

FACTS & FIGURES 2015

# LIVING

INNOVATION FOR AND BY THE PEOPLE

A man with a beard is shown from the chest up, looking upwards and to the right with a smile. He is holding a string of colorful, out-of-focus lights. The background is blurred, showing what appears to be an indoor setting with more lights. The image is partially covered by a large white diagonal shape on the left and a purple diagonal shape on the right.

**SOMFY**  
INSPIRING A BETTER WAY  
OF LIVING ACCESSIBLE TO ALL

1.

## PROFILE

**Inspiring  
a better  
way  
of living  
accessible  
to all**



Everyone around the world aspires to a safe, healthy and environmentally-friendly living environment.

To meet this essential need of improving living environments, the Somfy group creates innovative solutions for homes and buildings, in three key areas:

- the security of people and property,
- energy saving and protecting the environment,
- wellbeing for everyone at all ages.

Somfy group, through each of its subsidiaries and brands, is committed to making these innovations accessible to all. Present in 58 countries and across five continents, Somfy adapts its solutions to the needs and characteristics of each of its markets.





Our project is part of our vocation and composed of two elements: one dedicated to business, Better Living For All, the other to the managerial and human aspects, Better Living Together.

## Better Living For All

In a market undergoing rapid change with the development of digital and connectivity, it is essential to anticipate to seize opportunities. Somfy is driving its development by focusing on its five key assets:

- Innovation, giving the market the best connected motors.
- Powerful brands.
- High-quality and interconnecting distribution channels, with a unique network of installers who work closely with customers; the development of new channels, particularly digital, to improve the consumer experience; and a solutions-based approach for major construction projects.
- International development.
- Its culture of excellence in terms of quality, cost control and productivity.



## Better Living Together

To overcome future challenges, Somfy group needs to function in a simpler, more fluid and more agile way. United around its values, with employees who work effectively together: open, inspired and collaborative. With one objective: to be able to act quickly, in tune with customers' needs and time constraints.



# The Group's brands



# 2015

## key figures

### SALES IN € MILLIONS



2015

In 2015, Somfy's sales exceeded €1 billion, with growth achieved in all regions.

### GROWTH ON A LIKE-FOR-LIKE BASIS

+5.6%  
compared  
to 2014

### CURRENT OPERATING RESULT IN € MILLIONS

165.6

### SALES OUTSIDE FRANCE



2015

### MOTORS PRODUCED FROM THE BEGINNING

158,000,000

### PATENTS FILED IN 2015

40

### PATENTS IN OUR PORTFOLIO

1,849

### PRODUCTS LAUNCHED ACROSS ALL BRANDS

50

### NUMBER OF CONNECTED DEVICES

500,000

### COUNTRIES WHERE THE SOMFY BRAND ADVERTISES ON TV

More  
than 20

### EMPLOYEES

7,800

# Management bodies

## MANAGEMENT BOARD

### JEAN GUILLAUME DESPATURE

Chairman of the Management Board

### PIERRE RIBEIRO

Chief Financial Officer,  
member of the Management Board

## MANAGEMENT

### JEAN GUILLAUME DESPATURE, CEO

General Management

### VINCENT BELLET

Industry & Logistics

### GUY BROUTECHOUX

Organisation & Management

### FRANK SCHÄDLICH

Europe, Middle East & Africa  
Business & Marketing Area

### OLIVIER PICCOLIN

Asia & Americas Business  
& Marketing Area

### JEAN-PASCAL REY

Home & Building Activity

### MARC WESTERMANN

Connected Solutions Activity

## SHAREHOLDER RELATIONS

### LISTING

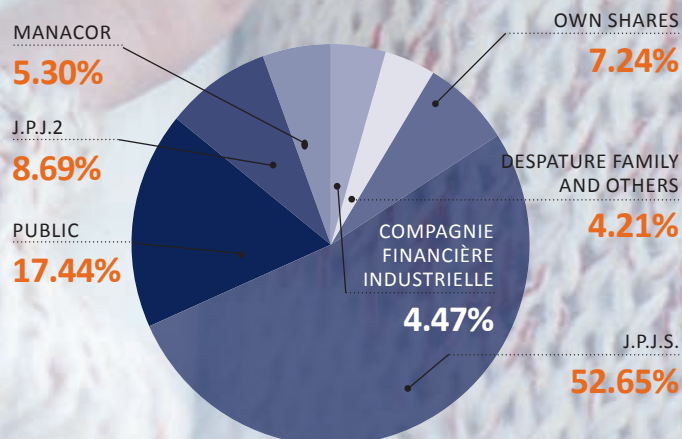
Somfy SA has a Management Board and a Supervisory Board and is listed on the Eurolist at Euronext Paris in Compartment A (ISIN code FR 0000120495).

### CAPITAL

On December 31<sup>st</sup>, 2015, Somfy's capital amounted to €7,400,000, divided into 7,400,000 shares with a nominal value of €1, fully paid up and all in the same class.

[www.somfyfinance.com](http://www.somfyfinance.com)

## BREAKDOWN OF CAPITAL IN % ON DECEMBER 31<sup>ST</sup> 2015



# Our presence world- wide

58

COUNTRIES

114

SUBSIDIARIES

51

OFFICES &  
AGENCIES

## NORTH AMERICA

CANADA  
UNITED STATES

## FRANCE

FRANCE

## SOUTH AMERICA

ARGENTINA  
BRAZIL  
COLOMBIA  
MEXICO

## SOUTHERN EUROPE

BULGARIA  
GREECE  
ISRAEL  
ITALY  
PORTUGAL  
SPAIN

NORTHERN EUROPE

BELGIUM  
DENMARK  
FINLAND  
IRELAND  
NETHERLANDS  
NORWAY  
SWEDEN  
UNITED KINGDOM

CENTRAL EUROPE

AUSTRIA  
GERMANY  
SWITZERLAND

EASTERN EUROPE

CROATIA  
CZECH REPUBLIC  
HUNGARY  
LATVIA  
POLAND  
ROMANIA  
RUSSIA  
SLOVAKIA  
UKRAINE

MIDDLE EAST & AFRICA

ALGERIA  
CYPRUS  
EGYPT  
IRAN  
JORDAN  
LEBANON  
MOROCCO  
SOUTH AFRICA  
TUNISIA  
TURKEY  
UNITED ARAB EMIRATES

CHINA

CHINA

ASIA-PACIFIC

AUSTRALIA  
HONG KONG  
INDIA  
INDONESIA  
JAPAN  
KOREA  
MALAYSIA  
NEW ZEALAND  
PHILIPPINES  
SINGAPORE  
TAIWAN  
THAILAND  
VIETNAM

2.

BETTER  
LIVING  
FOR ALL

**Because**  
**everyone**  
**aspires**  
**to better**  
**living**  
**environ-**  
**ments**

# Connected home, offer, distribution and more: Somfy accelerates

## Activity highlights in 2015

### Connected objects: focus on partnerships

#### Somfy joins Thread...

Somfy is the first French company to join the Thread industrial grouping as a sponsor-level member. Thread is a group of 230 member businesses at associate, contributor and sponsor levels, including Nest and Philips, working to promote and develop technology that will connect different objects in the home. The combination of Thread and the io-homecontrol protocol will enable Somfy to contribute actively to the development of more comprehensive connected ecosystems in the home.

#### ... and Nest Weave

In October, Somfy teamed up via the Nest Weave initiative with other manufacturers of applications that exploit the Thread protocol to allow devices to communicate securely with one another. Previously, Nest Weave was only available to Nest products, but it is now accessible to other objects in the home. This new development allows Somfy to offer increasingly open, interoperable solutions that integrate easily with the connected home ecosystem.

#### ... and teams up with Monitorlinq

Somfy is offering an innovative solution that combines TaHoma with the connected service platform from

start-up Monitorlinq. The new Somfy range, "Powered by Monitorlinq", unveiled in March, offers solutions to simplify people's lives, improve their security, and monitor the health of their family and of older people who want to live independently at home for longer.

### Innovations at the forefront

**At the R+T fair**, the leading industry event held in Stuttgart in February, Somfy presented a number of major innovations:

- Smart & Smooth, the first intelligent tubular motor on the market, which reinvents the movement of rolling shutters.
- Animeo IP, a global management solution for solar protection on buildings.
- TaHoma 2.0, the new version of the home automation platform that manages all systems in the home.
- Nina, the new range of Somfy controls.
- Sonesse Ultra 50, the only motor for interior blinds that is both powerful and silent.
- Smartlink, the home automation app that gives people access to connectivity, by allowing them to connect small systems, one at a time.

## Creation of the Connected Solutions Activity

In response to the growing impact of connectivity on its markets, last September Somfy created a dedicated Activity, Connected Solutions, alongside its Home & Building and Access Activities. Its missions:

- anticipate new trends in connectivity and protocols, and develop tools and expertise in data management;
- define, develop and achieve recognition for Somfy's connected offer (box and satellites);
- develop and sell connected solutions to B2B manufacturer partners.

## International

**Asia, Somfy wants to create a large home automation market in the new collective residential housing sector, which is expanding rapidly due to urban and demographic growth.** There are two levels of offering:

- the mid-range TaHoma One is compatible with the main applications and benefits from wireless technology at affordable prices.
- at the top-end of the market, a fully integrated Home Network solution.



# DISTRIBUTION

## EMEA

Somfy group performed very well in this region, with a return to growth in Southern Europe and in core activities (rolling shutters and awnings). These results confirm the relevance of a multi-application, multi-channel diversification strategy aimed at working more closely with end-users.

### Eastern Europe +14.9%

Thanks to its expanding offer and more diverse applications, Somfy consolidated its positions in these territories. The Access Activity continued to grow, sustained by penetration of the distributor channel and the development of window motor systems, particularly in Poland, in BtoB. Key to the success of the TaHoma range, the io protocol is now available in the Czech Republic, after being introduced into Poland in 2014. Throughout the region, sales of TaHoma boxes were multiplied by three, reflecting the popularity of the connected home offer.

### Northern Europe +5.6%

Efforts to create closer links with end-users boosted growth by expanding distribution channels and services. In Belgium and the Netherlands, the Somfy brand increased its presence in short circuits, particularly in DIY superstores, with the promotion of Home Automation products. In addition, based on the model developed

in the UK, the Services Activity was extended to Scandinavian countries and the Netherlands, with an offer that combines pre-sales (simulation of energy benefits, etc.) and after-sales (maintenance, etc.).

### France +3.3%

Despite a difficult market context, France returned to growth thanks to strong staff efforts and the development of structuring programs aimed at improving accessibility to the offer among end-users. Online sales increased by 50% in 2015, totaling more than €3 million. The community platform "Yellows" consumer strengthened links with consumers and the quality of the customer experience. Within Somfy teams, in-depth work was carried out on the quality of the customer experience and their relationship with the Somfy brand.

## Middle East & Africa

# +6.1%

The region achieved sustained growth thanks to the acceleration of the activity in a number of territories such as the Gulf countries (+30%) and Turkey, where several application segments, Rolling Shutters and Projects (interior applications), posted good performances.

The TaHoma range was introduced in Lebanon and at the end of 2015 in Turkey, with emphasis placed on promoting its security benefits.

## Southern Europe

# +5.3%

Thanks to positive performances in several countries including Spain, Southern Europe confirmed its return to growth. Employees' efforts paid off, increasing the market share and winning new customers. Activities relating to the core business (Rolling Shutters and Exterior Solar Protection) proved buoyant.

## Central Europe

# +4.4%

Benefiting from a sustained level of activity, Central Europe reinforced its accessibility programs aimed at end-users with the development of e-shops, and Project and DIY Superstore services. Four new e-shops will open in 2016, including one in Germany in February. In Switzerland, DIY superstores enabled the Somfy Brand to increase its presence.

## ASIA AMERICAS

The BMA achieved a good level of growth combined with a significant increase in profitability.

## North America

# +11.1%

With very dynamic Interior Window Coverings (IWC) market in the United States, both entry-level and high-end, the Business Area posted sustained growth. The Connected Solutions segment also progressed. The My Link solution was introduced in the United States in 2015. This app manages solar protections and has been a great success with 7,000 products sold. With its user-friendly interface, My Link opens the way for mass connectivity for Somfy solutions.

## South America

# +4.0%

Despite a difficult economic environment, particularly in Brazil, the Somfy brand achieved very good performances and increased its share of its traditional markets. Connected Home solutions also progressed.

## China

# +5.9%

The economic slowdown impacted the Somfy brand's activity, particularly in Project and high-end residential segments. On the other hand, Dooya benefited from the domestic context to achieve a very good commercial performance (+15% in real terms) by attracting customers looking for more competitive solutions in the Projects market.

LianDa continued to recover, and significantly improved its profitability. Working on the multi-application strategy, the Center of Expertise dedicated to the curtains market in China brought all expected benefits in terms of development and economic performance.

## Asia-Pacific

# +5.9%

The Business Area experienced a year of contrasts, with very good performances in Australia, Japan and Thailand, and difficulties in Korea, particularly on the Projects market, which was affected by the economic crisis.

Growth rates are stated on a like-for-like basis.



# Home & Building

The Home & Building Activity achieved sustained growth in 2015. This performance was due to efforts to boost the interior applications business, and to a strong recovery in growth for exterior applications.



aimed at the high-end residential segment (United States).

The launch of the Smart & Smooth motor, carried out in a targeted program in specific European countries, received very positive feedback from installers and manufacturers, particularly in France and Germany.

## Growth boosted by innovation

Sales of new products were 3.5 times higher than in 2014, thanks to the Home & Building Activity teams' efforts drive to innovate. The 2015 R+T fair in Stuttgart provided an opportunity to demonstrate to the market a number of important innovations and reassert Somfy's leadership. These innovations included:

- Smart & Smooth, the first intelligent motor that sets a new standard on the Rolling Shutter market, and is a platform of the future for our motors.
- Nina, a new control with an intuitive, very user-friendly interface, launched in January 2016.
- The Ultra Quiet motor, the most powerful and silent on the market,



## A major focus on connectivity

The Connected offer was supported by many of our teams in 2015 and will be consolidated by a number of product launches in 2016 and 2017. The Connexoon Terrace and Connexoon Window solutions were launched at the beginning of 2016.

In Europe and all of the EMEA region, the development of connected solutions is being driven in particular by the deployment of the io-home-control protocol. Sales of io solutions rose by 35% in Europe in 2015. The new version of the TaHoma platform remains central to the development of connected solutions in EMEA.

Connected solutions will be deployed in Asia-Americas in 2016 and 2017. The partnership with Thread, an industrial group formed to promote connectivity for various home systems, is paving the way for this strategy.



## A consumer-centered approach

Efforts to forge closer links with end-users were stepped up, notably through satisfaction surveys carried out in the United States, China, Germany and France.

Positive Quality results led to a sharp increase in customer satisfaction and a reduction in time taken to solve problems. The Quality performance rating from customers rose by 15% compared to 2014 for motors as well as controls. The problem-solving time was divided by 2.5 between 2014 and 2015.

**+6.2%**

GROWTH IN THE HOME & BUILDING ACTIVITY

**+6.2%**

EXTERIOR APPLICATIONS

**+6.7%**

INTERIOR APPLICATIONS



**For the home,** Home & Building designs and develops motors, remote controls, control points, sensors and Home Automation solutions and technologies for a wide range of blinds, awnings and rolling and swinging shutters.

**For commercial buildings,** the Activity also develops dynamic façade solutions using open and closed technologies.

# Access

The ongoing implementation of the multi-brand strategy has positive results, and the Access Activity grew 1.9% above the market rate.



## A network of complementary brands

The brand network comprises two leaders, Somfy and BFT, as well as brands focused on application sectors or regions: Automatismos Pujol, Simu, O&O and Sacs.

### – Somfy

With growth achieved in all regions, particularly France, Somfy outperformed the market and boosted its presence in trade and direct channels alike. In countries with high potential for growth, Somfy also accelerated its development.

### – BFT

Despite difficulties on its traditional markets in France and Italy, BFT was able to identify sources of growth in other regions such as Northern Europe, Eastern Europe, North America and Oceania.

Commercial access markets were also a dynamic source of growth. BFT won a tender to supply parking systems for the Milan Universal Exposition.

### – Pujol

Pujol continued to achieve growth through good performances on its domestic markets, Spain, Portugal and Italy.

### – Simu

Faced with a mature market in France, the ICC Business Unit (Industrial and Commercial Closures) seized new opportunities for growth in other territories such as Southern Europe, the Middle East and Eastern Europe, making winning new customers its priority.



## Connectivity progresses

The two global brands, BFT and Somfy, continued to focus on connected solutions to offer even greater benefits for users.

**BFT**, with its U-link technology, allows users to connect all their products to any protocol and interface with products and systems by other manufacturers. These products can “talk and work” together, making it easier to manage systems.

**Somfy** is accelerating the development of its residential access products with the io protocol, adding to its ecosystem and boosting the potential of the connected home. The brand also offered new benefits to consumers and installers with the Connexoon Access app.



## Fulfilling users' security aspirations

The security focused structure put in place in 2015 has allowed the Somfy brand to establish a unique position, meeting consumers' growing needs for security. Somfy continued to develop its ranges of sensors, alarms, video phones and cameras to offer à la carte solutions while creating links with traditional applications (rolling shutters, gates, garage doors) and adapting to the lifestyles of all its consumers.

## +1.9%

GROWTH IN THE ACCESS ACTIVITY



**For the residential sector,**  
Access Activity designs and develops motors, automatic solutions and control points for gates and garage doors, and security systems.

**For the commercial, industrial and urban sector,**  
Access develops a range of automatic controls for shop security grilles and curtains and the doors of industrial buildings, as well as complete control solutions for urban access.

# Connected Solutions

By accelerating the implementation of its Connected Solutions strategy, Somfy group is giving its brands the means to strengthen their relations with end-consumers while creating new sources of value for its professional customers.



## Creation of a new Connected Solutions Activity

In 2015, the creation of an organization dedicated to connected solutions has enabled Somfy to accelerate the implementation of its digital change strategy. By managing technological change and evolving uses, the new Activity aims to integrate connectivity into its products, and digital into its business models.



## Expanding the Somfy Connected Home range

TaHoma 2.0, the home automation solution that enables users to control a wide range of home systems via computer or smartphone, has confirmed its status as the public platform that is the most integrated into the home sector. It has been complemented by new products:

- Connexoon, which makes connectivity highly accessible by allowing consumers to connect their applications one system at a time, as their needs or means evolve.
- TaHoma Serenity, a box built around an alarm and home protection, which can be used even without Somfy motors.

## Partnerships for new services

This offer has been complemented by the development of new services through a policy of partnerships with operators.

For example, a home maintenance service has been introduced in the Netherlands in partnership with Monitorling, a service and alert management platform.

Another example is the partnership with Verisure (Securitas Direct), with the TaHoma Serenity box providing access to video surveillance services.

In time, Somfy group's solutions will become key infrastructures that will enable service operators to service the residential sector.

## Helping to define connectivity standards

In January 2015, Somfy was the first European company to join the Thread industrial group as a board member. Today, the Thread initiative encompasses 230 members including Google, Samsung, Nest, Silicon Labs, ARM, and FreeScale. Thread's mission is to define a method for the integration of the IP protocol and the native connection of various home systems to the Internet. Through its membership of Thread, Somfy plays an active role in defining connectivity standards for buildings.



## Developing connected solutions wherever Somfy operates

Somfy accelerated the marketing of TaHoma in EMEA with launches in Italy, Spain, Lebanon, Morocco and Greece. The goal is to cover the entire EMEA region by the end of 2016. By creating a Business Unit specifically for Asia-Americas, Somfy is in a strong position to develop connected solutions in most major markets in the region, adapted to local needs.



# TaHoma

## 500,000

CONNECTED DEVICES

MORE THAN

## 15,000

NEW OBJECTS CONNECTED / MONTH

USER SATISFACTION RATE:

## 93%

## 70%

USERS USE TAHOMA EVERY DAY



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# 3.

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BETTER  
LIVING  
TOGETHER

To invent  
new ways  
of living  
together

A man with a beard, wearing a purple sweater, is shown in profile, looking towards the right. He is in a meeting room, with a whiteboard and other people visible in the background. The image is overlaid with a large, semi-transparent circular graphic and horizontal lines.

# Supporting change

With the launch in 2015 of the management and employee project, Better Living Together, the Group has created the framework and systems needed to enable it to operate more fluidly and easily, and with greater agility. This change was necessary so that Somfy can overcome future challenges.

## An internal pact for 2020

During the preparation of the Better Living Together project throughout 2015, the Human Resources team incorporated initiatives and proposals from employees and managers working on the ground.

Five themes were defined, in line with the Somfy group's values. They answer the question: in 2020, how should a Somfy manager work and behave in relation to their team, peers, manager and environment?

- **Development:** developing the skills and potential of individuals and teams.
- **Take care:** giving every employee the respect and attention they deserve, throughout their professional career, and protecting their wellbeing and security.
- **Cooperation:** working better together to achieve greater effectiveness, agility, rapidity and pleasure.
- **Inspiring:** ensuring every employee finds their work meaningful, and feels pride and responsibility that motivates them to contribute and take initiative.
- **Open:** cultivating openness, curiosity and the ability to think outside the box and come up with original ideas.



## Values of the Somfy group

**Boldness   Respect   Openness   Proximity**



# Innovating in the way we operate

The five themes of the Better Living Together project have been translated into action plans by the project team. Some actions were put in place in 2015.



## Group-wide actions

### Launch of a Leadership & Management Academy for middle management.

The aim is to provide a practical toolbox to allow managers to deal with any management situation they may find themselves in with their team (for 700 to 800 managers).

### Defining a common framework for management skills.

This framework identifies and defines 8 management skills based on the four Group values. It is used in an operational and consistent way when recruiting managers, and in annual appraisals and appraisal charts, in order to identify and develop our talents.

Defining a new process to assess individual and team performance (APM – Annual Performance Management). The new process enables management

to ensure that the strategic priorities of the Group and principal business entities are applied in-depth throughout the organization. It will make it easier for people to cooperate around shared goals (inter-team, inter-business purchasing/activity, project goals).

**Creation of a common healthcare plan to cover the main death/incapacity risks** with implementation adapted to local markets (Middle East, Southern Europe, etc.).

## Local actions

- The “Happy places” initiative, which aims to create shared social spaces in our workplaces, to encourage friendly interaction.
- A service desk and childcare schemes at French sites.

# 48%

INTERNAL MOBILITY IN FRANCE

# 3,900

EMPLOYEES REGISTERED ON THE HR INFORMATION SYSTEM

## Workplace training

# 619

INTERNS

# 96

SESSIONS

## 2015 Academies

LEADERSHIP  
& MANAGEMENT:  
PEOPLE IN 2 SESSIONS

# 39

QUALITY:  
PEOPLE IN 4 SESSIONS

# 56

# Quality leadership

In 2015, Somfy began working on the new phase of its Customer 1<sup>st</sup> Quality project, which aims to transform the Group's Quality culture.



## A new phase in the Customer 1<sup>st</sup> Quality project

Customer 1<sup>st</sup> aims to improve leadership quality for the Somfy and Simu brands. Its ultimate goal is to transform Somfy's Quality Culture and make Quality one of the core principles of the Group's identity.

The new phase of the project has mobilized a multi-department, multidisciplinary project team including key managers in the organization and all of the company's sectors. This has resulted in several new operational projects and has defined the goals, content and deployment phases for a new Quality Management System.

## Launch of the 15 Quality projects

Several operational projects were implemented in 2015. These included handling product problems, continuous improvement and cooperation with suppliers, and the introduction of customer satisfaction surveys with a new Group-wide standard (deployment of the first surveys in Germany). With the reworking and rewriting of the Group's five operational processes, additional structuring projects were also undertaken as part of the deployment of the future Quality Management System.

## Quality Academy

A Quality Academy was formed in 2014 to help managers and their teams identify and develop behaviors that will transform our Quality Culture. The approach is based around real-life situations, demon-

strating concrete ways to improve behavior and operations. Eighty-five managers have been trained to form a network of Quality ambassadors.

## Deployment of the SIM system and the 8D method

The Short Interval Management method introduces management practices to stimulate performance and continuous improvement. SIM is used to structure the 8D problem-solving method and create frequent performance management meetings. Two hundred and thirty people have been trained in the 8D method, in France and worldwide. These methods are currently being deployed in all of the Group's operational entities.



## Somfy Group production capacity at end 2015

**15,000,000**  
MOTORS

**8** PRODUCTION SITES:  
2 IN FRANCE, 2 IN ITALY, 1 IN TUNISIA,  
2 IN CHINA, 1 IN POLAND

**50**  
A NETWORK OF MORE THAN  
LOGISTICS WAREHOUSES



# Reducing our ecological footprint

## Taking action on site

In 2015, the Somfy group continued to take action to reduce its environmental impact. A few examples:

- Creation of gardening areas for employees at LianDa in China.
- LED lighting in workshops at the Sistem plant in Tunisia.
- Reduced energy consumption and waste production at the Sopem plant in Poland.
- Waste reduction and recycling in production areas at the ISO 14001 certified BFT sites in Italy.

## IN FRANCE:

# 143

**EMPLOYEES' BUSINESS COMPUTERS WERE USED OR RECYCLED AFTER THEIR RENEWAL**

# 150

**EMPLOYEES USED THE SOMFY CARPOOLING WEBSITE (HAUTE-SAVOIE)**

# 10%

**OF ORGANIC AND LOCAL PRODUCTS WERE SERVED IN THE COMPANY RESTAURANT AT CLUSES (FRANCE)**



## The Act for Green® label

To meet the construction sector's stringent standards in terms of environmental performance, in 2015 Somfy launched Act for Green®, a voluntary eco-design process applied to Somfy products. It aims to reduce their environmental impact throughout the product lifecycle, from the extraction of raw materials to end-of-life processing, via manufacture, use and transportation. Act for Green® meets requirements at several levels:

- controlling greenhouse gas emissions by reducing electricity consumption and using appropriate raw materials,
- efforts to use recycled and recyclable materials in products,
- choosing materials with low toxicity for people and the environment,
- product durability,
- making available a declaration of environmental impacts in line with the PEP ecopassport® program.

This new label was already applied in 2015 to three Somfy brand product ranges: the S&SO RS 100 and two control points, Smoove RS 100 io and Situo io, and will gradually be extended to cover all Somfy lines.

# 80%

**OF SOMFY PRODUCTS SOLD WILL CARRY THE ACT FOR GREEN® LABEL BY 2018**

\*The PEP program, drawn up by the electrical industry, defines a standardized method for environmental declarations in line with international requirements (ISO 14025 and ISO 14040s).



# Stepping up our commitment to solve housing problems

2015 was a good year in terms of strengthening links forged by the Somfy Foundation with housing charities and with the crowdfunding platform, Les Petites Pierres.



## Partnership with Emmaüs France

Through its partnership with Emmaüs, the Somfy Foundation acts by providing funding and skills through the program called « Un Temps pour les Autres ». In 2015, the Foundation supported a major Emmaüs project, the Emra community in Saint-André-le-Gaz in the Isère department. Emra manages a logistics platform for all donated objects in the Rhône-Alpes region, which are then distributed throughout France. This platform also plays an important role in professional reintegration. The aim of this project funded by the Foundation is to expand the Maison des Compagnons sheltered housing projects so that it can take on an additional 10 residents.



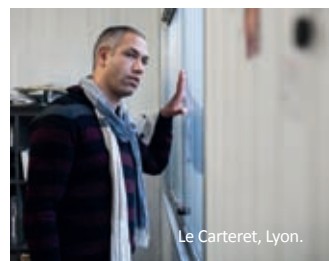
The Lazare charity.

## The Somfy Foundation deploys its efforts internationally

In 2015, the Somfy Foundation launched its international program “A House is a Home” in Brazil. In partnership with the Habitat for Humanity NGO, the Foundation renovated 12 homes for single mothers in the suburbs of Sao Paulo. The Somfy Brazil team also got involved in the project. Somfy has set itself the target of gradually deploying the Foundation’s work at a Group level. In 2015, this deployment was jointly planned by the Foundation and managers in the EMEA region. The aim is to have a project in each Business Area by the end of 2016.

## « Un Temps pour les Autres » program

This program, which gives Somfy employees the opportunity to work with a community charity for a day during their working hours, continued to grow. In 2015, 117 employees took part in 56 community action days.



Le Carteret, Lyon.



Emergency hostel run by La Pierre Blanche charity on the "Je sers" boat.



## Les Petites Pierres charity

Since it was founded in November 2013, the first crowdfunding platform that supports decent housing has helped fund 54 projects, with €650,000 donated to charities. In 2015, the fund was consolidated by taking on new projects, as well as expanding its donor base and encouraging repeat donations. It gained new corporate donors through three new partnerships: with ATBM (Autoroutes et Tunnel du Mont Blanc), Crédit Agricole des Savoie and Logic-Immo.com.

Les Petites Pierres program strengthened links with housing charities and played a decisive role in expanding the work of the Somfy Foundation in France.

**Les Petites Pierres brings people working on the ground together with donors and sponsors, who join forces to take more effective action in housing issues.**

# 117

SOMFY EMPLOYEES TOOK PART IN

# 56

COMMUNITY ACTION DAYS

# 54

HAVE BEEN FUNDED BY LES PETITES PIERRES SINCE END 2013, WITH

# € 650 000

DONATED TO CHARITIES



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