

October 20<sup>th</sup>, 2011

## Press Release

### Financial statement for the first nine months of FY 2011

Consolidated sales in €million	2011	2010	Change
First quarter	226.9	193.6	+17.2%
Second quarter	274.3	246.3	+11.4%
Third quarter	229.1	212.2	+8.0%
Nine months	730.3	652.1	+12.0%

*NB: Sales of the Chinese company Ningbo Dooya are included from January 1<sup>st</sup> 2011.*

#### Sales

Group sales for the company reached €730.3M for the first nine months of the year<sup>1</sup>. This represents a growth of 12.0% in real terms (+6.1% on like for like) with +8.0% in quarter 3, a significant slowdown in growth (+0.7% on like for like).

#### Somfy Activities

Somfy Activities sales came to €645.6M over the period, an increase of 12.8% in real terms (+6.0% on like for like), with 8.6% in quarter 3 (+0.4% on like for like).

On like for like, all the main geographic areas slowed over the last months and some even went backwards (Northern Europe, Asia Pacific) due to declining market conditions.

Several areas closed the full period in strong positive trend, particularly Germany (+12.8% on like for like), Eastern and Central Europe (+12.4% on like for like), France (+7.4% on like for like) and America (+6.0% on like for like).

Other areas closed with only minor increases. This was the case in Northern Europe and Southern Europe<sup>2</sup> (respectively +0.6% and +0.9% on like for like), impacted by difficult local economic situations, and Asia Pacific (+2.1% on like for like), still suffering from the natural disasters that hit the region earlier in the year.

<sup>1</sup> The difference between group sales and the sum of sales for Somfy Activities and Somfy Participations corresponds to sales made between Somfy Activities and Somfy Participations.

<sup>2</sup> Africa and the Middle East are consolidated with Southern Europe.



### **Somfy Participations**

Sales for Somfy Participations came to €86.9M for the first nine months, up by 7.2% in real terms (+7.4% on like for like) with 3.8% growth in quarter 3 (+4.1% on like for like).

The three fully integrated companies, Sirem, Zurflüh Feller and Cotherm, all grew. The first doing particularly well (+13.3% on like for like), while the other two also posted gains over the period (respectively +6.9% and +3.3% on like for like).

For equity affiliate companies, the biggest one, Ciat, continued to make good progress (+9.4% on like for like), while Gaviota-Simbac, on the other hand, fell over the last months closing the period almost unchanged (+0.9% on like for like).

### **Other news**

Actions identified at the start of the year, aimed at strengthening Somfy Activities' leadership positions, have been continued throughout this last quarter.

Investments have been maintained and have been channelled largely towards extending the range and reinforcing sales forces and marketing expenses, with priority given to emerging markets.

Somfy Participations has been focusing on developing and improving processes in all companies in the portfolio.

### **Company profile**

*Somfy is organised into two separate branches: Somfy Activities is dedicated to the business of automating openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investing and participating in industrial companies from other sectors.*

### **Contacts**

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### **Agenda**

Announcement of full year sales: January 19<sup>th</sup> 2012

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