

PRESS RELEASE

**2012 annual sales: €93.2 million
Planned takeover of SISTEMAS PANELES**

La Seyne-sur-Mer, 26th February 2013: Groupe VIAL (FR0010340406 – VIA), a French independent industrial joinery group, today announces its audited consolidated sales for the 4th quarter and full year 2012, as well as its planned takeover of SISTEMAS PANELES.

Quarterly sales

| <i>In millions of euros IFRS</i> | 2012 | 2011 | Δ |
|--------------------------------------|--------------|---------------|----------------|
| 1st quarter | 23.99 | 24.52 | -2.15% |
| 2nd quarter | 24.20 | 28,38 | -14.72% |
| 3rd quarter | 22.07 | 25.11 | -12.12% |
| 4th quarter | 22.96 | 26.30 | -12.70% |
| 12-month total | 93.22 | 104.30 | -10.62% |

Consolidated sales for the 4th quarter of 2012 totalled €22.96 million, down -12.70% compared with the 4th quarter of 2011. International activity reached €1.61 million, a slight increase of +0.63%, thanks to the dynamic of the Bolivian market, which offset the decrease in sales in Spain and Portugal following the store closures carried out during the final quarter. On the French market, affected by a negative economic context, notably in the building, construction and renovation sectors, Groupe VIAL recorded a -13.56% decrease in sales.

Over the year as a whole, consolidated sales were down -10.62% at €93.22 million, with €87.41 million of these sales recorded in France (-11.41%) and €5.81 million overseas (+2.97%).

Distribution network

As announced at the time of the launch of its restructuring programme aimed at reducing structural costs, over the 4th quarter of 2012 Groupe VIAL undertook the rationalisation of its distribution network. The Group has now totally withdrawn from the Spanish market and the closure of the one remaining store in Portugal, located in Lisbon, is scheduled for May 2013. Meanwhile, to meet the dynamic of the Bolivian market, a new store was opened in that country during the last quarter of 2012.

At 31st December 2012, Groupe VIAL's distribution network thus consisted of 72 stores, 64 of them in France, 7 in Bolivia and 1 in Portugal.

Planned takeover of SISTEMAS PANELES

Groupe VIAL has opened talks regarding the possible takeover of Spanish company SISTEMAS PANELES, which manufactures and supplies the Group with mid- and high-end aluminium doors and panels. This takeover project would result in synergies in terms of the complementarity of the offer and an improvement in the Group's margins. At the current time, Groupe VIAL has signed a commitment to take over the company, and the Group will inform the market of the outcome of these talks.

Next press release:

2012 full year results on 30th April 2013*

* Indicative date that may be modified. Press releases will be published after the market closes.

About Groupe VIAL (www.groupe-vial.com)

Groupe VIAL, listed on Euronext Paris by NYSE Euronext since December 2006, sells and manufactures wood, aluminium and PVC products for the home such as doors, windows, gates and staircases. It offers an unmatched ratio of price to quality, thanks to full control of its supplies, its effective and modern production facilities and its vast distribution network, which at 31st December 2012 comprised 72 stores under the VIAL Menuiseries banner, including 1 in Portugal and 7 in Bolivia.

Commercial website: www.vial-menuiseries.com

Compartment C of Euronext Paris, part of the NYSE Euronext Group
Reuters: **VIA.PA** - Bloomberg: **VIA FP**



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