

9 November 2011

9M 2011 turnover: +0.5%

› Q3 turnover: +1.2%

Consolidated turnover posted by Mr Bricolage SA totalled €430.8 million at 30 September 2011, a slight increase of 0.5% compared to 30 September 2010. This increase was mainly attributable to a 4.0% rise in sales at Network Services during the period, in line with the trend noted during the first half.

(€ million)	30.09.11	30.09.10 ⁽¹⁾	Change 30.09.11 / 30.09.10	Q311
Directly-owned Stores	293.5	296.7	-1.1%	100.7
Network Services	137.3	132.0	+4.0%	42.4
Sales of goods ⁽²⁾	82.0	78.9	+4.0%	24.6
Sales of services	55.3	53.1	+4.0%	17.8
Total turnover, excluding tax	430.8	428.8	+0.5%	143.1

(1) Reclassification of SCI Redon in Network Services (previously in Directly-owned Stores) for a better comparison, since the store is operated by a member. No impact on total consolidated turnover.

(2) The sale of goods mainly comprises goods sold to stores via the directly-owned (Voivres and Cahors) or outsourced logistics platforms.

Directly-owned Stores

Turnover was down 1.1% at Directly-owned Stores in the first nine months of the year taking into account the acquisitions made in the first quarter of 2011 and the fourth quarter of 2010. On a like-for-like store basis, sales were down -3.5% (-5.8% in the third quarter).

As at end-June 2011, there were 88 Directly-owned Stores in France, including 86 Mr. Bricolage stores operating 368,400 m² and two Briconautes stores operating 9,800 m².

The Mr Bricolage Château-Gontier store (3482 m²), purchased the 1st October 2011, is not included in this figure.

Network Services

Turnover at Network Services totalled €137.3 million at 30 September 2011, an increase of 4.0% compared to 30 September 2010, in terms of both sales of goods and sales of services. This upturn is the result of both the increase in volumes passing through the logistics platform (integrated and outsourced) and the growth in goods purchased by retail networks, driven in particular by the growth in store-brand products.

Retail networks

In € million – Turnover including tax

	30.09.11	30.09.10
Total network turnover	1,523.7	1,352.6
- of which Mr. Bricolage network	1,307.9	1,296.1
- of which Catena network	31.8	56.5
- of which Les Briconautes network	184.0	na

This table does not include the figures for the 267 affiliates of The Club which are not part of a Group network.

Mr. Bricolage sa

In the first nine months of the year, 12 new stores opened and 9 stores were expanded, while 3 stores that previously traded as Briconautes were rebranded under the Mr. Bricolage name and the plan to transfer Catena stores to Mr. Bricolage continued (11 stores transferred); the Group now has 645 stores which occupy over 1,600,000 m² and posted turnover including tax of €1,523.7 million for the first nine months of 2011. At end-September 2011, turnover including tax of the **464 Mr. Bricolage stores, 142 Briconautes stores** and **39 Catena stores** represented 86%, 12% and 2% respectively of total turnover including tax for the retail networks.

France

In **mainland France**, the Mr. Bricolage network posted turnover including tax at end-September 2011 which was up 1.0% at current surface area (-1.1% on a like-for-like store basis).

In the **French overseas departments and territories**, sales at end-September 2011 at the 18 outlets totalled €132.2 million, up by 0.5% at current surface area and on a like-for-like store basis.

International

Abroad, the 56 Mr. Bricolage stores established in 9 countries posted turnover including tax of €148.1 million at end-September 2011, up 1.8% at current surface area (-3.6% on a like-for-like store basis).

Sales are still affected by the situation in Eastern Europe: the region (Bulgaria/Serbia/Romania) posted a downturn of 11.7% over the period on a like-for-like store basis (compared to -12.3% at end-June). Our development plan in Serbia continued with the opening of a third store in Belgrade on 12 October, covering a surface area of 2,785 m²; initial indications are positive.

Sales in other countries increased by 2.7% on a like-for-like store basis, driven in particular by development in Belgium and Morocco, which are combining strong organic growth with acquisitions: four stores (representing retail space of 9,000 m²) joined the Belgian network on 1 April and the third Moroccan store (retail space of 1,835 m²) opened to the public in Tangiers on 10 February.

Changes in financial structure

The Group's net debt at 30 September 2011 stood at close to €163 million (*on the basis of unaudited figures*). It was positively affected by disposals which generated €6.7 million (property and stores), and negatively affected by the Modernisation of the Economy Law for a total of €8 million.

2011 goals reaffirmed

Although growth at the Directly-owned Stores has not met expectations, the Group confirms the goals set for 2011:

- growth in turnover,
- an increase in ordinary operating profit in line with the increase in business,
- continued implementation of the plan to reduce Group debt, which should make it possible to bring net financial debt to around €160 million by the end of the year.

ABOUT THE MR BRICOLAGE GROUP

Mr Bricolage is the no. 1 in the local DIY market in France (586 stores) and has 56 stores in nine other countries. Its Mr Bricolage, Catena, Les Briconautes and Les Jardinautes chains combined have over 1,600,000 m² of retail space. It also has 267 affiliates. With nearly 12,000 employees, the group's networks represent total annual turnover including tax of €2.1 billion.

Next press releases:

Q4 2011 Turnover on 14 February, after market close

2011 Annual Results on 6 March, 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.com