

1st half year 2013 sales at €266.2M
Increase in sales over the last 2 months
2013 objectives maintained

Consolidated (€M) – non audited	30.06.2013	30.06.2012	Variation
Q1 Sales	125.4	142.9	-12.3%
Q2 Sales	140.9	154.4	-8.8%
1 st half year cumulative Sales	266.2	297.3	-10.5%

The 2013 1st half sales of Groupe MAISONS FRANCE CONFORT was €266.2M, a reduction of 10.5%. For a constant perimeter activity was reduced by -15.4%.

This drop in activity following the fall in order intake in 2012 matches the stated forecasts. Nevertheless the 2nd quarter showed an inflection of the trend with a fall of 8.8% against 12.3% in the 1st quarter, which was affected by particularly difficult weather conditions.

At the end of June 2013 the order book was 2,842 sales and represents a turnover of €307.9M ex tax., a fall of 12.5% in number and 5.3% in value. The market itself fell by 17.5% - Source: Caron Markemétron 06/13.

After a first quarter impacted by the introduction of the new RT 2012 and by particularly unfavourable weather, the very good sales activity in the 2nd quarter should be noted. So, order intake over this period fell by 1.25% in number (in a market at -8% over the same period: Caron Markemétron 06/13) and an increase of +6.7% in value with the month of June particularly supported (+18 % in value).

This good resistance, which allowed much better performance than the market despite a context that remains disturbed, is directly linked to the dynamism of our teams and the effectiveness of the sales organisation that has been set up.

The increase in the average sale price is linked to the application of the RT 2012 standard combined with a favourable change in the customer base: more solvent first time buyers and a progressive return of second time buyers.

The level of contacts remained entirely satisfactory in July.

At the end of June the signed renovation turnover for the half-year reached €1.8M.

PRESS RELEASE

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.

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.

Next press release: 1st half year 2013 results, on 10 September 2013 after stock exchange

Next meeting: on 11 September 2013, Euronext Auditorium, 39 rue Cambon, 75001 Paris

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 30 June 2013: 1,465 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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