

19 October 2009

Sales hold up well

Turnover for the first nine months of 2009: +3.3% Directly-owned stores: +9.0%
Q309 turnover: +2.5% Directly-owned stores: +9.4%

Over the first nine months of 2009, Mr Bricolage SA generated turnover of €412.3 million, up 3.3%. Sales were driven by acquisitions and transfers of Directly-owned stores, where turnover was up 9.0% at current scope. On a like-for-like store basis, turnover at Directly-owned stores was up 0.3%, in a market that was down 3.4% over the same period⁽¹⁾.

In € million (at current scope)	30.09.09	30.09.08	Change 30.09.09 / 30.09.08
Directly-owned stores	263.4	241.7	+9.0%
Network services	149.0	157.5	-5.4%
Sales of goods	100.6	104.1	-3.4%
<i>o.w. promotional sales</i> ⁽²⁾	40.7	38.9	+4.7%
Sales of services	48.4	53.4	-9.4%
Total turnover, excluding tax	412.3	399.2	+3.3%
<i>Turnover excluding promotional sales</i> ⁽²⁾	371.7	360.4	+3.1%

▪ Directly-owned stores: sales hold up well

The strategy for maintaining sales made it possible to limit the fall-off in store visits and especially to increase the average basket size since the beginning of the year. **Over the first nine months, turnover at Directly-owned stores was up +9.0% at current surface area and +0.3% on a like-for-like store basis, in a market that was down -3.4% over the same period⁽¹⁾.**

In Q3, turnover amounted to €95.6 million (+9.4% at current surface area and +0.6% on a like-for-like store basis).

The eight acquisitions and two transfers in the first half, the reopening of the Niort site (July) and the transfer of the Abbeville and Ruffec stores (August) helped drive sales over the first nine months and in Q3.

As of 30 September 2009, there were thus 82 Directly-owned stores operating under the Mr.Bricolage brand in France, covering some 338,808 m², *excluding the acquisitions agreed on 30 September 2009.*

▪ Network services: €149.0 million, -5.4% over the first nine months

The fall-off in turnover at Network services was mainly due to the lower sales of services (-9.4%) as a result of the contraction in store purchasing bases.

Promotional sales⁽²⁾ rose thanks to the sourcing decision for 2009 (sales passing through the outsourced logistics platforms up 4.7% over the period), including an increase in volumes with our partners outside mainland France.

Brand networks: €1,427.7 million, -0.5% (at current surface area)

In € million – Turnover, including tax	30.09.09	Change at current surface area
Total network turnover	1,427.7	-0.5%
- of which Mr Bricolage network	1,339.3	+0.0%
- of which Catena network	88.4	-8.2%

Over the nine months, there were ten openings, eleven enlargements and five switches from Catena to Mr.Bricolage: there are now 524 stores covering over 1,390,000 m². At the end of September 2009, the

430 Mr.Bricolage stores and the **94 Catena stores** respectively operated total retail space of **1,297,300 m²** and **93,200 m²**.

France

In mainland France, against the background of a **DIY market that was down -3.4% in value terms over the first nine months** ⁽¹⁾, turnover including tax on a like-for-like store basis was down -1.4% at the Mr.Bricolage network and -0.9% at the Catena network.

In French overseas departments and territories, sales at the 19 outlets stabilised and over the first nine months as a whole were up slightly (+1.0% at current surface area).

International

The 51 Mr.Bricolage stores operating in nine countries generated nine-monthly turnover including tax of €144.4 million, up +1.9% at current surface area. Nevertheless, on a like-for-like store basis, international sales were down -7.5% over the first nine months due to the marked slowdown in Eastern Europe (-16.3%).

Mr Bricolage has become no. 3 in DIY in France following the acquisition of the "Briconautes" group

Mr Bricolage SA would like to remind readers that the consolidated figures as of 30 September do not include the acquisitions announced on 1 October:

- the acquisition of the "Briconautes" group, including the Le Club central services unit, sixteen directly-owned stores operating under the Les Briconautes brand and the real estate at ten of these sites;
- the acquisition of two Mr Bricolage branded stores (La Roche sur Yon and Cholet).

And the disposal of Seguin, a warehouse for third parties located in Sourdeval, had no impact on consolidated turnover as of 30 September 2009.

Evolution of the financial structure

The Group's net debt at 30 September 2009 amounted to €182.0 million compared to €127.9 million at 30 June 2009. This change is mainly due to the financing of the acquisition of 2 Mr Bricolage branded stores on 30 September, including debt, and the payout of 2009 end-of-year rebates to the networks as of Q3 2009.

Mr Bricolage launches its new corporate website: www.mr-bricolage.com

Mr Bricolage SA announces the official launch of its new corporate website www.mr-bricolage.com, which is a real multimedia platform to inform Group contacts: employees, investors, shareholders... This new website offers besides a web TV, an iPhone version and a blog www.blog.mr-bricolage.com.

Quarterly turnover comparative information

Consolidated turnover (€ million, excluding tax) At current scope	Q1			Q2			Q3		
	2009	2008	% Change	2009	2008	% Change	2009	2008	% Change
Directly-owned stores	77.3	70.8	+9.1%	90.5	83.5	+8.4%	95.6	87.4	+9.4%
Network services	55.4	53.3	+3.9%	46.3	52.2	-11.4%	47.2	51.9	-9.0%
Sales of goods	39.1	36.8	+6.3%	30.6	34.5	-11.2%	30.9	32.8	-6.0%
<i>o.w. promotional sales</i> ²	19.6	16.8	+16.6%	10.7	11.8	-9.3%	10.4	10.3	+1.3%
Sales of services	16.3	16.6	-1.5%	15.7	17.8	-11.6%	16.4	19.1	-14.2%
Total turnover, excluding tax	132.7	124.2	+6.9%	136.8	135.8	+0.8%	142.8	139.3	+2.5%
<i>Turnover excluding promotional sales</i> ²	113.1	107.4	+5.3 %	126.2	124.0	+1.7%	132.4	129.0	+2.6%

(1) Source: Banque de France

(2) Promotional sales are sales of goods passing through the outsourced logistics platforms.



ABOUT MR BRICOLAGE

No. 3 DIY retailer in France (close to 650 outlets), following the acquisition of the "Les Briconautes" Group and operating in nine other countries (51 stores), the Mr Bricolage Group has over 1,600,000 m² across the Mr Bricolage, Catena, Les Briconautes and Les Jardinautes networks. With close to 12,000 employees, the Group's networks collectively account for turnover including tax of around €2.2 billion.

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