



**PRESS RELEASE**

**Q1 2009 sales: €24.4m (-4.8%)**

**Paris, 24<sup>th</sup> April 2009:**

Groupe VIAL (ISIN: FR0010340406), France's leading independent industrial joinery discount group, announces its consolidated sales for its 1<sup>st</sup> quarter to 31<sup>st</sup> March 2009.

<i>In € million IFRS</i>	<b>2009</b>	2008	<b>Change (%)</b>
1 <sup>st</sup> quarter	24.37	25.61	-4.8%

Consolidated sales for the first quarter of 2009 recorded a fall of 4.8% compared to the first quarter of the previous financial year. Like for like (i.e. excluding new stores opened in 2008 and 2009), the fall was even greater, with sales down 10%.

This significant fall in activity can be explained by the combination of a number of factors:

- unfavourable meteorological conditions, with exceptionally poor weather in January, notably in southern France,
- a further fall in new housing, notably within Groupe Vial's core client target: builders of detached houses. Although the Group has considerably broadened its renovation product range in recent months, sales of standard products for new housing still represent a sizeable share of business,
- disruptions associated with the deployment of ERP. The system was implemented in line with the planned schedule, but malfunctions are continuing and could penalise the Group's activity, notably regarding its production times.

In accordance with the corrective-measure programme adopted in mid-2008, the opening of new stores was significantly slowed over the first quarter of 2009, with just two new stores opening: 1 in Portugal (Faro) and 1 in Nantes (western France). A store was also closed in Caluire (near Lyon). At 31<sup>st</sup> March 2009, Groupe Vial's distribution network thus consisted of 71 stores divided as follows:

- France: 64 stores
- Spain: 6 stores
- Portugal: 1 store

**About Groupe VIAL ([www.groupe-vial.com](http://www.groupe-vial.com)):**

Listed on Euronext Paris (Compartment C) of NYSE Euronext 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 71-store VIAL Menuiseries distribution network (including 6 stores in Spain and 1 store in Portugal).

**Public site:** [www.vial-menuiseries.com](http://www.vial-menuiseries.com)

Listed on **Euronext Paris** compartment C of NYSE Euronext

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



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