

PRESS RELEASE

2011 annual sales up +2.96%, at €104.3 million

Paris, 13th February 2012: Groupe VIAL (ISIN: FR0010340406 – Ticker: VIA), leading French independent discount industrial joinery group, announces its unaudited consolidated sales for the 4th quarter and full year to 31st December 2011.

<i>In millions of euros IFRS</i>	2011	2010	Δ (%)
1st quarter	24.52	23.01	+6.56%
2nd quarter	28.38	27.78	+2.16%
3rd quarter	25.11	23.91	+5.02%
4th quarter	26.30	26.59	-1.09%
12-month total	104.30	101.30	+2.96%

Consolidated sales for the 4th quarter totalled €26.3m, a slight decrease of -1.09% compared to the same period of the previous year. The weaker performances observed in October and November, essentially associated with economic conditions, were partially offset by an upturn in the trend in December, which recorded buoyant sales growth of +4.67%.

Overseas subsidiaries recorded growth of +70.71% in the 4th quarter, with sales totalling €1.6m, reflecting very dynamic sales on the Bolivian market that offset the fall in sales in Spain and Portugal, two countries affected by a consumption crisis (-10.41%). Activity in France recorded a limited decrease of -3.67%.

Over the year as a whole, Group sales totalled €104.3m, an increase of +2.96%. In Europe, this annual increase in activity was purely organic, with no new store having opened since the 1st quarter of the previous year. Activity in Bolivia consists of direct sales of semi-finished wood products from 2 factories, via 5 wholly-owned stores, 3 of which were created during the final quarter of 2011 and the other 2 of which were the result of the transformation of sales agencies following a successful trial period, and 4 franchised sales agencies. At 31st December 2011, Groupe VIAL's distribution network thus consisted of 74 stores, 64 of them in France, 4 in Spain, 1 in Portugal and 5 in Bolivia.

Despite a difficult context associated with the completion of the “*Procédure de Sauvegarde*” safeguard procedure on 20th October 2011, Groupe VIAL was able to maintain sales growth in 2011, in line with the €105m sales target laid out within the framework of the Safeguard plan.

About Groupe VIAL (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 31st December 2011 comprised 74 stores under the VIAL Menuiseries banner, including 4 in Spain, 1 in Portugal and 5 in Bolivia.

Commercial website: 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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