

# PRESS RELEASE

20 APRIL 2017

## FINANCIAL INFORMATION FOR THE FIRST QUARTER OF 2017

Consolidated sales (€ millions)	2017	2016	△ Real terms	△ Like-for- like
First quarter	294.6	265.5	+11.0%	+9.9%

*Note: the newly acquired entities iHome and Myfox were added to the Group's consolidation scope in the second half of 2016.*

## SALES

Group sales totalled €294.6 million for the first quarter, an increase of 11.0% in real terms and 9.9% on a like-for-like basis compared with the same period last year. This reflects sustained growth in major activities and markets, even though the base effect was unfavourable due to strong increases recorded at the start of the previous year, which confirms the momentum noted over the year just ended.

Performance was especially solid in Asia-Pacific, America, Northern Europe, Germany, as well as in Central and Eastern Europe (up 19.6%, 14.9%, 11.9%, 8.7% and 8.2% respectively on a like-for-like basis). Although not as buoyant, the trend was nevertheless clearly positive in both Southern Europe<sup>1</sup> and France (up 7.2% and 7.0% respectively on a like-for-like basis)<sup>2</sup>.

## OTHER INFORMATION

The first quarter was marked by the integration of the newly acquired entities Myfox and iHome and the rollout of the strategic plan, *Believe and ACT*, resulting in investments stepped up at all levels (research, IT systems, marketing, distribution channels, etc.).

<sup>1</sup> Africa and the Middle East are included in Southern Europe for the calculation of regional sales.

<sup>2</sup> Germany, America, Asia-Pacific, Central and Eastern Europe, Northern Europe, Southern Europe and France are the geographic regions usually used to analyse and monitor sales. Their respective sales are calculated based on customer location and therefore the destination of the sales.

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Implementation of the plan is intended to position the Group as a key player in the connected home, and allow it to take maximum advantage of the significant potential of the market, in France, Europe and the rest of the world.

## CORPORATE PROFILE

Somfy Group is the global leader in opening and closing automation for both residential and commercial buildings, and a key player in the connected home.

## CONTACTS

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## SHAREHOLDERS' AGENDA

Annual General Meeting: 17 May 2017 (at the Company's registered office)

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

## APPENDIX

### Geographical analysis of sales

Consolidated data (€ millions)	2017	2016	△ Real terms	△ Like-for- like
France	79.8	72.6	+9.9%	+7.0%
Southern Europe	55.1	51.9	+6.2%	+7.2%
Germany	42.2	38.8	+8.6%	+8.7%
America	33.8	28.5	+18.6%	+14.9%
Asia-Pacific	30.2	25.0	+20.7%	+19.6%
Northern Europe	27.8	25.4	+9.5%	+11.9%
Central and Eastern Europe	25.8	23.3	+10.5%	+8.2%
Total	294.6	265.5	+11.0%	+9.9%

*Note: the sales figures provided are calculated based on customer location.*