

## 2014 Sales at €505M: targets achieved Order intake shows slight recovery in Q4

Consolidated (€M) – unaudited	2014	2013	Change
Q1 Sales	124.3	125.4	-0.9%
Q2 Sales	139.9	141.0	-0.8%
Q3 Sales	108.0	114.0	-5.3%
Q4 Sales	133.2	136.1	-1.9%
<b>12-month Sales</b>	<b>505.4</b>	<b>516.5</b>	<b>-2.1%</b>

### Annual Sales in line with the objectives announced

The MAISONS FRANCE CONFORT Group posted 2014 sales of €505.4M, down 2.1% and 5.1% at constant scope. This drop in activity brought about by the decline in order intake in 2013 is consistent with the forecasts announced and strengthens the Group's position in achieving annual profitability which will remain satisfactory.

### End-of-year order intake confirms a slight recovery

Order intake to the end of December 2014 amounted to 5,534 sales and represented a turnover of €603.4M excluding taxes, down 1.9% in number and 1.1% in value compared to last year. At constant scope, the change is -4.7% in number and -4.5% in value.

The last two months of the year have shown signs of recovery in terms of business and commercial activity. The months of November and December increased by 9.8% and 11.1% in value, respectively. At constant scope, the increase is 5.5% in value.

### Acceleration of the implementation of growth drivers

The MAISONS FRANCE CONFORT Group has successfully implemented its growth drivers:

- Renovation activity over the year represented nearly €10M with order intake increasing to the end of December.
- The bundled offer, dedicated notably to social landlords, is strengthened. A first programme of 20 houses, located in Argentan (Orne), was delivered last September and three other programmes are currently underway.
- MFC Services, a real estate brokerage entity launched in 2014, has already completed fifty or so projects.
- Lastly, in January 2015, the Group has announced an equity stake in a land development company in the Rhône Alpes region.

Furthermore, the Group remains alert to any external growth opportunities which would be presented in a highly concentrated market.

## PRESS RELEASE

**Next press release:** 2014 annual results, on 18 March 2015, after stock exchange closing.

**Next meeting:** on 19 March 2015 at 10:00 a.m. – Centre de conférence Edouard VII, 23 Square Edouard VII - Paris 9

### 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 2014: 1,397 people.

**MAISONS France CONFORT equities are eligible for PEA-PME equity savings plan.**

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)

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