



## PRESS RELEASE

**Sales for the 1<sup>st</sup> half of 2011: €52.9 million (+4.1%)**

**La Seyne-sur-Mer, 18<sup>th</sup> August, 2011:** Groupe VIAL (FR0010340406), France's leading independent industrial joinery discount group, announces its consolidated sales for its 1<sup>st</sup> half to 30<sup>th</sup> June, 2011.

<i>In € millions (IFRS)</i>	<b>2011</b>	<b>2010</b>	<b>Δ (%)</b>
1 <sup>st</sup> quarter	24.52	23.01	+6.6%
2 <sup>nd</sup> quarter	28.38	27.77	+2.2%
<b>Total 1<sup>st</sup> half</b>	<b>52.90</b>	<b>50.78</b>	<b>+4.1%</b>

Consolidated sales for the 2<sup>nd</sup> quarter to 30<sup>th</sup> June, 2011 totalled €28.4 million, a slight increase of +2.2% compared to the 2<sup>nd</sup> quarter of 2010. Overseas activity continued to record buoyant growth, increasing by +25.3% to €1.4 million. This performance was a result of dynamic wood sales on the Bolivian market, whilst sales in Spain and Portugal recorded a significant fall (-14.9%) due to the economic crisis currently affecting these two countries. The French market continued to hold up, with sales increasing by +1.2% over the quarter.

Over the 1<sup>st</sup> half, consolidated sales were up +4.1% on the same period of 2010. This growth was purely organic, as no new store has been opened since the 1<sup>st</sup> quarter of 2010.

At 30<sup>th</sup> June, 2011, Groupe VIAL's distribution network consisted of 69 stores split as follows: 64 stores in France, 4 stores in Spain and 1 store in Portugal.

Activity in Bolivia consists of direct sales of semi-finished wood products from 2 facilities and of the creation of 2 sales agencies that were in their test phase over the period.

Over the first six months of the year, Groupe VIAL thus recorded a solid and dynamic performance within a very difficult European context marked by substantial pricing pressure, weak consumption and a fall in new housing starts in France.

Despite the tragic and untimely death of Mr Fabrice Vial, the Group's Management and all its teams are mobilised to pursue Groupe VIAL's development and invigorate its activity.

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

Groupe Vial, listed on Euronext Paris by NYSE Euronext since December 2006, sells and manufactures wood, aluminium and PVC products for the home such as doors, windows, gates and staircases. It offers an unmatched ratio of price to quality, thanks to full control of its supplies, its effective and modern production facilities and its vast distribution network, which at 30<sup>th</sup> June 2011 comprised 69 stores under the Vial Menuiseries banner, including 4 in Spain and 1 in Portugal.

**Commercial website:** [www.vial-menuiseries.com](http://www.vial-menuiseries.com)

**Compartment C of Euronext Paris**, part of the NYSE Euronext Group  
Reuters: **VIA.PA** - Bloomberg: **VIA FP**



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