



**LES NOUVEAUX CONSTRUCTEURS**  
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## Les Nouveaux Constructeurs First-Half 2010 Review

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- First-half revenue: €220 million, down 14% compared with H1 2009
  - Impact of commercial real estate and block sales to Spanish banks in 2009
  - Housing revenue in France up 5% vs. H1 2009
- Orders
  - Excellent second-quarter sales in France with orders totaling €119 million
  - Smaller contribution from block sales compared with H1 2009
- Backlog up 21% since year-end 2009
- Rebuilding the land potential in France: up 120% year on year

**PARIS - THURSDAY, JULY 29, 2010 - LES NOUVEAUX CONSTRUCTEURS**, a leading European residential real estate developer, today released its review of the six months that ended June 30, 2010.

KEY PERFORMANCE INDICATORS (in € millions)	H1 2010	H1 2009	Change
<b>Net revenue</b>	<b>220</b>	<b>255</b>	<b>-14%</b>
Orders (including VAT)	294	342	-14%
Backlog, net (at June 30)	552	637	-13%
Land potential, net (at June 30)	958	666	+44%

**Olivier Mitterrand**, Chairman of the Management Board, said:

*"The strong demand for housing in France noted in 2009 carried over into first-half 2010. Given this situation, LNC continued to build up its land potential in France, which has more than doubled over the past 12 months. This in turn has enabled us to rebuild our product portfolio, leading to a number of major program launches during the second quarter. In fact, there were as many launches over this period as in all of 2009."*

## REVENUE

For the six months ended June 30, 2010, **LNC** revenue totaled €220 million, a decline of 14% from the prior-year period.

### REVENUE BY OPERATING SEGMENT

In € millions excl. VAT	H1 2010	H1 2009	Change
<b>France</b>	<b>145.9</b>	<b>160.0</b>	<b>-9%</b>
Of which housing	129.1	123.1	+5%
Of which commercial real estate	16.8	36.9	-55%
<b>Spain</b>	<b>26.9</b>	<b>44.1</b>	<b>-39%</b>
<b>Germany</b>	<b>46.0</b>	<b>48.4</b>	<b>-5%</b>
Of which Concept Bau-Premier	15.1	25.2	-40%
Of which Zapf*	30.9	23.2	+33%
<b>Other countries</b>	<b>1.2</b>	<b>2.6</b>	<b>-54%</b>
<b>Total</b>	<b>220.0</b>	<b>255.0</b>	<b>-14%</b>

\*Zapf, which was 50% proportionally consolidated until April 30, 2009, has been fully consolidated since May 1, 2009.

**In France**, first-half 2010 revenue totaled €145.9 million, down 9% from the prior-year period. The decline was mainly due to the sharp reduction in revenue from the **commercial real estate** business with the completion of the Copernic 2 program in late 2009.

**Housing revenue** on the other hand rose by 5% compared with first-half 2009, thanks in particular to the first-time consolidation of Dominion. The new subsidiary contributed €7 million to revenue for the period.

**In Spain**, revenue for the first six months amounted to €26.9 million, down 39% from the prior-year period. **Premier España** delivered 88 homes in first-half 2010, compared with 128 in the first six months of 2009. The decline was due to a high basis of comparison for second-quarter 2009, when four lots and 53 housing units were sold to a bank for €27.5 million. Excluding the impact of this transaction, first-half 2010 revenue was up approximately 62%.

**In Germany**, revenue from **Concept Bau-Premier** totaled €15.1 million, compared with €25.2 million in first-half 2009 as the company delivered only 43 homes in the first six months of 2010, versus 70 in the prior-year period.

Revenue from **Zapf** amounted to €30.9 million, compared with €23.2 million in first-half 2009, during which the company was 50% proportionally consolidated for four months. This means that on a comparable basis, business was practically the same for the two periods.

## BUSINESS PERFORMANCE

Orders were down 14% in value and 17% in volume year on year, mainly due to a high basis of comparison stemming from the large number of block sales in France, Spain and Germany in first-half 2009.

However, orders in second-quarter 2010 were up sharply compared with the first three months of the year, rising approximately 55% in volume and 53% in value.

## ORDERS - HOUSING

In € millions incl. VAT	H1 2010	H1 2009	Change
<b>France</b>	<b>195</b>	<b>206</b>	<b>-6%</b>
Of which individual homebuyers	170	155	+9%
Of which block sales	25	51	-51%
<b>Spain</b>	<b>29</b>	<b>23</b>	<b>+29%</b>
<b>Germany</b>	<b>58</b>	<b>105</b>	<b>-45%</b>
Of which Concept Bau-Premier	30	68	-56%
Of which Zapf	28	37	-25%
<b>Other countries</b>	<b>12</b>	<b>8</b>	<b>+51%</b>
<b>Total</b>	<b>294</b>	<b>342</b>	<b>-14%</b>

**In France**, first-half 2010 orders declined 18% in volume but only 6% in value versus the prior-year period. The difference was due mainly to the large number of block sales in first-half 2009, which totaled 316 housing units versus just 155 in the first six months of 2010. The Company's strategy produced results in the second quarter with the launch of 14 new programs, compared with 13 for all of 2009.

Excluding block sales, first-half sales to individual homebuyers declined by 4% year on year to 688 units but rose by 9% in value because of higher average unit prices.

Buy-to-let sales accounted for 45% of sales to private buyers in first-half 2010, versus 55% for full-year 2009.

**In Spain**, the subsidiary had 11 programs on the market at June 30, 2010, compared with 12 one year earlier. Sales to private buyers rose by 134% to 138 units in first-half 2010, from 59 units in the first six months of 2009. This sharp increase reflects the success of affordable housing programs in Madrid, which represented 67 units. Other orders concerned 55 completed housing units and 16 off-plan purchases.

No block sales have been carried out in 2010, compared with 48 in first-half 2009.

**Premier España** had 127 completed homes that were unsold as of June 30, 2010, compared with 164 units three months earlier. Selling these homes remains the subsidiary's top priority.

**In Germany, Concept Bau-Premier** booked 70 orders in first-half 2010 versus 215 for the prior-year period. The substantial decline was due mainly to a high basis of comparison in first-quarter 2009, when 91 units in Munich were sold as a block to an institutional investor for approximately €24 million.

**Zapf's** first-half 2010 sales totaled €28.4 million, compared with €37.7 million for the year-earlier period. The decrease reflects the gradual discontinuation of Zapf's property development business as part of the restructuring plan.

## BACKLOG

At June 30, 2010, net backlog amounted to €552 million, down 13% from one year earlier but up around 21% from December 31, 2009.

Housing backlog totaled €533 million or 11.6 months of business based on housing revenue over the past 12 months, versus 9 months of business at year-end 2009.

## BACKLOG AT JUNE 30

In € millions excl. VAT	2010	2009	Change
<b>France</b>	<b>341</b>	<b>408</b>	<b>-16%</b>
Of which housing	322	334	-4%
Of which commercial real estate	19	74	-74%
<b>Spain</b>	<b>43</b>	<b>40</b>	<b>+7%</b>
<b>Germany</b>	<b>153</b>	<b>178</b>	<b>-14%</b>
Of which Concept Bau-Premier	75	98	-23%
Of which Zapf	78	80	-2%
<b>Other countries</b>	<b>15</b>	<b>11</b>	<b>+36%</b>
<b>Total</b>	<b>552</b>	<b>637</b>	<b>-13%</b>

**In France**, backlog at end-June 2010 came to €341 million, €67 million lower than one year earlier but €42 million higher than the €299 million recorded at December 31, 2009.

Housing backlog was down a slight €12 million year-on-year but up €57 million from year-end 2009, due mainly to the contribution of **Dominium**. Consolidated as from January 1, 2010, the new subsidiary added €29 million to backlog at June 30, 2010. With no new orders received since the completion of the Copernic 2 program, commercial real estate backlog was down €55 million compared with June 30, 2009.

**In Spain**, backlog amounted to €43 million at June 30, 2010, up 7% from one year earlier. It included €20 million in orders for two affordable housing programs in Madrid and €9 million for homes under lease with an option to buy.

**In Germany**, backlog stood at €153 million at end-June 2010. Backlog for **Concept Bau-Premier** was €23 million lower than at June 30, 2009 but €15 million higher than at year-end 2009. **Zapf's** backlog rose by €28 million compared with December 31, 2009, of which one-third for the garage business and two-thirds for the construction business.

## LAND POTENTIAL

At June 30, 2010, **LNC's** housing land potential came to €958 million (excluding VAT). This represents 4,768 housing units, an increase of 68% from one year earlier when the housing land potential totaled 2,845 units. Based on housing revenue over the past 12 months, this represents 1.7 years of business.

### CONFIRMED LAND POTENTIAL AT JUNE 30 - RESIDENTIAL

In € millions excl. VAT	2010	2009	Change
<b>France</b>	<b>684</b>	<b>311</b>	<b>+120%</b>
<b>Spain</b>	<b>116</b>	<b>145</b>	<b>-20%</b>
<b>Germany</b>	<b>143</b>	<b>193</b>	<b>-26%</b>
Of which Concept Bau-Premier	142	146	-2%
Of which Zapf	1	47	-98%
<b>Other countries</b>	<b>15</b>	<b>17</b>	<b>-16%</b>
<b>Total</b>	<b>958</b>	<b>666</b>	<b>+44%</b>

**En France, LNC** continued to build up its land potential in second-quarter 2010, signing 15 new land purchase agreements representing 903 housing units during the period. In one year, the land potential more than doubled to 3,757 housing units at June 30, 2010 from 1,613 units at end-June 2009.

**In Spain,** the land potential stood at 502 housing units at June 30, 2010, versus 539 units one year earlier. The number of unsold, completed units declined to 127 from 167 one year earlier. In second-quarter 2010, **LNC** purchased two lots in the Madrid area for affordable housing programs representing a total of 124 units. At June 30, 2010, only four lots were intentionally being kept off the market, compared with seven one year earlier.

The elimination of **Zapf's** land potential was due to the discontinuation of its property development business.

## OUTLOOK

Since the beginning of 2009, **LNC's** strategic priority has been to build up its land potential. In first-half 2010, these efforts produced results as the land potential at June 30 was on a par with year-end 2007. During the first six months of the year, new program launches were actively pursued and, more generally, the product portfolio was rebuilt. **LNC** is continuing to purchase lots while diligently complying with its land acquisition criteria.

## FINANCIAL CALENDAR

- First-half 2010 earnings report: Thursday, September 30, 2010, (before the opening of the NYSE-Euronext Paris stock exchange).

## LES NOUVEAUX CONSTRUCTEURS

Les Nouveaux Constructeurs, founded by **Olivier Mitterrand**, is a leading developer of new housing, as well as offices, in France and two other European countries.

Since 1972, **Les Nouveaux Constructeurs** has delivered nearly 60,000 apartments and single-family homes in approximately 200 cities in France and abroad. Its operations in France's five largest metropolitan areas and high-quality programs have made **Les Nouveaux Constructeurs** one of the most well known names in the industry. Building on its solid footprint in France, the Company is deploying an innovative development strategy, with operations in two other European Union countries.

**Les Nouveaux Constructeurs** has been listed on the NYSE Euronext Paris, compartment C, since November 16, 2006 (code LNC; ISIN code: FR0004023208).

All LNC press releases are posted on its website at: <http://www.lesnouveauxconstructeurs.fr/fr/communiques>

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## APPENDIXES

### QUARTERLY REVENUE - BY COUNTRY

In € millions excl. VAT	2010				2009			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
France (Housing)	52.7	76.4			46.7	76.4	68.2	116.3
France (Commercial real estate)	6.5	10.3			14.5	22.4	18.7	27.0
Spain	16.0	10.9			7.0	37.1	13.6	6.3
Germany (Concept Bau-Premier)	12.6	2.5			10.3	14.9	11.2	54.0
Germany (Zapf)	10.2	20.7			5.3	17.9	30.4	44.0
Other countries	0.4	0.8			0.8	1.8	0.8	3.4
<b>Total</b>	<b>98.4</b>	<b>121.6</b>			<b>84.6</b>	<b>170.4</b>	<b>142.9</b>	<b>251.1</b>

### AVERAGE UNIT PRICE - HOUSING ORDERS

In € thousands incl. VAT	H1 2010	H1 2009	Change
France - Including block sales <sup>(1)</sup>	231	200	+15%
France - Excluding block sales <sup>(1)</sup>	247	218	+13%
Spain <sup>(2)</sup>	212	211	+0%
Germany <sup>(3)</sup>	236	277	-15%
Other countries <sup>(4)</sup>	108	91	+18%
<b>LNC</b>	<b>220</b>	<b>214</b>	<b>+3%</b>

(1) Including VAT of 5.5% or 19.6% (2) Including VAT of 7% for first-time home buyers (3) No VAT (4) Including 10% sales tax in Indonesia

### NUMBER OF HOUSING ORDERS, NET

Number of units	H1 2010	H1 2009	Change
France	843	1,030	-18%
Spain	138	107*	+29%
Germany (Concept Bau-Premier)	70	215	-67%
Germany (Zapf)	178	165	+8%
Other countries	107	84	+27%
<b>Total</b>	<b>1,336</b>	<b>1,601</b>	<b>-17%</b>

\*Of which 48 units through the sale to a bank subsidiary

### QUARTERLY HOUSING ORDERS BY COUNTRY

In € millions incl. VAT	2010				2009			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
France	76	119			113	94	78	69
Spain	15	14			6	17	7	7
Germany (Concept Bau-Premier)	13	17			44	23	15	12
Germany (Zapf)	9	19			14	24	16	7
Other countries	3	8			3	4	4	6
<b>Total</b>	<b>116</b>	<b>178</b>			<b>180</b>	<b>162</b>	<b>120</b>	<b>101</b>

**BACKLOG BY QUARTER (PERIOD END)**

In € millions excl. VAT	2010				2009			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	France (Housing)	297	322			338	334	326
France (Commercial real estate)	28	19			95	74	57	34
Spain	42	43			48	40	36	38
Germany (Concept Bau-Premier)	60	75			89	98	101	60
Germany (Zapf)	57	78			68	80	77	51
Other countries	10	15			10	11	11	8
<b>Total</b>	<b>494</b>	<b>552</b>			<b>648</b>	<b>637</b>	<b>608</b>	<b>455</b>

**LAND POTENTIAL AT JUNE 30**

Number of units	2010	2009	Change
France	3,757	1,613	+133%
Spain	502	539	-7%
Germany (Concept Bau-Premier)	370	360	+3%
Germany (Zapf)	3	135	-98%
Other countries	136	198	-32%
<b>Total</b>	<b>4,768</b>	<b>2,845</b>	<b>+68%</b>

Excluding commercial real estate

**LAND POTENTIAL BY QUARTER (PERIOD END)**

In € millions excl. VAT	2010				2009			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	France	617	684			365	311	355
Spain	116	116			173	145	138	134
Germany (Concept Bau-Premier)	162	142			158	146	132	141
Germany (Zapf)	2	1			54	47	37	3
Other countries	12	15			21	17	16	12
<b>Total</b>	<b>909</b>	<b>958</b>			<b>770</b>	<b>666</b>	<b>678</b>	<b>858</b>

Excluding commercial real estate

**DISCLAIMER**

The statements on which the Company objectives are based may contain forward-looking statements. Such forward-looking statements involve risks and uncertainties regarding the economic, financial, competitive, and regulatory environment and the completion of investment programs and asset transfers. In addition, the occurrence of certain risks [see chapter 4 in the *Document de Base* registered with the French Stock Exchange Commission (AMF) under number I.06-155] could affect the business of the Company and its financial performance. Moreover, the achievement of the objectives supposes the success of the marketing strategy of the Company (see chapter 6 of the *Document de Base*). Therefore, the Company hereby makes no commitment nor gives any guarantee as to the fulfillment of objectives. The Company does not undertake to update any forward-looking statement subject to the respect of the principles of the permanent information as provided by articles 221-1 et seq. of AMF's general regulations.