

2011 annual turnover

- 2011 annual turnover rose +12.1% to €707.0 million
- 4th quarter turnover : +8% to €174.4 million

IFRS – €m Consolidated turnover	2011 ⁽¹⁾	2010	Change	Change Like-for-Like
1st quarter	171.3	146.5	16.9%	9.1%
2nd quarter	195.0	172.7	12.9%	6.3%
3rd quarter	166.3	149.9	11.0%	4.6%
4th quarter	174.4	161.5	8.0%	2.4%
TOTAL	707.0	630.6	12.1%	5.6%
Building distribution	502.8	469.7	7.0%	5.6%
Concrete industry	91.4	44.7	104.5%	17.9%
Industrial joinery	142.2	134.0	6.1%	1.7%
<i>Other (services)</i>	<i>20.8</i>	<i>19.7</i>	5.6%	5.6%
<i>Intra group eliminations</i>	<i>-50.2</i>	<i>-37.4</i>	<i>ns</i>	<i>ns</i>

⁽¹⁾ Figures have not been audited. They include the companies LNTP since 1st March, 2010; Fenêtres Lapco, Vendée Béton and Préfa Pays de Loire since 1st January 2011; and 100% of Point Bois since 1st January 2011 (50% in 2010).

4th quarter activity

VM Matériaux reported turnover of €174.4 million in Q4 2011, a year-on-year increase of 8.0% (2.4% like-for-like).

The Building distribution and Concrete industry divisions continued to post gains, with growth of respectively 3.0% (2.3% like-for-like) and 86.2% (10.9% like-for-like).

The Industrial joinery segment posted a 3.4% increase in turnover to €37.5 million (-1.1% like-for-like).

2011: 12.1% turnover growth

The VM Matériaux Group posted turnover of €707.0 million for the full 12 months of 2011, a year-on-year increase of 12.1% (+5.6% like-for-like). This performance is driven by the three Group's operating divisions.



VM Matériaux pursued a balanced development policy throughout the year, combining internal investment and acquisitions. The Group expanded its international presence with the trans-Atlantic acquisition of Quebec-based Fenêtres Lapco (manufacturer of PVC joinery). The Group also maintained its innovation strategy, enriching its offer in the green building segment.

While VM Matériaux is approaching fiscal 2012 with caution due to the lack of visibility afforded by current economic conditions, the Group remains confident about its fundamentals.

In January 2012 the Group confirmed its presence in the west of France, increasing its stake in Havraise de Matériaux (HM Matériaux) from 50% to 75%. With seven branch offices in Normandy, the company has established itself as one of the leading distributors of building materials. HM Matériaux generated turnover of €33.9 million in 2011 and was accounted for by the equity method. It will be fully consolidated in the operations of VM Matériaux in 2012.

**NEXT PRESS RELEASE: FY 2011 results: 20 March 2012
(after close of trading)**

All our financial communications are available at our website: 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 116 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 in 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 facade 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 NYSE-Euronext Paris, Compartment C

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