plan to its Works Council. All measures aimed at restoring business performance and rebuilding financial strength will be presented in a future press release.

**NEXT PRESS RELEASE: 2012 turnover on 5 February 2013 (after stock exchange closes)**

**All our financial communications are available on our website: [www.vm-materiaux.fr](http://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 118 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 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 façade 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 2011, the Group generated total turnover of €707.0 million.

**VM Matériaux is listed on the NYSE- Euronext Paris, Compartment C  
Indexes: PAX, Gaia Index  
Codes: ISIN FR0000066540, Reuters VMMP.PA, Bloomberg VMM.FP, Ticker: VMMA**

## CONTACTS

### VM MATERIAUX

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](mailto:vm@vm-materiaux.fr)

Caroline Lutinier - Head of Group Communication

Tel.: +33 2 51 08 08 08 - E-mail: [clutinier@vm-materiaux.fr](mailto:clutinier@vm-materiaux.fr)

### ACTUS FINANCE

Corinne Puissant

Analyst/Investor Relations

Tel.: +33 1 53 67 36 57 - E-mail: [cpuissant@actus.fr](mailto:cpuissant@actus.fr)

Anne-Catherine Bonjour

Media Relations

Tel.: +33 1 53 67 36 93 - E-mail: [acbonjour@actus.fr](mailto:acbonjour@actus.fr)

