



PRESS RELEASE

Sales for the 1st half of 2012: €48.19m (-8.9%)

Paris, 13th August 2012: Groupe VIAL (ISIN: FR0010340406 – Ticker: VIA), France's leading independent discount industrial joinery group, announces its consolidated sales for the first half to 30th June 2012.

<i>In € millions</i>	2012	2011	Δ
<i>IFRS</i>			
1st quarter	23.99	24.52	-2.15%
2nd quarter	24.20	28.38	-14.72%
Total 1st half	48.19	52.90	-8.89%

Consolidated sales for the 2nd quarter to 30th June 2012 totalled €24.2m, a significant fall of -14.7% compared to the 2nd quarter of the previous year. International activity recorded a fall of -9.1%, with sales totalling €1.3m. This decrease in activity was the result of the substantial fall in sales in Spain and Portugal, down a significant -13.9%, because of the crisis currently affecting these two countries, whilst activity in Bolivia continued to grow, gaining +3.59%. Within an uncertain macroeconomic environment, activity in France deteriorated significantly in April and May, before improving slightly towards the end of the quarter; sales were nevertheless down -15.01%.

Over the 1st half, consolidated sales were down -8.9% compared to the same period of 2011. A new store was opened in Faro, Portugal, during the second quarter, with no impact on the level of activity in Portugal over the period to 30th June.

At 30th June 2012, Groupe VIAL's distribution network consisted of 75 stores, 64 of them in France, 4 in Spain, 2 in Portugal and 5 in Bolivia.

For the second half of the year, within the context of macroeconomic conditions that are expected to remain poor in Europe, the Group intends to continue implementing targeted sales actions and promotional offers whilst limiting their negative impact on its operating margin.

Moreover, in line with the Safeguard Procedure, on 1st August Groupe VIAL carried out the payment of the Procedure's 1st deadline, resulting in a €2.9m reduction in its debt.

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 30th June 2012 comprised 75 stores under the VIAL Menuiseries banner, including 4 in Spain, 2 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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