

23 April 2009

Q1 turnover: + 6.9%
Directly-owned stores: + 9.1%
Solid performance in a difficult market

In Q1 2009, Mr Bricolage SA recorded turnover of €132.7 million, up 6.9% compared to Q1 2008. This growth was primarily thanks to sales at directly-owned stores, up 9.1%, due to the acquisitions carried out at the beginning of the year. On a like-for-like store basis, the Group performed well, in comparison to the market trend in mainland France¹.

In € million (at current scope)	31.03.09	31.03.08	Change 31.03.09 / 31.03.08
Directly-owned stores	77.3	70.8	+ 9.1%
Network services	55.4	53.3	+ 3.9%
Sales of goods	39.1	36.8	+ 6.3%
<i>of which promotional sales²</i>	<i>19.6</i>	<i>16.8</i>	<i>+ 16.6%</i>
Sales of services	16.3	16.6	- 1.5%
Total turnover, excluding tax	132.7	124.2	+ 6.9%
<i>of which turnover excluding promotional sales²</i>	<i>113.1</i>	<i>107.4</i>	<i>+ 5.3%</i>

▪ **Directly-owned stores: solid performance for store visits and average transaction value**

Turnover up 9.1% to €77.3 million at current surface area, with:

- Seven acquisitions carried out in January and February 2009 (+ 24,000 m²): purchase of three stores from the Huet group (Loudéac, Pontivy, and Carhaix) on 8 January, three from the Wolseley group (Chaumont, Eu, and Abbeville) on 30 January and the Parthenay store on 2 February 2009;
- Deployment of sales efforts to increase store visits, which have limited the gross margin for the quarter;
- Strong performance of stores transferred and/or expanded in 2008 in Dax, St-Junien and Balaruc, then in March 2009 in Libourne (+ 1,230 m²) and Pontarlier (+ 2,474 m²).

On a like-for-like store basis, business was up 1.7% for the quarter.

At 31 March 2009, the group had 81 directly-owned stores operating under the Mr. Bricolage brand in France, with a total surface area of 329,100 m².

▪ **Network services: €55.4 million, up 3.9%**

The destocking at stores over the quarter resulted in a fall in the volume of goods purchased, thereby affecting the sales of services (€16.3 million versus €16.6 million). The sharp rise in promotional sales² reflects a sourcing decision for 2009 (+ 16.6% in sales passing through the outsourced logistics platforms over the period).

- **Brand networks: €412.1 million, up 0.3% (at current surface area)**

In € million – Turnover including tax	31.03.09	Change at current surface area
Total network turnover	412.1	+ 0.3%
- of which Mr. Bricolage network	386.5	+ 0.6%
- of which Catena network	25.6	- 4.3%

During the quarter there was one store opening and five expansions, resulting in an increase of approximately 9,000 m² in gross surface area compared to 31 December 2008: at the end of March 2009, the group had 526 stores occupying 1,338,000 m².

At 31 March 2009, the **420 Mr.Bricolage stores** and **106 Catena stores** operated total retail space of **1,237,000 m²** and **101,000 m²** respectively.

The networks performed well (on a like-for-like store basis), in a **DIY market in mainland France that has contracted by 3.9% in value over the quarter** ⁽¹⁾. Turnover including tax was up slightly for the Mr.Bricolage network (+ 0.3%), while the Catena network was stable (+ 0.1%).

In the **French overseas territories**, business at the 14 Mr.Bricolage and 4 Catena stores dropped off nearly 10.0% at current surface area and 14.0% on a like-for-like store basis due to the troubles experienced by these territories early in the year.

Outside France, the 50 Mr.Bricolage stores operating in nine countries recorded €38.3 million in turnover including tax, up 8.8% at current surface area. Compared to a strong Q1 2008 and given a more noticeable slowdown in the Eastern Europe and in Spain, international business declined 6.1% on a like-for-like store basis.

Maintaining a strong financial structure

The Group's net debt at 31 March 2009 was €117.4 million, compared to €99.8 million at 31 December 2008, including the financing of the 2009 acquisitions and the application of the shorter payment terms by suppliers.

(1) Source: Banque de France

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

ABOUT MR BRICOLAGE

Mr. Bricolage is a leading French DIY retailer, with 476 stores in France and 50 stores in nine other countries. The Group operates almost 1,340,000 m² of retail space under the Mr. Bricolage and Catena brands, and has nearly 11,000 employees worldwide. Its turnover for the full-year 2008 reached approximately €1.89 billion.

Annual General Shareholders Meeting: 27 May 2009, at 10.00 a.m., Maison des Arts et Métiers
Next press release: 2009 half-yearly turnover, 22 July 2009 after market close

Investor and Shareholder contacts

Mr Bricolage SA
Eve Jondeau
Tel: +33 (0)2 38 43 21 88
eve.jondeau@mrbricolage.fr

ACTIFIN
Nicolas Meunier
Tel: +33 (0)1 56 88 11 11
nmeunier@actifin.fr

Media contact

ACTIFIN
Charlène Masson
Tel: +33 (0)1 56 88 11 11
cmasson@actifin.fr

www.mr-bricolage.fr/groupe