

INVESTOR DAY

REXEL PRESENTS ITS STRATEGIC ROADMAP

Rexel, a world leader in the distribution of electrical supplies, is holding an Investor Day in Lyon today. During this meeting, which includes a field trip showcasing its French operations, Rexel will update the market on the Group's growth strategy.

Rexel will present its strategic roadmap, which aims at consolidating the Group's market leadership by:

- **Capturing market opportunities through a strong focus on well-identified growth drivers.** By focusing efforts and resources on energy efficiency, renewable energy solutions and by providing value-added services to large-scale projects, Rexel aims to generate additional annual sales of around €400 million by 2012. In addition, Rexel intends to continue leading the consolidation of the global electrical-supply market through acquisitions that aim either at increasing the Group's market share in the mature European and North American markets or expanding its presence in emerging markets, particularly China, South-East Asia and India.
- **Upgrading its business model to continue Rexel's evolution towards higher value-added services.** By developing its multi-channel offer and achieving greater back-office rationalization, Rexel will free up resources to provide its clients with customized solutions.
- **Enhancing profitability in selected markets.** By better capitalizing on its dual network in the United States and improving the performance of selected European assets acquired from Hagemeyer, Rexel can leverage its leadership position to enhance profitability.
- **Continuing the deleveraging and strengthening of its balance-sheet.** After increasing its financial flexibility through covenant renegotiation last July and significantly reducing its indebtedness, Rexel is considering the possibility of tapping the bond market in the near-term, market conditions permitting, in order to extend the maturity of its financing.

OUTLOOK

During the Investor Day, Rexel will update the market on its 2009 outlook:

- Full-year sales should be in the range of €11.2 billion to €11.3 billion
- Adjusted EBITA margin should be close to 4.0%
- Net debt at year-end should be below €2.5 billion, down by at least €400 million year-on-year

Over the medium-term, in a stabilized environment, Rexel should post organic growth of at least 1 percentage point above the GDP of the regions in which the Group operates, significantly improve its profitability and generate a sustained level of free cash flow before interest and tax.

Jean-Charles Pauze, Chairman of the Management Board and CEO, said:

"Rexel has a clear medium-term roadmap to seize opportunities as markets progressively improve. Rexel's teams and resources are fully mobilized to implement our strategy and provide our clients with the value-added services and solutions which will drive our profitable growth and further reinforce our market leadership."

FINANCIAL INFORMATION

A slideshow of the presentations held during the Investor Day will be available on the Company's website at 12pm (CET time).

CALENDAR

February 11, 2010: Fourth-quarter and full-year 2009 results.

FOR FURTHER INFORMATION, PLEASE CONTACT:

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Rexel, a global leader in the distribution of electrical supplies, serves three main end markets: industrial, commercial and residential. The Group operates in 34 countries, with a network of some 2,300 branches, and employs 30,000 people. Rexel's pro forma sales were €13.7 billion in 2008. Its majority shareholders are an investor group led by Clayton, Dubilier & Rice, Eurazeo and Merrill Lynch Global Private Equity.

Rexel is listed on the Eurolist market of Euronext Paris (compartment A, ticker RXL, ISIN code FR0010451203). It is integrated in the following indices: NEXT 150, SBF 120, and CAC Mid 100.

For more information, visit Rexel's web site at www.rexel.com

DISCLAIMER

The Group is indirectly exposed to fluctuations in copper price in connection with the distribution of cable products. Cables accounted for approximately 15% of the Group's sales, and copper accounts for approximately 60% of the composition of cables. This exposure is indirect since cable prices also depend on suppliers' commercial policies and on the competitive environment in the Group's markets. Changes in copper prices have an estimated so-called "recurring" effect and an estimated so called "non-recurring" effect on the Group's performance, assessed as part of the monthly internal reporting process of the Rexel Group:

- the recurring effect related to the change in copper-based cable prices corresponds to the change in value of the copper part included in the selling price of cables from one period to another. This effect mainly relates to sales;

- the non-recurring effect related to the change in copper-based cables price corresponds to the effect of copper price variations on the selling price of cables between the moment they are purchased and the time they are sold, until all such inventory is sold (direct effect on gross profit). Practically, the non-recurring effect on gross profit is determined by comparing the historical purchase price and the supplier price effective at the date of the sale of the cables by the Rexel Group. Additionally, the non-recurring effect on EBITA is the non-recurring effect on gross profit offset, when appropriate, by the non-recurring portion of changes in the distribution and administrative expenses (essentially, the variable portion of compensation of sales personnel, which accounts for approximately 10% of the variation in gross profit).

Both these effects are assessed on the whole of cable sales in the period, the majority of sales being thus covered. In addition, internal Rexel Group procedures stipulate that entities that do not have the information systems that allow such exhaustive calculation have to estimate these effects based on a sample representing at least 70% of the sales in the period. The results are then extrapolated to all cables sold during the period. Considering the sales covered, the Rexel Group deems the effects thus measured a reasonable estimate.

This press release may contain statements of future expectations and other forward-looking statements. By their nature, they are subject to numerous risks and uncertainties, including those described in the Document de Référence registered with the French Autorité des marchés financiers on April 20, 2009 under number R.09-022. These forward-looking statements are not guarantees of Rexel's future performance. Rexel's actual results of operations, financial condition and liquidity as well as development of the industry in which Rexel operates may differ materially from those made in or suggested by the forward-looking statements contained in this release. The forward-looking statements contained in this communication speak only as of the date of this communication and Rexel does not undertake, unless required by law or regulation, to update any of the forward-looking statements after this date to conform such statements to actual results, to reflect the occurrence of anticipated results or otherwise.