

**2012 turnover at €563M**  
**Commercial activity outperforming the market**  
**Solid fundamentals for 2013**

Consolidated (€M)– unaudited	2012	2011
Q1 Sales	142.9	139.8
Q2 Sales	154.4	167.7
Q3 Sales	117.4	125.6
Q4 Sales	148.6	150.8
12-month Sales	563.3	583.9

**Good 2012 turnover resistance at €563M**

The 2012 turnover of MAISONS FRANCE CONFORT group was €563.3M, a fall of 3.5%.

This variation includes the last two acquisitions (Maisons de Stéphanie and Extraco Création). At constant perimeter, the change in activity was -6.3%, which exceeds the stated objectives.

During 2012, MAISONS FRANCE CONFORT group delivered 5,955 individual houses confirming its place as the main player in property acquisition in France.

The Group's financial structure is solid with €101M available cash and cash net of debt of €51M providing it with financial independence and the confidence of its partners.

**A dynamic final quarter for order intake**

Despite a disturbed environment the Group recorded good commercial dynamics in the last quarter, partly linked to the end of application of the 2005 thermal regulations with 1,927 orders taken against 1,702 in 2011, an increase of 13.2% in number (at constant perimeter: + 3.5% in number).

For the whole 2012 financial year the order book was 6,589 sales and represents a turnover of 662.2 M€ ex tax., a fall of 3.8% in number and 4.4% in value (change at constant perimeter: -10.6% in number and -10.6% in value) so outperforming the market (-16% - Source: Caron Markemétron 12/12).

For the month of January the level of contacts has remained sustained, a sign of the match between the Group's products and customer's expectations.

## PRESS RELEASE

### In 2013, MAISONS FRANCE CONFORT group will strengthen its position as leader

In an economic context that continues to be disturbed, MAISONS FRANCE CONFORT is approaching 2013 with caution. Nevertheless, due to the visibility that it gets from its order book, and the measures put in place in 2012 to limit the impact of the fall in production, the Group anticipates a turnover 7% lower with a satisfactory profit level.

The Group can rely on the economic and financial assets that forged its success and have raised it to 1<sup>st</sup> place among individual housebuilders:

- With national territorial coverage, the Group can also draw profit from regions that remain dynamic (Aquitaine, Midi-Pyrénées, PACA, ...).
- Leadership and experience recognised by all its partners who also give it an uncontested place as the unifying force in the profession.
- Strong market knowledge that permits it to position itself for new growth relays like the very important "renovation" market and the launch of new products for local authorities will be development factors in the coming months.

**Next press release:** 2012 annual results, on 19 March 2013, after stock exchange closing.

**Next meeting:** on 20 March 2013 at 10:00 a.m. at the Hôtel Lotti, 7 rue de Castiglione, Paris 1

#### ABOUT MAISONS FRANCE CONFORT:

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

Staff at 31 December 2012 : 1,491 people.

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

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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  
Email [finances@maisonfc.fr](mailto:finances@maisonfc.fr)

##### ACTUS

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

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