



Press release  
L'Herbergement (France), 29 July 2010, 18:00

## 1<sup>st</sup> half-year 2010 turnover

IFRS – €m	2010 <sup>(1)</sup>	2009	Change %	Change % Like-for-like
<b>Consolidated turnover</b>				
<b>1<sup>st</sup> quarter</b>	<b>146.5</b>	<b>142.3</b>	<b>+3.0%</b>	<b>-4.3%</b>
<b>2<sup>nd</sup> quarter</b>	<b>172.7</b>	<b>168.9</b>	<b>+2.3%</b>	<b>-2.0%</b>
<b>TOTAL</b>	<b>319.3</b>	<b>311.2</b>	<b>+2.6%</b>	<b>-3.1%</b>
Materials trading	235.9	241.1	-2.1%	-4.4%
Concrete industry	22.7	22.9	-0.9%	-0.9%
Industrial joinery	69.9	55.2	+26.6%	+4.6%
<i>Other (services)</i>	9.7	9.7	<i>ns</i>	<i>ns</i>
<i>Inter-segment eliminations</i>	-18.9	-17.7	<i>ns</i>	<i>ns</i>

<sup>(1)</sup>Figures have not been audited. They include the companies Vendôme Fermatures since 1 May 2009, LNTP since 1 March 2010, and 100% of Isiland since 1 January 2010 (50% in 2009).

### Revenue has been stabilized

VM Matériaux recorded turnover of €319.3 million during the first six months, a year-on-year increase of 2.6% (down 3.1% like-for-like). Similar to the trend observed in the first quarter, revenue rose 2.3% at current scope in Q2 (down 2% like-for-like) to €172.7 million. Each of the Group's core operating divisions posted revenue growth at current scope during the period.

In a market weakened by the decline in housing starts, VM Matériaux maintained a policy of balanced growth. This led the Group to continue with the deployment of its new point-of-sale concept and the renovation of its concrete plants while continuing to launch innovative products. At the same time, the Group's ongoing commitment to identifying new sources of growth was reflected in the acquisition of a 70% stake in LNTP, which is specialized in materials trading for public works.

### Group's strategy targets green building

VM Matériaux took advantage of a sensitive moment in its markets to structure its green building offer; this segment represents a major opportunity for the Group, as the green renovation market is expected to double by 2012. The Group intends to establish itself as a key partner and to launch a specific "eco-solutions" offer for both the new construction and renovation markets.

VM Matériaux is demonstrating its ability to adapt and to pursue a selective investment policy, focusing on the most promising activities. The Group is now in running order to take full advantage of the recovery expected in a sector that remains structurally sound (weak supply of new housing in France, continuous need to renovate old housing units, etc.).



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**NEXT PRESS RELEASES:**

H1 2010 results on 13 September 2010, after market closes

*All our financial communications are available at our website: [www.vm-materiaux.fr](http://www.vm-materiaux.fr)*

**ABOUT VM MATÉRIAUX**

The VM Matériaux Group is focused on three different segments of the building industry:

- *Materials trading (71% of total turnover): distribution of building materials for the construction and public works sector, through a network of 117 specialized branches (including 24 overseas) providing locally-based advice to professional and DIY customers; the Group is also present in China, where it has a sourcing activity and trades in natural stone for exterior and interior decoration;*
- *Concrete industry (12% of total turnover): manufacture of ready-mix and industrial pre-cast concrete (slabs, paving, breeze blocks and prefabricated components);*
- *Industrial joinery (17% of total turnover): manufacture of exterior joinery (windows and doors in PVC, aluminum or wood), closures (roller shutters, gates, garage doors) and wood structures (trusses, traditional frames and wood panels).*

*Originally based in the Vendée department, VM Matériaux is now multi-regional, employs more than 3.000 people and is developing its business in Western France and the French overseas departments. In 2009, the Group generated turnover of €609.4 million.*

**VM Matériaux is listed on NYSE-Euronext Paris, Compartment C. Indexes: SBF 250, CAC Mid & Small 190  
Codes: ISIN FR0000066540, Reuters VMMP.PA Bloomberg VMM.FP, Ticker: VMMA**

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