

PRESS RELEASE

Sales for the 3rd quarter of 2013: €20.90 million

La Seyne-sur-Mer, 29th November 2013: Groupe VIAL (FR0010340406 – VIA), independent French industrial joinery group, today announces its consolidated sales for the 3rd quarter and first 9 months of 2013 to 30th September 2013.

Consolidated sales

<i>In millions of euros IFRS</i>	2013	2012	Δ
<i>Number of stores</i>	64¹	75	
1st quarter	19.16	23.99	-20.15%
2nd quarter	21.50	24.20	-11.15%
3rd quarter	20.90	22.07	-5.31%
9-month total	61.56	70.26	-12.39%

Over the 3rd quarter of 2013, Groupe VIAL recorded sales of €20.90 million, a slight fall of -5.31% compared with the 3rd quarter of 2012. This decrease, associated with negative market conditions for the joinery segment and the effects of the rationalisation of the Group's network of stores, was a substantially smaller one than in the 2nd quarter of 2013, and suggests a possible imminent upturn in the trend.

In France, over the 3rd quarter of 2013 the Group recorded sales of €19.80 million from 57 stores, compared with €20.66 million from 64 stores a year earlier.

Abroad, quarterly sales were down -21.99% at €1.1 million, with the sales dynamic observed on the Bolivian market (+42.93%) unable to offset the closure of activity across the Iberian Peninsula, where no stores remain open since the end of the 2nd quarter of 2013.

Over the first 9 months of the year, the Group recorded sales of €61.56 million, down -12.39% on the same period of 2012.

Sales on a like-for-like number of stores and working days basis²

<i>In millions of euros IFRS</i>	2013	2012	Δ
1st quarter	18.58	20.91	-11.13%
2nd quarter	21.24	21.97	-3.34%
3rd quarter	20.80	21.08	-1.25%
9-month total	60.62	63.94	-5.20%

Like-for-like in terms of the number of stores and working days, the fall in consolidated sales over the 3rd quarter of 2013 was just -1.25% thanks to the growth in activity in Bolivia (+42.93%) which offset most of the decrease in sales in Europe (-2.40%).

Over the first 9 months of 2013, like-for-like sales were down -5.20%.

Evolution of discussions with the Group's banking partners

Groupe VIAL is continuing to talk with its banks with a view to restructuring its debt and, in particular, adjusting the Safeguard Procedure's deadlines.

Following rulings from the Toulon Commercial Court on 19th September and 31st October 2013, the decision was made to modify the Safeguard Procedure, with the 1st August 2013 deadline being initially postponed to 30th September 2013 and later further postponed to 31st December 2013.

Negotiation of the debt of the Group's subsidiaries

The VIAL MENUISERIE, VIAL PORTES, VIAL PVC ALU and PLATEFORME DES MENUISERIES DU SUD operating subsidiaries are also involved in talks to obtain a staggering of their debt repayments.

The aim of these discussions with the institutional creditors of the various Groupe VIAL companies is, within a difficult economic context, to protect the Group's cash.

Groupe VIAL is also considering asking the Toulon Commercial Court to again adjourn the date of the Shareholders' Meeting that is due to rule on the Group's annual accounts for the year to 31st December 2012; indeed, given the advanced stage of negotiations currently being held with its creditors, it would not appear feasible to bring the shareholders of the Groupe VIAL's companies together before 31st December 2013.

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 unparalleled ratio of quality to manufacturing price thanks to full control of its supplies, its effective and modern production facilities and its vast distribution network, which at 30th September 2013 consisted of 57 stores under the VIAL Menuiseries banner in France 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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¹ The Group had 63 stores at 30th September 2013, the Lisbon store having closed during the 2nd quarter of 2013.

² Sales achieved based on 64 stores and 227 working days (vs. 234 days over the first 9 months of 2012)