

PRESS RELEASE

Sales for the first 9 months of 2012: €70.26 million

Reorganisation of the international sales network

**Favourable ruling by the Toulon commercial court
regarding key person insurance**

La Seyne-sur-Mer, 8th November 2012: Groupe VIAL (ISIN: FR0010340406 – Ticker: VIA), France's leading independent discount industrial joinery group, announces its consolidated sales for the 3rd quarter and first 9 months of 2012, as well as recent key events relating to its activity.

Quarterly sales

<i>In millions of euros IFRS</i>	2012	2011	Δ
1st quarter	23.99	24.52	-2.15%
2nd quarter	24.20	28,38	-14.72%
3rd quarter	22.07	25.11	-12.12%
Total	70.26	78.01	-9.93%

Consolidated sales for the 3rd quarter to 30th September 2012 totalled €22.07 million, down 12.1% on the 3rd quarter of last year. International activity recorded an increase of 4.7%, with sales totalling €1.4 million. This slight improvement is the result of particularly dynamic sales in Bolivia, up +28.5%, thus offsetting the further significant decrease in sales in Spain and Portugal, down a total of -6.7%. On the French market, despite the promotional campaigns implemented throughout the quarter, activity fared very poorly in July and August, with sales falling by 13.6%.

Over the first 9 months of the year, consolidated sales were down 9.9% compared to the same period of 2011. A new store opened in Bolivia in September with no significant impact on the level of activity recorded over the 3rd quarter.

At 30th September 2012, Groupe VIAL's distribution network consisted of 76 stores divided as follows: 64 stores in France – 4 stores in Spain – 2 stores in Portugal – 6 stores in Bolivia.

Reorganisation of the sales network: stores in Spain to be closed

Following the audit of Groupe VIAL's industrial and commercial activity in Spain, the substantial downturn in activity and the lack of positive short-term economic prospects in this geographical region, the Group's management has decided to close its 4 Spanish stores during the 4th quarter of 2012. At the same time, a new store was opened in Bolivia in October.

The Toulon commercial court has ordered Cardif Assurance Vie to pay €5 million to Groupe VIAL with regards to its key person insurance

Given the absence of any payment of the €5 million owed to Groupe VIAL by the insurance company with regards to the key person insurance following the death of the Group's former Chairman and CEO on 12th August 2011, Groupe VIAL decided to issue a writ against Cardif Assurance Vie.

On 12th October 2012, the Toulon commercial court ordered Cardif Assurance Vie to pay Groupe VIAL the €5 million in question, as well as interest on this sum backdated to 13th February 2012.

On 19th October 2012, Cardif Assurance Vie decided to appeal this ruling, and the matter will be examined by the Aix-en-Provence court of appeal on 9th November 2012. This ongoing legal matter means that the sum in question is currently tied up and therefore not available to the Group.

Compliance with the Safeguard Procedure confirmed by the Toulon commercial court

On 25th October 2012, the Toulon commercial court issued a ruling confirming the Group's compliance with the clearing of its liabilities and the payment of the first instalment of its debt repayment by Groupe VIAL and VIAL Holding on 1st August 2012.

To comply with legal requirements, before the end of November 2012 Groupe VIAL will divest 0.6% of the treasury shares resulting from the conversion of OCEANE bonds in October 2011, in order to comply with the 10% treasury share limit.

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 September 2012 comprised 76 stores under the VIAL Menuiseries banner, including 4 in Spain, 2 in Portugal and 6 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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