

1st quarter 2013 turnover at €125.4M 2013 objectives maintained

Consolidated (€M) – non audited	31.03.2013	31.03.2012	Variation
Turnover	125.4	142.9	-12.2%

The 2013 1st quarter turnover of Groupe MAISONS FRANCE CONFORT was €125.4M, a reduction of 12.2%. For a constant perimeter activity was reduced by -16.7%.

This variation came, as expected, from the fall in sales in 2012, but also from particularly difficult weather conditions during this 1st quarter that inevitably weighed on production.

At the end of March 2013 the order book was 1,262 sales and represents a turnover of €136.7M ex tax., a fall of 23.4% in number and 16.9% in value (an effect of the introduction of the RT2012 standard). It should be noted that order intake in the month of March 2012 was particularly high and makes an unfavourable basis for comparison. The market itself fell by 27% - Source: Caron Markemétron 03/13.

The level of contacts remains high and the order intake trend at the end of April should improve.

The renovation activity confirms its growth with a signed turnover for the quarter reaching €1M, or 23 sites, against 2 for the same period of the previous year.

The Group reiterates its objectives for 2013

For the whole financial year, the Group confirms its objective of achieving a turnover reduced by 7 to 9% with a satisfactory level of profit maintained. The delay caused to production during the winter months should be mostly erased in the 1st half.

Furthermore, the Group can support itself on the economic and financial assets that have hoisted it to 1st place among individual house builders in France and that will permit it to continue to win market share in a particularly difficult environment for the profession.

Finally, the Group is pleased by the decision taken last 24 April by the Council of State to approve the appeal lodged by the Interprofessional Household Equipment Manufacturers Group against the order approving the method of calculation for RT2012. This decision opens the door to new discussions that will perhaps permit better control of the additional costs related to implementing these new regulations and so improves the credit-worthiness of the lowest income first time buyers.

PRESS RELEASE

Next **presse release**: 2nd quarter 2013 turnover, on 5 August 2013, after stock exchange

ABOUT MAISONS FRANCE CONFORT:

Founded in 1919, MAISONS FRANCE CONFORT is the oldest builder of single-family homes in France and the 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 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 - Financial site: www.groupe-mfc.com

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