



3rd Quarter 2008 Turnover and new Overseas development

- 🕒 3rd Quarter turnover: +8.6% (+0.6% like-for-like)
- 🕒 Turnover over the first nine months: +13.5% (+5.3% like-for-like)
- 🕒 Acquisition of BTP Services

The VM Matériaux group releases its 3rd quarter 2008 turnover today:

IFRS – M€ Consolidated Turnover	2008*	2007	Var. %	Var. % like-for-like
1st quarter	159.8	141.2	+13.2%	+5.1%
2nd quarter	185.3	156.9	+18.1%	+9.7%
3rd quarter	153.6	141.4	+8.6%	+0.6%
TOTAL	498.7	439.5	+13.5%	+5.3%
Materials trading	402.6	353.8	+13.8%	+4.1%
Concrete industry	37.8	34.7	+9.1%	+9.1%
Industrial joinery	70.9	63.2	+12.2%	+9.1%
Other (Services)	15.5	13.4	ns	ns
Intersector trade elimination	-28.1	-25.5	ns	ns

* The figures include the company Havraise de Matériaux and the Leader Mat group, integrated since January, 1st 2008, the company Bestkind, integrated since April, 1st, the company L Diffusion, integrated since June, 1st, the company BTP Charpentes integrated since July, 1st and the acquisitions of Point Bois, Fargeaudoux, Exelpan, Isiland and Quartz integrated over 2007.

> Activity & Outlook

At the end of the first nine months of the 2008 financial year, the VM Matériaux group recorded a turnover of 498.7 M€, an increase of 13.5% compared to the same period of the 2007 financial year (+5.3% like-for-like).

In a difficult economic context and a market affected by the drop in the number of new housing starts, the group has resisted well in the 3rd quarter of 2008 reporting a 153.6 M€ turnover, an increase of 8.6% (+0.6% like-for-like). This growth is mainly based on the Industrial joinery business and on strong commercial dynamics in the French Overseas Departments.

In view of these new parameters, VM Matériaux is adjusting its turnover objective to 658 M€ for the whole of 2008, which is a 10.3% increase compared to 2007.

> New development in Reunion island

As announced the VM Matériaux group is continuing its development under a strategy balanced between organic and external growth. The Overseas Departments and the Public Works sector are two group development axes.

In this context, VM Matériaux announces the acquisition of the BTP Services company. Located in Reunion island and specializing in dealing in Public Works materials, BTP Services is positioning itself as the leader in its market. In 2007, the company achieved 17.5 M€ turnover. It currently employs 18 people.

The acquisition will be integrated into the VM Matériaux accounts from January, 1st 2009.

NEXT PRESS RELEASE: 2008 fiscal year turnover, on 11 February 2009

Find all the financial communication and regulated information for the VM Matériaux group on www.vm-materiaux.fr and on actusnews.com

ABOUT VM MATÉRIAUX

VM Matériaux works in the Building industry, centred on three areas of business::

- Building material trading (74% of turnover managed): distribution of materials for the building and public works sector, with a network of 112 specialised agencies (incl. 19 overseas), offering locally-based advice to industry professionals and DIY customers; the group is also present in China, where it has a sourcing activity, but also trades in natural stone for external work and interior decoration;*
- The Concrete industry (13%): industrial pre-cast and ready-mix concrete;*
- Industrial joinery (13%): a full range of fittings for outside use (PVC, aluminium or wooden windows, roller shutters, front doors) and industrial frames.*

The Group was originally based in the Vendée region but is now multi-regional. It employs 2.800 people and is developing its business over Western France and in the overseas departments. The Group achieved a turnover of €596.5 million in 2007.

**VM Matériaux is quoted on NYSE- Euronext Paris, Compartment B. Index: SBF 250, CAC Mid & Small 190
Codes: ISIN FR0000066540, Reuters VMMP.NT, Bloomberg VMM.FP, Mnemonic: VMMA**

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