

Press Release

Financial statement Sales for the first nine months of 2010

Projected sale of stake in agta record

Consolidated sales in €million	2010	2009	2010/2009 change in real terms	2010/2009 change on like for like	2010/2008 change on like for like
Q1	193.6	175.7	+10.2%	+7.5%	-4.6%
Q2	246.3	215.7	+14.2%	+11.2%	+1.6%
Q3	212.2	186.5	+13.8%	+9.6%	+9.1%
Nine months	652.1	577.9	+12.8%	+9.6%	+1.9%

Sales

Group sales reached €652.1M for the first nine months of the year. They show an increase of 12.8% over the same period of 2009 (+9.6% on like for like), with +13.8% in the third quarter (+9.6% on like for like).

This performance shows a significant upturn in both business branches but should be considered in the light of the favourable base effect that impacted the first two quarters.

Growth is 9.1% on 2008 for quarter three (the start of the crisis) and +1.9% for the full period to the end of September on like for like.

Somfy Activities

Sales for **Somfy Activities** reached €572.6M for the first nine months of the year. They are up by 12.6% on the same period in 2009 (+8.9% on like for like) with +13.9% in quarter three (+9.2% on like for like).

Asia-Pacific, Germany and Eastern & Central Europe all saw accelerated quarter-to-quarter growth (respectively +20.4%, +11.2% and +8.5% on like for like for the first nine months, with +26.5%, +15.0% and +11.6% in the third quarter).

France and Northern Europe recorded slower growth (due to an unfavourable base effect) but they did close the period on a notable high (respectively up by +11.6% and +5.8% on like for like with +10.3% et +5.6% in the third quarter).

Following a difficult start to the year, America has grown by 3.1% on like for like over the first nine months, with +6.9% in the third quarter.

Southern Europe¹ is down over the last months but is still up over the period (+4.8% on like for like with -1.1% for quarter three).

¹ Africa and the Middle East are consolidated with Southern Europe.

During the last quarter raw material prices rose and there was continued pressure on sale prices.

Considerable effort has been put into development. This is aimed at increasing the industrial capacity and strengthening the commercial footprint of Somfy Activities.

Somfy Participations

Somfy Participations sales reached €79.5M for the first nine months of the year. They are up by 14.3% on the same period in 2009 (+14.2% on like for like) with +12.6% in the third quarter (+12.6% on like for like).

The three fully integrated subsidiaries, Cotherm, Sirem and Zurflüh Feller, all ended the period up significantly (respectively +17.7%, +28.2% and +7.8% on like for like, with +12.3%, +18.3% and +10.5% in quarter three).

The two companies consolidated as shared earnings saw less positive growth: Gaviota-Simbac was up slightly (+2.4% on like for like, with -3.1% in the third quarter) while CIAT, still in the context of a troubled heat pump market, was down (-13.3% on like for like with -13.1% in quarter three).

Investment

Somfy Participations has acquired 34% of the capital of Parquets Marty, France's leading manufacturer of wooden floorings, with 250 employees and sales of €30M.

The operation represents an investment of €3M plus cash flow facilities of €1.5M. The goal is to provide support to the management team and to accelerate the company's growth.

Post factum – Projected sale

At the beginning of October **Somfy Participations** came to an agreement with Assa Abloy with a view to selling its 32.95% stake in the capital of agta record.

The agreed price is €25 a share, with €23 to be paid up front and €2 to be paid at the latest two years after the effective sale.

The operation is dependent on receiving the required authorisation under merger control regulations.

Authorisation may be granted once Assa Abloy reaches similar agreements with other shareholders, thus giving him control of the company.

The conditions affecting this sale should be lifted some time during 2011.

18 October, 2010



Company profile

Somfy is organised into two separate branches: Somfy Activities is dedicated to the Group's core business of automating openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investing and participating in industrial companies outside the core business of the Group.

Contacts

Somfy: Eric Blanchard (Chief Financial Officer) - Tel: 00 33 450 404 849

Somfy: Jean-Michel Jaud (Director of Communications) - Tel: 00 33 450 967 065

Shan: François-Xavier Dupont - Tel: 00 33 144 505 874

Agenda

Annual sales announcement: 20 January, 2011

www.somfyfinance.com