



PRESS RELEASE

Q3 2008 sales: €26.1 million (-1.2%)

Paris, 17th November 2008:

Groupe VIAL (ISIN: FR0010340406), France's leading independent industrial joinery discount group, announces its consolidated sales for its 3rd quarter to 30th September 2008 and its 9-month sales.

Consolidates sales

<i>In € million, IFRS</i>	2008	2007	Δ (%)
1 st Quarter	25.61	24.79	+3.3%
2 nd Quarter	28.18	30.30	(7.0%)
3rd Quarter	26.14	26.45	(1.2%)
Total 9 months	79.93	81.54	(2.0%)

Consolidated sales for the 3rd quarter of 2008 totalled €26.1 million, a slight fall of 1.2%.

Despite the disruption associated with the gradual implementation of ERP that continued over the quarter, Groupe VIAL was able to maintain an almost-identical level of activity to that recorded last year. This performance was recorded despite difficult operating conditions for all teams. A sizeable "no sale" phenomenon due to the non availability of some of the range's products was also observed over the quarter.

This performance confirms the defensive nature of the discount positioning of Groupe Vial's products within the context of an economic, housing and financial crisis. The range of renovation products, which was broadened and improved when the new catalogue came out in May 2008, is proving to be an encouraging success with customers and is enabling the Group to increase its market share in a very competitive sector.

Over the first 9 months of 2008, sales totalled €79.9 million, a slight decrease of 2%.

Opening of 4 stores in France over the 3rd quarter

Over the third quarter, 4 new stores were opened in France (Blois, Alès, Orléans and Lille). Groupe VIAL has thus strengthened its presence in the north of France, in accordance with its strategy of having a nationwide network of stores. For the 4th quarter, three more store openings are planned, in Valenciennes and Nantes in France and in Faro in Portugal. All 7 openings carried out over the second half of this year were already signed and scheduled in 2007.

At 30th September, the Group's network consisted of 68 open stores and 3 sites already signed that are planned to open over the fourth quarter of the year. These stores are divided as follows:

- France: 64 open stores
- Spain: 6 stores = 4 open + 2 signed
- Portugal: 1 signed

At end-2008, Groupe Vial's network will thus consist of 71 stores, a virtual doubling in just two years

Perspectives

The deployment of ERP is continuing in line with the predefined timetable. Initial tests in 5 stores connected to the new system in mid-October are proving conclusive, and all teams are pursuing their efforts to restore the smooth running of production as quickly as possible.

An update on the deployment of ERP will be published before the end of the year.

Groupe Vial is fully confident that it will meet its 2008 annual sales target of €100 million.

Next press release:

FY 2008 sales: 12th February 2009 after market close

About Groupe VIAL (www.groupe-vial.com):

Listed on the Eurolist (Compartment B) of Euronext Paris since December 2006, Groupe VIAL manufactures and distributes aluminium, PVC and wood joinery products (doors, windows, gates, stairs, etc.) offering unparalleled value for money through tight control of supply lines; efficient, modern production facilities and the 68-store VIAL Menuiseries distribution network (including 4 stores in Spain).

Groupe VIAL is France's largest independent discount joinery specialist.

Public site: www.vial-menuiseries.com

Listed on Euronext Paris compartment B of NYSE Euronext

Reuters: **VIA.PA** - Bloomberg: **VIA FP**

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