



## 1<sup>st</sup> quarter 2009 Turnover

<b>IFRS –€M</b>				
<b>Consolidated Turnover</b>	<b>2009*</b>	<b>2008</b>	<b>Var. %</b>	<b>Var. % like for like</b>
Materials trading	<b>111.6</b>	127.4	-12.4%	-16.5%
Concrete industry	<b>10.9</b>	12.0	-9.4%	-9.4%
Industrial joinery	<b>23.8</b>	24.6	-3.3%	-6.3%
Other (Services)	<b>4.8</b>	5.0	-5.6%	-5.6%
Intersector trade elimination	<b>-8.7</b>	-9.3	ns	ns
<b>TOTAL</b>	<b>142.3</b>	159.7	-10.9%	-14.3%

\* These non-audited figures include the companies Cominex and BTP Services integrated since 1<sup>st</sup> January 2009 and the acquisitions of Bestkind, L Diffusion and BTP Charpentes, integrated over 2008.

### > 1<sup>st</sup> quarter activity

For the first three months of the 2009 financial year, the VM Matériaux group recorded a turnover of 142.3 M€, a 10.9% fall compared to the same period of the 2008 financial year (-14.3% like-for-like).

The activity has been penalized by a decreasing construction market (about 20% compared to previous year) and by unfavourable weather conditions in France.

The turnover in Overseas Departments was impacted by events in West Indies at the beginning of the year, despite the acquisition of BTP Services, which was integrated into the Group accounts since January, 1<sup>st</sup> 2009. Otherwise, West Indies excepted, the group turnover was 12.4% less.

### > 2009 outlook

In the context of a still deteriorated market, the Group has reduced its operating cost to preserve its basics. Nevertheless, being structured to get through this disturbed period, VM Matériaux is going on with its development strategy balanced between internal and external growth, focused on operations with quick return on investment.

Two of its materials trading branches, one in Challans (Vendée) and the other in Bordeaux (Gironde), have each been moved in more spacious and functional premises. This move was motivated by the development in business experienced by these branches in the last few years. At the heart of these new sales points, everything has been done to guide and ease customer's choice, for both professionals and consumers, through optimum presentation of the available products and services.

Lastly VM Matériaux announced the takeover, for the most part, of the business of Vendôme group, a specialist in the manufacture of joinery, gates, and enclosure. This operation allows VM Matériaux, through its Atlantem subsidiary, to expand its Industrial Joinery range to complementary activities (portals, fences, shutters, garage doors). This acquisition should make a significant contribution to the Group results from 2009 as it allows VM Matériaux to reinforce a high margin activity, supported by the renovation market which is demonstrating good resistance.

**NEXT PRESS RELEASE: 2<sup>nd</sup> quarter turnover, on July, 29<sup>th</sup> 2009**

## ABOUT VM MATÉRIAUX

*VM Matériaux 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 115 specialised agencies (incl. 21 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 (PVC, aluminium, wood) and closures (doors, shutters, garage doors, portals, fences), as well as wooden structures (truss, traditional framework and wood panels).*

**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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