

4 February 2009

2008 annual turnover: +5.3%
Q4 growth (at current scope): +2.5%

During 2008, Mr Bricolage SA recorded consolidated turnover of €515.3 million, up 5.3%. On a like-for-like store basis the Group performed well, in comparison to the market trend in mainland France.

In € million At current scope	31.12.08	31.12.07	Change 31.12.08 / 31.12.07
Directly-owned stores	314.4	294.0¹	+6.9%
Network services	201.0	195.4	+2.9%
Sales of goods	134.4	128.4	+4.7%
of which promotional sales ²	48.2	37.1	+29.8%
Sales of services	66.6	67.0 ¹	-0.6%
Total turnover, excluding tax	515.3	489.4	+5.3%
Turnover excluding promotional sales ²	467.2	452.1	+3.3%

▪ **Directly-owned stores: turnover of €314.4 million, up 6.9%**

Turnover at directly-owned stores grew by 6.9% over the twelve-month period on the back of the full effect of the new stores built and purchased: seven stores in 2007 (36,449 m²) and two stores in the first half of 2008 (7,500 m²).

On a like-for-like store basis, and with the positive impact of the stores transferred and/or expanded at Dax (+2,650 m²), Saint-Junien (+2,546 m²) and Balaruc (+4,151 m²), turnover was down by 0.5%.

Turnover in Q4 was basically stable (-0.3%) at current surface area and down by 2.6% on a like-for-like store basis.

At 31 December 2008 directly-owned stores consisted of 74 stores operating across the Mr. Bricolage brand in France, with a total surface area of 301,800 m² (excluding 3,081 m² in Niort which are temporarily out of operation following a fire).

▪ **Network services: turnover of €201 million, up 2.9%**

Turnover at 31 December 2008 was up 2.9%, with sales of services down slightly (€66.6 million compared to €67.0 million). The sharp rise in promotional sales² reflects a sourcing decision made in 2008 (+29.8% in sales passing through the outsourced logistics platforms over the period).

▪ **Brand networks: €1,892.8 million, up 1.2% (at current surface area)**

In € million - Turnover including tax	31.12.08	Change at current surface area
Total network turnover	1,892.8	+1.2%
- of which Mr. Bricolage network	1,765.7	+1.6%
- of which Catena network	127.1	-2.9%

During the year there were 25 store openings and 23 expansions, resulting in an increase of 74,400 m² in gross surface area compared to 31 December 2007: the group now consists of 527 stores covering 1,334,000 m².

At 31 December 2008, the **421 Mr. Bricolage stores** and **106 Catena stores** operated total retail space of **1,233,000 m²** and **101,400 m²** respectively.

The networks performed well (on a like-for-like store basis), in a **DIY market in mainland France that has contracted by 1.1% in absolute terms over the year** (source: Banque de France). Turnover including tax dipped slightly for the Mr. Bricolage network (-0.4%) and remained stable for the Catena network (+0.1%).

Outside France, the 49 Mr. Bricolage stores operating in nine countries recorded €192.5 million in turnover including tax, a 16.7% increase at current surface area and up 8.3% on a like-for-like store basis.

Improved financial structure of Mr Bricolage SA in 2008

As forecast, the Group's net debt had been cut by around 20% at 31 December 2008 compared to 31 December 2007. In particular, there was a €56 million increase in the cash position.

2009: Continuation of the policy of acquiring directly-owned stores

Mr Bricolage SA announces the completed acquisition of seven stores, representing some 24,000 m² and turnover including tax in 2008 of around €34 million. Three stores were purchased from the Huet group (Loudéac, Pontivy, Carhaix) on 8 January and three from the Wolseley group (Chaumont, Eu, Abbeville) on 30 January. The Parthenay store was purchased on 2 February 2009.

A further acquisition is scheduled to take place during the year, bringing the total number of stores purchased in 2009 to eight.

In € million At current scope	Q1			Q2			Q3			Q4		
	2008	2007	Change	2008	2007	Change	2008	2007	Change	2008	2007	Change
Directly-owned stores	70.8	66.4¹	+6.7%	83.5	76.0¹	+9.9%	87.4	78.5¹	+11.3%	72.6	72.9¹	-0.3%
Network services	53.3	54.6	-2.2%	52.2	52.9	-1.3%	51.9	47.5	+9.3%	43.4	40.3	+7.7%
Sales of goods	36.8	37.5	-1.8%	34.5	35.3	-2.3%	32.8	29.4	+11.6%	30.3	26.2	+15.6%
<i>of which promotional sales²</i>	<i>16.8</i>	<i>15.0</i>	<i>+11.6%</i>	<i>11.8</i>	<i>11.4</i>	<i>+3.1%</i>	<i>10.3</i>	<i>6.9</i>	<i>+49.7%</i>	<i>9.3</i>	<i>3.8</i>	<i>+148.1%</i>
Sales of services	16.6	17.1 ¹	-3.2%	17.8	17.7 ¹	+0.6%	19.1	18.1 ¹	+5.4%	13.2	14.2 ¹	-6.9%
Total turnover, excluding tax	124.2	121.0	+2.7%	135.8	129.0	+5.3%	139.3	126.0	+10.5%	116.1	113.2	+2.5%
<i>Turnover excluding promotional sales²</i>	<i>107.4</i>	<i>105.9</i>	<i>+1.4%</i>	<i>124.0</i>	<i>117.6</i>	<i>+5.5%</i>	<i>129.0</i>	<i>119.1</i>	<i>+8.2%</i>	<i>106.8</i>	<i>109.5</i>	<i>-2.5%</i>

(1) The Immobilière Mr Bricolage business was restated in the 2007 financial statements as an "asset held for sale" following its sale to Icade on 1 January 2008.

(2) Promotional sales are sales of promotional goods passing through the outsourced logistics platforms.

ABOUT MR BRICOLAGE

Mr Bricolage is a leading French DIY retailer, with 478 stores in France and 49 stores in nine other countries. The group operates over 1,330,000 m² of retail space across the Mr. Bricolage and Catena under the Mr. Bricolage and Catena brands, and has 11,000 employees worldwide. Its turnover for the full-year 2008 reached approximately €1.89bn.

**Next press release: 2008 annual results
Tuesday, 24 February, after market close**

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