

**1 October 2009**

## **Mr.Bricolage is now number three in DIY market in France with the acquisition of "Briconautes" Group**

**With Les Briconautes and Les Jardinautes, Mr.Bricolage group is now number three in DIY in France.**

Mr Bricolage SA announced the acquisition of the Briconautes Group, including the central services unit, Le Club, 16 directly-owned Briconautes stores and the property relating to some of these sites.

At the same time, Mr Bricolage SA announced the acquisition of two stores under the Mr. Bricolage brand and the disposal of Seguin, a warehouse based in Sourdeval dedicated to third parties.

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Mr Bricolage SA announced the signing of an agreement, submitted to the decision of the "Autorité de la Concurrence", for the acquisition of the subsidiaries of SAS Passerelle. They include Le Club - the central services unit which covers Les Briconautes and Les Jardinautes DIY and gardening brands.

### **Scope acquired by Mr. Bricolage SA**

The acquisition scope mainly includes:

- the LE CLUB central services unit (2008 turnover excluding tax of €20 million), which operates the same business as Mr. Bricolage SA's central services unit;
- 16 directly-owned stores (2008 turnover including tax of approximately €39 million, for a total surface area of over 45,000 m<sup>2</sup>), adding to the 82 points of sale already directly-owned by Mr. Bricolage SA;
- the property companies that own the buildings associated with some of the directly-owned stores.

The scope acquired represents consolidated turnover for 2008 of around €43 million, for operating profit of nearly €5 million and net profit close to €2.5 million. The acquisition will be fully integrated into the Group's consolidated financial statements as of 1 October 2009.

### **Brand networks : scope change**

With 178 points of sale in France (surface area of 332,000 m<sup>2</sup>) at end-2008, the Les Briconautes and Les Jardinautes brand networks represent turnover including tax of approximately €365 million, ranking them seventh in the DIY market in France (source: Unibal).

Following this transaction, the combined Mr.Bricolage Group networks will represent a total of almost 700 stores, 50 of which are abroad, for total commercial turnover of some €2.2 billion and over 1,600,000 m<sup>2</sup> in surface area.

**With a 12.4% market share, this new Group is now ranked number three in the French DIY market and number one in the local DIY market (source: Unibal 2008).** Moreover, it brings together almost 200 affiliates (branded or unbranded DIY or gardening stores and building material trades ) enabling it to draw on **total purchasing power of around €850 million.**

# Mr.Bricolage sa

## **This acquisition holds major commercial and economic potential**

With its highly complementary nature, this transaction holds many assets, both commercially and in terms of synergies which can be developed:

- an increasingly dense national commercial network which reinforces the Group's geographical presence;
- many different brands through Mr.Bricolage, Catena, Les Briconautes and Les Jardinautes with different store formats, which strengthen our local positioning;
- additional purchasing power, enabling the Group to benefit from the best possible purchasing conditions;
- pooling of advertising and logistical resources, which will have a positive impact on productivity.

## **Acquisition of two stores under the Mr. Bricolage brand**

In addition, Mr Bricolage SA announced the acquisition of two stores under the Mr. Bricolage brand. These points of sale are implanted in Cholet (5,995 m<sup>2</sup>) and La Roche sur Yon (8,800 m<sup>2</sup>), and account for annual turnover including tax of around €30 million.

**With these acquisitions, the network of directly-owned stores now totals 100 under the Mr.Bricolage and Les Briconautes brands, and operates more than 390,000 m<sup>2</sup> of store surface area.**

**The combination of these acquisitions is valued at around €60 million, which the Group intends to finance through the sale of property assets, debt and the disposal of Seguin (directly-owned warehouse in Sourdeval).**

## **Disposal of Seguin (warehouse in Sourdeval)**

Lastly, as part of its strategy of logistical refocusing on the Group's brands, Mr Bricolage SA announced the sale, for around €5 million, of its Sourdeval warehouse (50) to Bricodeal. This 15,000 m<sup>2</sup> warehouse was entirely dedicated to third parties.

### **ABOUT MR BRICOLAGE**



**Mr Bricolage is a leading DIY retailer in France with 477 points of sale and 50 stores in 9 other countries. The Group operates over 1,330,000 m<sup>2</sup> of retail space under the Mr.Bricolage and Catena brands. Its full-year 2008 turnover including tax was approximately €1.89 billion, and it employed nearly 11,000 people around the world.**

### **ABOUT BRICONAUTES**



**An independent specialist gardening and DIY retailer in France (178 points of sale), the group "Le Club", which operates over 330,000 m<sup>2</sup> under the Les Briconautes and Les Jardinautes brands, generated full-year 2008 turnover of €365 million. Moreover, it brings together almost 200 affiliates (branded or unbranded DIY or gardening stores and building material trades).**

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**Next press release: third-quarter 2009 turnover  
Wednesday 28 October, after the stock market close**

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