

## Press Release

### Quarterly financial report on the first nine months of FY 2007

<b>Consolidated sales</b> in € million	<b>2007</b>	2006	% change
First quarter	171.8	146.6	+17.2
Second quarter	213.0	185.4	+14.9
Third quarter	169.6	162.5	+4.4
<b>Total first nine months</b>	<b>554.4</b>	<b>494.5</b>	<b>+12.1</b>

*Reminder: Cotherm, Stehle and PD Technology became part of the consolidated scope between July 1<sup>st</sup> 2006 and June 30<sup>th</sup> 2007.*

#### Sales

Sales amounted **€554.4M** for the first nine months of the year. This represents a growth of 12.1% in real terms and 9.7% on like for like.

All zones made like for like increases over the period. In Europe the growth weakened during September, with two zones more particularly affected by an unfavorable base effect (strong growth in September 2006) :

- Germany grew by 8.1% for the first nine months of the year with a fall of 8.0% on the last three months (+22.6% during the third quarter of 2006);
- Northern Europe grew by 10.4% for the first nine months and by 0.1% on the last three months (+16.9% for the third quarter of 2006).

Eastern and Central Europe grew by 15.9% for the first nine months and by 7.8% on the last three months (+18.3% for the third quarter of 2006).

Growth in France (up by 6.5% for the first nine months of the year and +5.4% for the last three months) and in Southern Europe (up by 11.8% for the first nine months and by 9.2% on the last three months) was more homogeneous.

Asia Pacific has continued to move forward. The zone grew by 16.4% in the third quarter and closed the first nine months up by 20.8%.

Considering a difficult context, America also enjoyed a satisfactory third quarter. It grew by 12.1% over the quarter and thus ended the first nine months of the year on a 6.3% increase. In real terms, the growth is of only 1.1% as a result of the continuously depreciating dollar.

To summarise, these figures illustrate an expected slowdown of the growth over the third quarter 2007, knowing that the opposite trend occurred last year (respectively +6.4% and +12.9% for the second and third quarters of 2006).

As for Cotherm, they also faced a slower growth on the third quarter.

## **Other news**

Carrying on the first semester downward trend, sale prices have continued to fall over the last months; investments plans in R & D and communication were pursued.

SOMFY's competitiveness on the main markets kept on strengthening with market shares on an upside trend.

As expected, Group net excess cash increased with the seasonal downside in working capital and positive cash flow generation.

*PS: unless stated otherwise, percentages are on like for like.*

26 October 2007

## **Profile**

*Somfy is the world leader in motors and controls for openings and closures in residential and commercial buildings. Its main markets are France (29% of sales for the last financial year), Southern Europe (20%), Germany (15%), Northern Europe (14%) and America (11%).*

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