

Press Release

Financial information for the first nine months of FY 2009

Consolidated turnover in € million	2009	2008	% change
First quarter	175.7	177.6	-1.1
Second quarter	215.7	213.1	+1.2
Third quarter	186.4	183.4	+1.6
First nine months	577.8	574.1	+0.6

Note: 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.

Sales

Group sales at the end of September came to €577.8M, an increase of 0.6% in real terms and down 6.1% on like-for-like.

The recorded fall hides a significant change from second to third quarters (respectively -7.3% and -0.1% on like-for-like). Despite the continued effects of the crisis (cancellation and postponement of several building projects) the same trend can be seen in Somfy Activities and in Somfy Participations.

Somfy Activities

Sales for Somfy Activities came to €508.2M at the end of September, down by 5.6% on like-for-like, against 8.4% at the end of June.

The main regions contributed to the improvement at the end of the period, notably Germany (+3.5% on like-for-like at the end of September, compared -0.3% at the end of June).

France and Central and Eastern Europe returned to growth in the third quarter, thus managing to make up for most of the decline recorded at the beginning of the year (respectively +0.4% and -0.8% on like-for-like at the end of September, compared to -3.0% and -2.0% at the end of June).

Northern Europe, driven by Benelux and Scandinavia, also came back to growth in the third quarter but still finished negative at the end of September (-8.9% on like-for-like compared to -13.3% at the end of June).

Asia Pacific and Southern Europe were down again in the third quarter, although less than in the first half (respectively -9.9% and -12.9% on like-for-like at the end of September, compared to -12.5% and -15.0% at the end of June).

On the other hand, the situation remains tough in America (-16.3% on like-for-like at the end of September, compared to -16.8% at the end of June).

Somfy Participations

Somfy Participations sales came to €69.6M at the end of September, down 14.2% on like-for-like, compared to 21.0% at the end of June.

For Cotherm, Sirem and Zurflüh-Feller, the three subsidiaries fully integrated in 2009, the decline in sales slowed at the end of the period. This was particularly notable with Zurflüh-Feller (-5.3% on like-for-like in the third quarter compared to -17.9% for the first half).

Other news

In the current economic climate the company remains cautious on the subject of business developments in the coming months. Operations already underway to adjust costs and to optimise processes were pursued during the third quarter. Thanks to these measures, the impact of declining sales on company results has been limited to a certain degree.

The Group also recently announced its intention to reorganise stator manufacturing in France by partially integrating it into the factories at Cluses and Gray, and by selling Spirel, the subsidiary production site for stators in Saint-Rémy de Maurienne. This project is necessary for the company to remain competitive:

- In terms of coiled stator manufacturing
- In terms of entry level products, a high growth segment where competition is getting tougher with new players in developing countries

The company has also announced that it has acquired the motors and controls activity for doors and gates from Pujol Muntala. This operation, with a turnover of around €9M, increases the company's customer base and reinforces its position on the Iberian peninsular.

Appointment

Eric Blanchard has been appointed to the position of Chief Financial Officer and will be in charge of financial information. He joined Somfy on October 19th and will officially take up his position on November 2nd.

Eric Blanchard previously held similar positions in the engineering and service sectors in companies of a similar size to Somfy.

October 23rd, 2009

Profile

Somfy Activities 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 in 2008), Southern Europe (20%), Germany (14%), Northern Europe (13%) and America (9%).

Contacts

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Agenda

Publication of end of year results: January 22nd, 2010

<http://www.somfyfinance.com>