

### REFERENCE MARKS:

- 1,476 employees <sup>(1)</sup>
- 116 outlets including 24 overseas
- Presence in China
- Member of MCD group

### ANNUAL VOLUMES:

- 43,000 tons of facade render
- 2 million m<sup>2</sup> of tile
- 1.7 million m<sup>2</sup> of terracotta tile

### TURNOVER:

508.3 M€ in 2010

(1) Full time equivalent



### REFERENCE MARKS:

- 176 employees <sup>(1)</sup>
- 25 ready-mix plants
- 5 concrete products manufacturing plants
- 126 concrete mixer trucks

### ANNUAL VOLUMES:

- 620,000 m<sup>3</sup> of ready-mix concrete
- 120,000 m<sup>3</sup> of special concretes
- 500,000 m<sup>2</sup> of slabs and paving
- 130,000 m<sup>2</sup> of pre-slabs
- Over 200,000 tons of blocks

### TURNOVER HANDLED:

81.3 M€ in 2010

(1) Turnover and strength number handled, including Vendée Béton and PPL



### REFERENCE MARKS:

- 939 employees <sup>(1)</sup>
- 8 joinery manufacturing units (PVC, aluminium, wood)
- 3 closures and gates manufacturing units (PVC, aluminium, wood)
- 4 wooden structure manufacturing units

### ANNUAL VOLUMES:

- 235,000 joinery units
- 8,000 gates
- 4,000 garage doors
- 85,000 rolling shutters
- 150,000 trusses for the joinery business

### TURNOVER:

134 M€ in 2010

(1) Full time equivalent

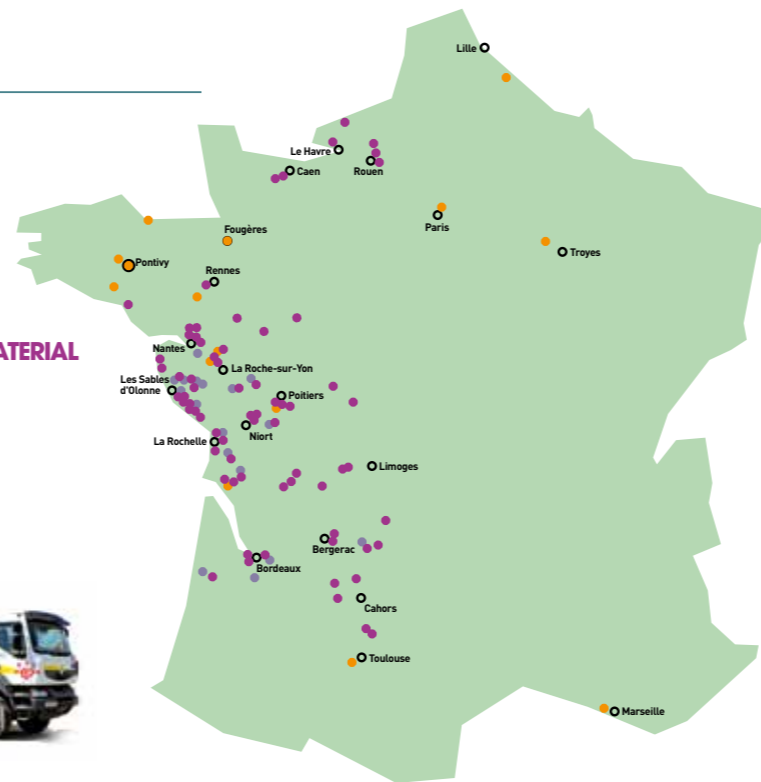


## VM MATÉRIAUX LOCATIONS

 BUILDING MATERIAL TRADING

 CONCRETE

 JOINERY



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# VM MATÉRIAUX

## CONSTRUCTIVE IDEAS

**BUILDING  
MATERIAL  
TRADING**

**Historical business  
of the Group**

Located throughout the Great West and in the French Overseas departments, specialized or multi specialist, VM's outlets offer a wide range of products to building industry professionals and private consumers: roofing, wood panels, joinery, parquet floor, tiling and sanitary ware, landscaping, tools, paneling...



**OUR STRENGTH**

VM MATERIAUX combines its network of French metropolitan and overseas outlets with its industrial abilities and Research & Development laboratory to provide the best solutions for both new buildings and renovation markets.

According with new French regulations, the "écoSOLUTIONS" developed in each field of the Group represent an important growth vector for the future.



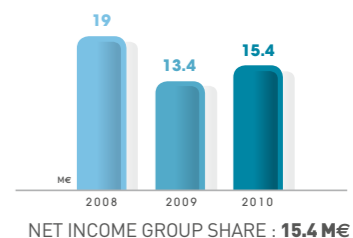
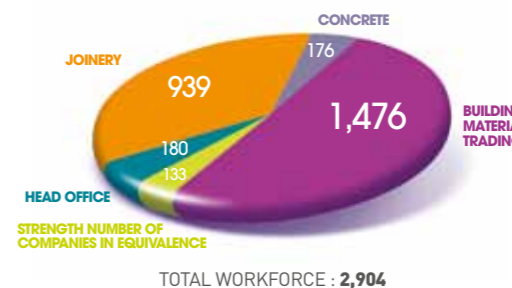
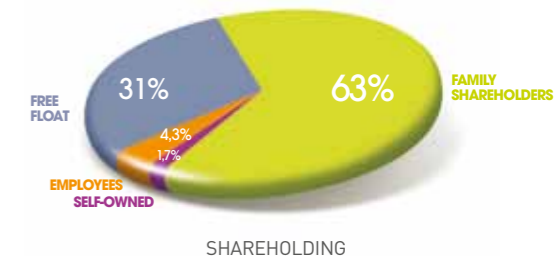
**VM'S CLUB GENERATION**

VM MATERIAUX is committed to family values and cultivates this specificity with its «VM'S Generation Club» which brings together leaders and family shareholders, their children and grandchildren, in order to develop their knowledge about the company and prepare this new generation to its responsibilities as future shareholders.

**REFERENCE  
MARKS**

**KEY FIGURES**

2010 consolidated turnover: 630.6 M€  
Net income group share: 15.4 M€  
Workforce: over 3,000 employees



**CONCRETE**

**Know-how and innovation:  
the heart of the activity**

The concrete activity is organized in two branches, in synergy with building material trading:

- ready-mix concrete with a network of 25 concrete plants
  - industrial precast concrete with 5 plants manufacturing concrete products : slabs, paving, blocks or front panels.
- In addition, a high-performance R & D laboratory develops tomorrow's solutions.



**THE écoSOLUTIONS**

**Promote energy efficiency  
solutions**

At a time of sustainable construction, the group proposes its Green "écoSOLUTIONS", a complete offer of products, personal advices and services. In each outlet, specialized corners with competent staff recommend solutions fitting the best to customers needs (thermal study, products such as insulation, roofing, joinery, heater, ventilation, photovoltaic). The clients can also be in touch with craftsmen or building contractors, in order to guarantee know-how and high-performance results.



**INDUSTRIAL  
JOINERY**

**Atlantem, a global offer**

- Specialist in industrial joinery, Atlantem has three business divisions:
- Atlantem: windows and entrance doors in wood, aluminum or PVC.
  - Vendôme: rolling shutters, garage doors and gates.
  - Incobois: frames, pieces for buildings with wooden trusses.

Atlantem has 15 industrial manufacturing sites in France and a new one in Canada since 2011. It relies on a network of 140 members of Solabaie's brand.



**OVER A HUNDRED YEARS  
OF HISTORY  
AND CONSTRUCTIVE IDEAS**



- 1907 Company founded in l'Herbergement, Vendée
- 1941 Creation of first materials trading outlet
- 1969 Creation of first concrete plants
- 1990 Stock market launch
- 1995 Takeover of Février (industrial joinery)
- 2001 First overseas outlets
- 2003 Acquisition of Mégnier (sales 100 M€)
- 2004 Capital increase (ABSA)
- 2008 Business development in China
- 2009 Business development of Public Works activities
- Acquisition of Vendôme Fermetures
- 2010 Acquisition of 70% of Lntp capital
- Taking part at 100% of PPL and Vendée Béton subsidiaries