



## 3<sup>rd</sup> quarter 2009 turnover

### Better resistance in the 3<sup>rd</sup> quarter

IFRS – €m	2009 <sup>(1)</sup>	2008 <sup>(2)</sup>	Var. %	Var. % Like-for-like
<b>Consolidated Turnover</b>				
1 <sup>st</sup> quarter	<b>142.3</b>	159.7	-10.9%	-14.3%
2 <sup>nd</sup> quarter	<b>168.9</b>	185.4	-8.9%	-14.7%
3 <sup>rd</sup> quarter	<b>145.1</b>	153.3	-5.4%	-13.0%
<b>TOTAL</b>	<b>456.3</b>	498.4	-8.5%	-14.0%
Materials trading	<b>349.1</b>	402.3	-13.2%	-16.6%
Concrete industry	<b>33.6</b>	37.8	-11.3%	-11.3%
Industrial joinery	<b>85.5</b>	70.9	+20.6%	-0.9%
Other (Services)	<b>14.1</b>	15.5	ns	ns
Intersector trade elimination	<b>-26.0</b>	-28.1	ns	ns

<sup>(1)</sup> The figures are not audited. They include Vendôme Fermetures integrated since the 1<sup>st</sup> May 2009, BTP Services since the 1<sup>st</sup> January 2009, and Bestkind, L Diffusion, BTP Charpentes integrated during 2008.

<sup>(2)</sup> Figures at 30 September 2008 have been adjusted following the retrospective application of the IFRIC 13 "Customer Loyalty Programmes" interpretation.

### > 3<sup>rd</sup> Quarter activity

The VM Matériaux group today reports a 2009 3<sup>rd</sup> quarter turnover of € 145.1 million, down by 5.4% (-13.0% like-for-like) compared to the same period of 2008.

The Material Trading and Concrete Industry activities remain affected by the fall in the number of new housing constructions in France (-21.4% over the year at the end of September 2009). The Industrial Joinery activity (Atlantem) increased its 3<sup>rd</sup> quarter turnover by 4.1% on a like-for-like basis. This activity remains strongly correlated to the maintenance and renovation market, which, although showing good general resistance, fell slightly in the 3<sup>rd</sup> quarter of 2009 compared to the 3<sup>rd</sup> quarter of 2008. Atlantem good performance is thus based on strong commercial dynamics, a relevant range of products and, to a lesser extent, on the fiscal incentives introduced for energy related renovation work. The integration of Vendôme Fermetures enables Atlantem to record growth of nearly 40% for the quarter.

For the first nine months of the current financial year, the VM Matériaux turnover amounts to € 456.3 million against € 498.4 million a year earlier.

### > 2009 outlook

For the end of the financial year, VM Matériaux will continue to follow a rigorous management policy in order to preserve its economic fundamentals and will sustain the developing sectors, such as eco-construction. As an example from January 2010, the Group will be selling a new range of aluminium joinery with even higher thermal performance, presented at the Batimat show which is being held in Paris from 2 to 7 November.

In parallel, the Group is continuing its developments in the Public Works field, which is today a significant growth driver, thanks to a stronger product range following recent acquisitions (Bestkind in natural stone trading and Cominex France for the distribution of natural stone dedicated to urban development).

Structured to pass through a difficult period, VM Matériaux is continuing its development strategy, balanced between internal and external growth while focusing on operations offering a rapid investment returns.

**NEXT PRESS RELEASE: 2009 turnover, on 10 February 2010, after stock exchange closure**

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## ABOUT VM MATÉRIAUX

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

- *Building material trading (75% of turnover managed): distribution of materials for the building and public works sector, with a network of 116 specialised agencies (incl. 22 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 (12%): industrial pre-cast and ready-mix concrete (slabs, paving, blocks and prefabricated facade components);*
- *Industrial joinery (13%): manufacture of windows and doors (PVC, aluminium, wood) and closures (shutters, garage doors, portals), and wooden structures (truss, traditional framework and wood panels).*

*The Group was originally based in the Vendée region but is now multi-regional. It employs more than 3.000 people and is developing its business over Western France and in the overseas departments. The Group achieved a turnover of €656.1 million in 2008.*

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

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