



## PRESS RELEASE

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### Turnover as of September 30, 2013

- 2013 third-quarter turnover: -2.0%\*
- 2013 first nine months' turnover: €492.0 million (-0.8%\*)

\* constant scope restated

IFRS – € million Consolidated turnover	2013 <sup>(1)</sup>	2012	% change	% change constant scope restated <sup>(2)</sup>
1 <sup>st</sup> quarter	161.1	163.7	-1.6%	-1.1%
2 <sup>nd</sup> quarter	177.2	184.8	-4.1%	0.5%
3 <sup>rd</sup> quarter	153.6	164.6	-6.7%	-2.0%
<b>TOTAL</b>	<b>492.0</b>	<b>513.1</b>	<b>-4.1%</b>	<b>-0.8%</b>
Building distribution	343.9	363.9	-5.5%	-0.6%
Concrete industry	64.7	68.1	-4.9%	-4.4%
Industrial joinery	99.5	97.2	2.4%	1.9%
Other (services)	16.3	17.3	-5.8%	-5.8%
Inter-segment eliminations	-32.4	-33.4	-	-

(1) Figures have not been audited.

(2) For 2012, the restated figures include Fene-Tech and exclude sales locations in Southwest France and Royan Bois, the concrete plant in Le Buisson, and Isiland. For 2013, restated figures exclude sale of stocks linked to disposal of VM Piégut and the Southwest France sales locations.

### Q3 2013 turnover

VM Matériaux posted turnover of €153.6 million for the third quarter of 2013, down 2.0% from the same period of 2012 at constant scope restated (-6.7% at same scope).

Performance of the Building distribution activity slipped 2.6% at constant scope restated. The Concrete industry division continued to suffer from lower volumes; its turnover declined 7.0% at constant scope restated, with a most severe impact in September.

The Industrial joinery division confirmed its first-half trend with a 5.0% turnover gain. New orders were strong in this third quarter, especially for PVC products.

For the first nine months of 2013, Group turnover was €492.0 million, down 0.8% at constant scope restated (-4.1% at same scope). The Group's businesses continued to experience the impact of declining individual housing starts (-9.2% during the past 12 months).



## Outlook

The Group remains confident in its fundamentals and is pursuing its reorganisation project and its programme of selling non-strategic assets. As part of the program, it finalised the sale of the VM Piégut (Dordogne) sales location on 30 September.

With the market outlook still uncertain, the Group is maintaining a disciplined management approach, strengthening its internal processes and developing its organisation and sales approach to win back market share in all its businesses.

**NEXT PRESS RELEASE: 2013 turnover on 4 February 2014 (after stock exchange closes)**

**All our financial communications are available on our website: [www.vm-materiaux.fr](http://www.vm-materiaux.fr)**

**NEXT PRESS RELEASE: Q3 2013 turnover on 4 November 2013 (after stock exchange closes)**

## ABOUT VM MATÉRIAUX

The VM Matériaux Group focuses on three business sectors of the building industry: Materials trading, the Concrete industry and Industrial joinery. Originally based in the Vendée region, VM Matériaux now employs over 2,700 people and is active in Western France and the French overseas departments as well as in China and Canada. In 2012, the Group generated total turnover of €689.6 million.

**VM Matériaux is listed on NYSE-Euronext Paris, Compartment C**  
**Indexes: PAX, Gaia Index**  
**Codes: ISIN FR0000066540, Reuters VMMP.PA, Bloomberg VMM.FP, Ticker: VMMA**

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