



PRESS RELEASE

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Turnover as of 31 March 2013: €161.1 million

IFRS – € million Consolidated turnover	1 st Quarter 2013 ⁽¹⁾	1 st Quarter 2012 published	% Change	% Change Like-for-like ⁽²⁾
Building distribution	114.0	114.8	-0.7%	0.3%
Concrete industry	20.7	22.0	-5.6%	-4.9%
Industrial joinery	32.1	32.2	-0.5%	-2.0%
Other (services)	5.4	5.9	-8.3%	-8.3%
Inter-segment eliminations	-11.1	-11.2	-	-
TOTAL	161.1	163.7	-1.6%	-1.1%

(1) Figures have not been audited.

(2) For 2012, the like-for-like scope includes Q1 turnover of Fene-Tech and excludes turnover of sites that have been sold (sales locations in Southwest France and concrete plant in Le Buisson) as well as the closed Royan Bois site. For 2013, it excludes sale of stocks linked to disposal of the sales locations in Southwest France.

Q1 2013 turnover

Despite the effects of a decline in housing starts on new construction (-11.2% over the three-month period) and two fewer working days during the first quarter of 2013, VM Matériaux's business has held up well. For the first three months of the 2013 fiscal year, the Group recorded turnover of €161.1 million compared with €163.7 million one year earlier, thus limiting the pullback to 1.6% (-1.1% at same scope).

The turnover figure includes the scope effects of the Group's reorganisation (disposal of sales locations in Southwest France, the Le Buisson concrete plant and the closing of VM Royan Bois).

The Industrial joinery and Building distribution businesses had stable performance during the period (respectively -2.0% and 0.3% at same scope), despite severe weather. The Concrete industry's turnover retreated by 5.6% due to lower volumes in a highly competitive market.

Growth and outlook

The Group remains confident in its fundamentals and is pursuing its reorganisation project. It strengthens its sales strategy in material trading activity. It is also continuing to develop innovative new products in its industrial businesses.

NEXT PRESS RELEASE: H1 2013 Turnover on 25 July 2013 (after stock exchange closes)

All our financial communications are available at our website: www.vm-materiaux.fr

ABOUT VM MATÉRIAUX

The VM Matériaux Group focuses on three business sectors of the building industry: Materials trading, the Concrete industry and Industrial joinery. Originally based in the Vendée region, VM Matériaux now employs over 2,800 people and is active in Western France and the French overseas departments as well as in China and Canada. In 2012, the Group generated total turnover of €689.6 million.

VM Matériaux is listed on NYSE-Euronext Paris, Compartment C

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