

## 1<sup>st</sup> quarter 2012 turnover at €142.9 M Sustained activity

Consolidated (€M) – non audited	31.03.2012	31.03.2011	Variation
Turnover	142.9	139.8	+2.2%

### A quarter penalised by difficult climatic conditions

The 1<sup>st</sup> quarter 2012 turnover of Groupe MAISONS FRANCE CONFORT was €142.9 M, an increase of €3.1 M or +2.2%. At constant scope, the activity remained stable.

Despite a particularly rigorous winter (bad weather and extreme negative temperatures for several weeks), which weighed down production in February, first quarter activity remained strong.

### Rebound of sales in March

The order book at the end of March 2012 reached 1,537 sales and represents a turnover of €154.2 M ex. tax, a reduction of 12.7% in number and 12.5% in value relative to 2011, for an average prices of €100.3 K ex. tax. After a February disturbed by the weather March recorded a rebound with 636 sales.

Globally demand remains well oriented with good visitor numbers for the Group's Internet sites and this despite a marked wait-and-see attitude among customers related to the elections and the macro-economic environment.

### On line activity with the expected trends

Taking into account the activity recorded in the 1<sup>st</sup> quarter and the Group's visibility (17 month delay between contract signature by the client and delivery of the house), MAISONS FRANCE CONFORT is already assured of activity that will remain sustained in 2012, certainly with lower turnover, but which will permit good profitability to be maintained.

### Development levers and an ability to resist less favourable market conditions

Strengthened by its leadership, MAISONS FRANCE CONFORT has solid fundamentals that allow it to resist less favourable market conditions:

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- A diversified product range responding to a varied customer base (first and second time buyers, older people...) in a structurally buoyant market;
- A powerful sales network spread throughout the country;
- A real lead in innovation (Maisons Performances, Concept MFC 2020 - a new innovative concept that will offer a new form of living combining a positive energy house and totally free mobility using an electric car recharging from the energy produced by the house) - [www.concept-MFC-2020.fr](http://www.concept-MFC-2020.fr);
- A place as leader and focus of federation for the profession.

The Group is also progressively putting in place new development levers:

- Turnkey solutions notably aimed at local authorities;
- Stronger control of land (selection and reservation);
- The development of a wider renovation range (thermal and global).

This solidity and a business model largely proven in the past permit MAISONS FRANCE CONFORT to continue to gain market share, seize the growth opportunities that will present themselves and prepare for medium term market developments.

**Next presse release:** 2<sup>nd</sup> quarter 2012 turnover, on 7 August 2012 after stock exchange

### ABOUT MAISONS FRANCE CONFORT:

Founded in 1919, MAISONS FRANCE CONFORT is the oldest builder of single-family homes in France and one of the first two largest builder of single-family homes on individual plots. The Group operates in 20 regions in France, with 340 sales offices and 50 model homes.

Staff size at 31 March 2012: 1,430 people.

MAISONS FRANCE CONFORT is listed on the Euronext Paris - Compartment C.

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Commercial site: [www.maisons-france-confort.com](http://www.maisons-france-confort.com) - Financial site: [www.groupe-mfc.com](http://www.groupe-mfc.com)

### CONTACTS:

#### MAISONS FRANCE CONFORT

Patrick Vandromme  
Chairman and Managing Director  
Tel. +33 (0)2 33 80 66 61  
Email [pvandromme@maisonfc.fr](mailto:pvandromme@maisonfc.fr)

Jean-Christophe Godet  
Finance & Administration Manager  
Tel. +33 (0)2 33 80 66 61  
E-mail [finances@maisonfc.fr](mailto:finances@maisonfc.fr)

#### ACTUS

Amalia Naveira  
Analyst/Investor/Press relations  
Tel. +33 (0)4 72 18 04 90  
E-mail [anaveira@actus.fr](mailto:anaveira@actus.fr)

Marie Claude Triquet  
Presse relations  
Tel. +33 (0)4 72 18 04 93  
Email [mctriquet@actus.fr](mailto:mctriquet@actus.fr)