

Smart living

Facts & figures 2017

Profile

PART 1



Everyone around the world aspires for themselves and their loved ones to enjoy a safe, healthy and environmentally friendly living environment.

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

- comfort and wellbeing for everyone at all ages,
- the security of people and property,
- protection of the environment.

Somfy Group, through each of its subsidiaries and brands, is committed to making these innovations accessible to as many people as possible. As a genuine local player on five continents, we adapt our products to the needs and characteristics of each of our markets.

Somfy wants to contribute to the development of our customers and our partners by constantly striving for excellence in our products and services.

THE GROUP'S BRANDS

somfy.



Our history

SINCE IT WAS FOUNDED AT THE END OF THE 1960S, SOMFY GROUP HAS PLAYED A PIONEERING ROLE IN AUTOMATIC SYSTEMS FOR OPENINGS AND CLOSURES IN BUILDINGS.

The Group's growth is based on its people's passion for entrepreneurship, the Somfy Spirit that drives a vision: to improve living environments and make them accessible to as many users as possible.



1969

Somfy founded in Cluses.

1984

Becomes part of the Damart group in Roubaix (France).

1986

Creation of the network of customer installers: Somfy Experts.

1987

First television advertising campaigns on the French market.

1990

Somfy acquires Simu, its main competitor. The interior blind activity is launched.

2000

First Somfy products sold in DIY stores in France.

2002

Damart SA splits into Damartex SA and Somfy SA, majority owned by the Despature family. Damartex and Somfy listed on the Paris Bourse.

2004

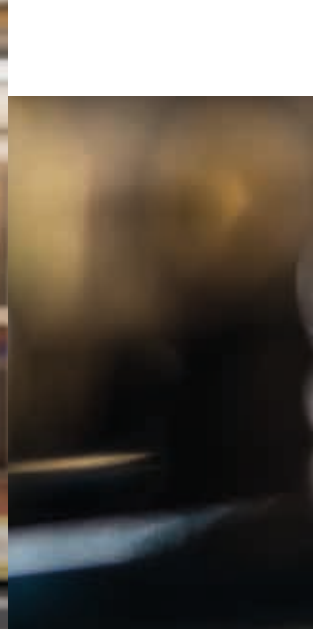
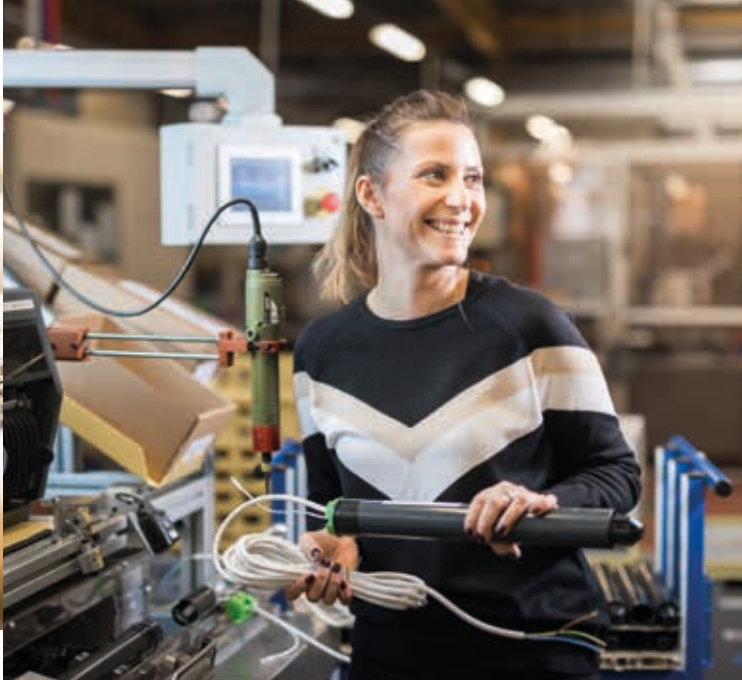
Acquisition of BFT (Italy), a specialist in automatic access systems. The proportion of radio motors exceeds that of traditional motors.

2005

Joint venture with LianDa, manufacturer of tubular motors, to access the Chinese market.

2006

New Logistics Center opens in Bonneville (France). SITEM plant constructed in Tunisia.



2007

Somfy launches its Bioclimatic Facades program meeting the threefold demand for energy performance, reduced environmental impact and comfort for building occupants.

2008

Creation of Somfy Activities and Somfy Participations.

2011

The Group launches its quality plan: Customer 1st.
Somfy Foundation is set up to fight poor housing.

2012

Creation of the Home & Building Activity.
Somfy acquires a stake in Neocontrol, a Brazilian home automation manufacturer.

2013

Somfy Foundation launches Les Petites Pierres, the first crowdfunding platform to support decent housing conditions.

2014

Separation of the two branches of activity. Somfy Participations becomes Edify.
Two new plants are opened: SOPEM in Poland, Dooya in China.

2015

Creation of the Connected Solutions Activity.
Launch of the Act for Green® label, a voluntary eco-design process for Somfy products.

2016

Somfy Spirit is formally defined and announced as the foundation of Somfy's identity, setting out the group's development model, organisation structure and management principles.



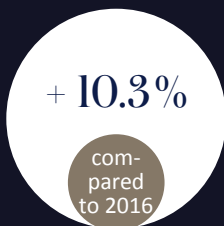
Key figures 2017

SALES IN € MILLIONS

In 2017, Somfy's sales progressed in all regions.



GROWTH ON A LIKE-FOR-LIKE BASIS



CURRENT OPERATING RESULT IN € MILLIONS



SALES OUTSIDE FRANCE

2017

75%

MOTORS PRODUCED SINCE THE BEGINNING

175,000,000

PATENTS FILED IN 2017

43

PATENTS IN OUR PORTFOLIO

2,066

NUMBER OF CONNECTED DEVICES

2,000,000

EMPLOYEES

8,940

COUNTRIES WHERE THE SOMFY BRAND ADVERTISES ON TV

20

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

Pierre Ribeiro
Chief Financial Officer

Jean-Claude Rivier
Industry & Logistics

Guy Broutechoux
Organisation & Management

Denis Maugain
Strategic Marketing

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

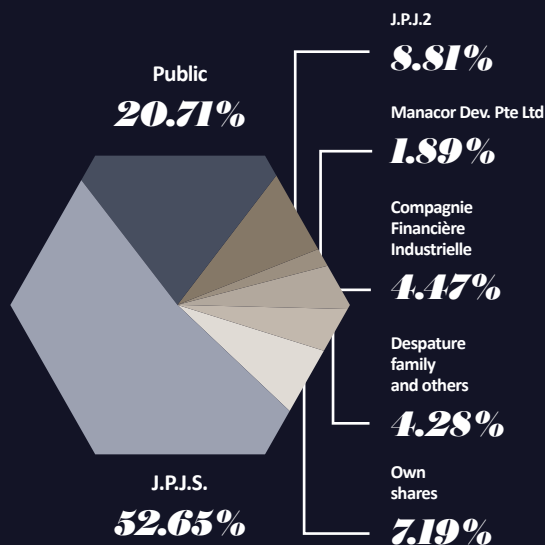
Somfy SA has a Management Board and a Supervisory Board and is listed on the Eurolist at Euronext Paris in Compartment A (ISIN code FR 0013199916).

CAPITAL

On December 31st, 2017, Somfy's capital amounted to €7,400,000, divided into 37,000,000 shares with a nominal value of €0.20, fully paid up and all in the same class.

www.somfyfinance.com

BREAKDOWN OF CAPITAL IN % ON DECEMBER 31ST, 2017



Our presence worldwide

57

COUNTRIES

46

OFFICES & AGENCIES

8,940

EMPLOYEES

121

SUBSIDIARIES

1

2

1 — NORTH AMERICA

150 EMPLOYEES

Canada
United States

2 — SOUTH AMERICA

80 EMPLOYEES

Argentina
Brazil
Colombia
Mexico

3 — NORTHERN EUROPE

200 EMPLOYEES

Belgium
Denmark
Finland
Ireland
Netherlands
Norway
Sweden
United Kingdom

4 — FRANCE

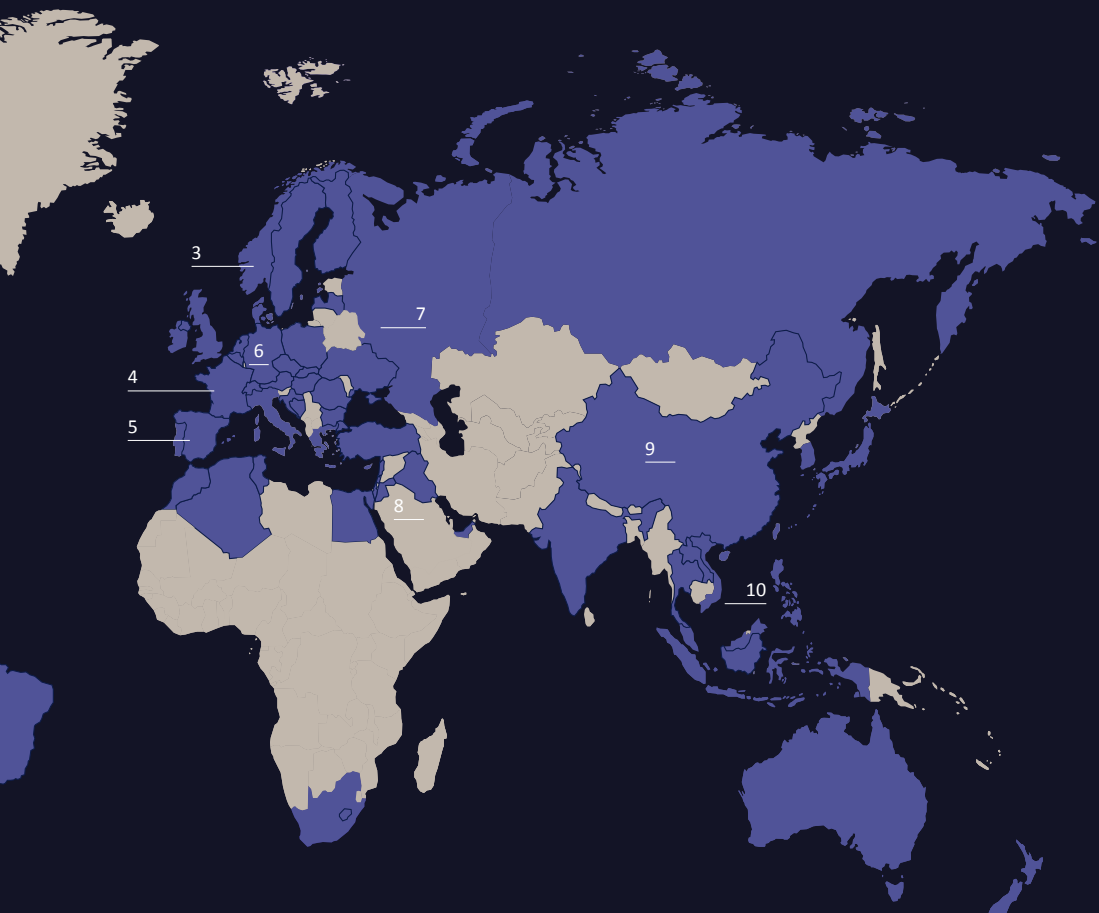
2,250 EMPLOYEES

France

5 — SOUTHERN EUROPE

520 EMPLOYEES

Bulgaria
Greece
Israel
Italy
Portugal
Spain



6 — CENTRAL EUROPE

440 EMPLOYEES

Austria
Germany
Switzerland

7 — EASTERN EUROPE

670 EMPLOYEES

Croatia
Czech Republic
Hungary
Latvia
Poland
Romania
Russia
Slovakia
Ukraine

8 — MIDDLE EAST & AFRICA

1,130 EMPLOYEES

Algeria
Cyprus
Egypt
Jordan
Lebanon
Morocco
South Africa
Tunisia
Turkey
United Arab Emirates

9 — CHINA

3,280 EMPLOYEES

China

10 — ASIA-PACIFIC

220 EMPLOYEES

Australia
Hong Kong
India
Indonesia
Japan
Korea
Malaysia
New Zealand
Philippines
Singapore
Taiwan
Thailand
Vietnam

Distribution

In 2017, **Somfy Group** registered strong growth in China, in the Asia-Pacific region, France and Eastern Europe, where sales accelerated sharply from the summer, and also in America and northern Europe.

Growth was less rapid but nevertheless positive in southern Europe and in Germany, despite a dip in the spring.

These trends demonstrate **the growing interest among consumers in smart automated home solutions** worldwide. They also confirm the Group's policy of innovation founded on digitization and its strategy of internationalization.

Motorized curtains at the Harbour Grand Hotel in Hong Kong.



FRANCE

+ **11.3%**

EASTERN EUROPE

+ **17.8%**

NORTHERN EUROPE

+ **10.5%**

SOUTHERN EUROPE

+ **6.1%**

CENTRAL EUROPE

+ **1.7%**

MIDDLE-EAST & AFRICA

+ **10.7%**

NORTHERN AMERICA

+ **13.8%**

SOUTHERN AMERICA

+ **3.7%**

CHINA

+ **27.2%**

ASIA-PACIFIC

+ **11.3%**



Activities

PART 2



Highlights 2017

Connectivity: innovation

The **Somfy Protect** product range was a real commercial success, and particularly **Somfy One**, launched in May 2017, which is a unique product on the market, fulfilling several functions (camera, alarm, occupancy sensor).

Launched at the IFA trade fair in Berlin in September 2017, the **connected thermostat** offers an innovative energy coaching service, enabling occupants to improve their behavior and including the option of connecting the system to rolling shutters, providing benefits in terms of thermal protection.

Connectivity: partnerships

In 2017, Somfy opened its ecosystem to all smart home solution technologies and stakeholders.

Partnerships were signed with home-environment market leaders. They give access to new applications, such as the partnerships with Atlantic and Sonos. By making TaHoma and Somfy Protect compatible with the major worldwide ecosystems of management and services solutions (Amazon Alexa and IFTTT), Somfy enables users to access a wide range of smart objects and makes smart home solutions available to the greatest number of people.

Interior products: being bold!

As demand grows for motorized interior products in the residential market, Somfy continues to work on innovating and strengthening its silent autonomous (Sonesse 30) and silent wired (Sonesse 50 Ultra AC for the US) motor ranges.

In order to speed up the roll-out of its offer in the Asian and American regions, Somfy has opted for the ZigBee open protocol to develop an interior bi-directional smart offer that enables scenarios to be created inside the home.

For the EMEA regions, Somfy relies on the io protocol and has, in particular, launched Sonesse 40, the first interior motor to incorporate io.

End-users: closer to the consumer

To provide the best end-user experience at all stages of its customer journey, Somfy has launched several projects in Europe based on interactions between the web and other distribution channels: installer networks, DIY and electronics stores.

Developed in partnership with our professional partners, **Somfy Assistance** is a consumer services program accessible in five new European countries.

A **prospects management system**

has been set up for business customers. It has redirected 2,700 qualified prospects from Somfy websites to business customers.

With the Somfy Protect offer, Somfy is expanding its presence in electronics stores, particularly in France. Somfy is present in 1,500 DIY stores in Europe.

Management: Believe & Act

In a context of profound change in its markets, Somfy has launched a new three-year strategic roadmap. In line with the Group's vision and values, it emphasizes four drivers: Closer to our End-User, Bolder on the Interior Market, Stronger on Operational Excellence, Better Together. Through interactive meetings and workshops, the teams have adopted this strategic plan, designing action plans that are as close as possible to local issues.

Home & Building

THE BUSINESS REGISTERED SUSTAINED GROWTH IN 2017, DRIVEN IN PARTICULAR BY THE SIGNIFICANT PROGRESSION OF EXTERIOR APPLICATIONS AND SOLUTIONS FOR COMMERCIAL BUILDINGS.

Connectivity gained ground in all segments.



GROWTH IN THE BUSINESS

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

+ **10.5%** Growth in the Home & Building Activity

+ **11.2%** Exterior applications

+ **8.0%** Interior applications

Smart & Smooth RS100

The success of the 100% connected universal motor for all types of rolling shutters, launched for the first time in 2015, has continued, with excellent customer feedback. After France and Germany, it continues to be rolled out in the rest of Europe.

The io solutions offer continues to grow

In 2017, the percentage of sales of io solutions grew strongly. The ratio of the number of io motors to total radio motors sold increased from 24.4% in 2016 to 32.8% in 2017. The io solutions range has expanded, with the launch of Maestria io, which is destined to penetrate the very dynamic outdoor screens market. New launches are scheduled for 2018, with a range for bioclimatic pergolas and the io version of motors for external venetian blinds.

FOR THE HOME

Home & Building designs, develops and manufactures 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 high-performance façade solutions using open and closed technologies.



Interior applications, a segment with strong potential

To develop this market, which still has low levels of motorization, Somfy strengthened its offer in 2017. The silent motor offer with imbedded batteries has been expanded, particularly in the US with Sonesse 30, which received an innovation award at the CEDIA Expo.

Meanwhile, the silent wired offer continues to be rolled out. The global launch of Sonesse Ultra 50, launched in the US in 2016, will take place in 2018.

The launch of new motors incorporating the ZigBee open bi-directional protocol will represent a first step into the connected world on the American and Asian markets. As in the rolling shutter market, Somfy aims to position itself as a key player by popularizing the motorization of interior applications.

Solutions for commercial buildings benefiting from the economic recovery

Commercial buildings benefited from the recovery in growth in 2017, particularly in Europe and the United States. In this context, the commercial building controls segment grew significantly. In order to grasp the opportunities associated with this trend, Somfy continues to innovate to strengthen its offer with TouchBuCo™ 8 zones, a touch control point for commercial buildings that enables control of solar protection of eight zones within the same building, pending the major launch of Animeo Connect in 2018.

Access

THE ACCESS BUSINESS RELIES ON THE COMPLEMENTARY NATURE OF ITS FIVE BRANDS TO COVER ALL ACCESS AUTOMATION AND SECURITY NEEDS IN THE VARIOUS GEOGRAPHICAL AREAS. Somfy Group is the joint leader of the European Access market.

PERFORMANCE

+ **8.0%** Growth in the Access Activity on a like-for-like basis

Somfy

Dexxo io Connexoon connects garage doors

Launched in early March 2017, Dexxo Pro io Connexoon is the latest addition to the kits offer for the Garage Door Opener ranges. This unique offer, fitted with io technology, now enables business customers to sell smart – rather than simply motorized – garage doors. The geolocation feature enables management of all access to the home as the user approaches the house.

BFT

Successful launch of the Giuno Ultra range

Recently launched by BFT to replace the Lux range, the new motor for swinging gates, Giuno Ultra, was designed in response to two major requests from users: more reliable products that are easier to install. The improvements introduced include a magnetic limit switch rather than an encoder, which has proved very popular among users. BFT has thus strengthened its positioning on the market of automatic controls for intensive-use gates for residential, industrial or collective housing projects.



Icaro, the new motor for intensive-use sliding gates

Easy to install and very reliable, Icaro Ultra AC A is an innovative solution that enables the gate to be connected to a smartphone. Its robust construction and control unit with D-track technology allow for absolute control and are EU-compliant.

U-Link enhanced with new U-Control application

With the new U-Control application, it is now possible to manage automatic controls directly via a smartphone (Android or iOS). Moreover, the GPS feature makes it possible to open the gate without leaving the vehicle. U-Link is the BFT communication platform for all types of control units, boxes and receivers. This communication protocol makes it possible to install a remote-controlled automation system and to check the status of connected devices.



FOR THE RESIDENTIAL SECTOR

For the residential sector, the Access Activity designs motors, remote controls and control points, sensors and accessories for gates and garage doors. Its applications are fully incorporated into the smart home solutions developed by Somfy.

FOR THE COMMERCIAL, INDUSTRIAL AND URBAN SECTOR

For the commercial and industrial sector, Access designs motors and automatic controls for store security grilles and curtains and industrial building doors. Due to the complementarity of the Somfy and Simu brands, Somfy Group is the world leader in this business sector. Through the BFT brand, the Access Activity is developing unique expertise in applications for the commercial sector: automatic doors, gates, retractable bollards and parking management systems.



Connected Solutions

THE CONNECTED HOME IS VERY RAPIDLY PROGRESSING AMONG CONSUMERS AND PROFESSIONALS, THANKS TO THE EFFORTS OF MAJOR PLAYERS INVOLVED IN THE HOME IMPROVEMENT MARKET AND THE INTERNET. With 2 million objects already connected, Somfy is seizing opportunities and positioning itself as a key partner for stakeholders.



SHARPLY ACCELERATING CONNECTIVITY

+ **65%** Growth of the Connected Solutions Activity (motors and controls), on a like-for-like basis

2 million connected objects

TaHoma: The most comprehensive platform for the connected home

Somfy has made strong progress in terms of connected solutions, with some 200,000 connected homes at the end of 2017, namely driven by Overkiz, Somfy Protect (formerly Myfox) and TaHoma.

TaHoma has cemented its reputation as the best integrated consumer connected home platform with the widest selection of applications. Now sold in over 35 countries and in 23 languages, it is compatible with more than 200 product lines and 19 partner brands.

TAHOMA

200,000

connected homes

Satisfaction
rate

89%

INNOVATION AWARDS

2x2

Innovation Awards
at CES 2017 and 2018

Open Ecosystem

Announced at CES 2018, the program So Open with Somfy offers ecosystem partners the tools for fully open solutions:

- integrating new industrial partners into TaHoma, namely Sonos, Legrand and Schneider Electric
- integrating Somfy into major digital ecosystems: Amazon Alexa, Google Home, IFTTT (already in place) and Apple HomeKit (announced in 2018)
- introducing open API for Somfy products for third-party developers,

to offer an experience of the connected home that is both rich and adapted to individual consumers.

Stronger presence on the vertical collective housing market

Pursuing this open-system strategy and developing a new multi-protocol and modular DIN rail box offer have led real estate players Bouygues Immobilier and Nexity to choose Somfy in 2017, to roll out new programs for newly built connected apartments.

Performance in Smart Security

After integrating Myfox at the end of 2016, the **Somfy Protect** offer – launched in May 2017 – was a big commercial hit, particularly thanks to **Somfy One**,



IOT MISSION

The Connected Solutions Activity supplies connectivity systems to all of the group's entities (activities, territories, etc.). It is also developing new business based on the benefits of security, comfort and energy savings, linking to Somfy's core activity.

the all-in-one solution combining an alarm, motion detection and an HD camera. The other Somfy security ranges (home alarm, videophone) have continued to perform well.

Innovations and new territories

The **smart-lock system Opendoors** obtained A2P certification in partnership with Bricard – a first in this category.

Somfy's connected thermostat, launched at the IFA trade show in Berlin in September 2017, was developed in-house in "start-up mode". After taking a CES Award, Somfy is offering an innovative energy coaching service, enabling occupants to improve their behavior and including the option of connecting the system to rolling shutters, providing benefits in terms of thermal protection.

The new Connected Solutions team in Hong Kong has made it possible to accelerate development for **solutions with ZigBee technology** (Somfy is on the ZigBee Alliance Board of Directors), intended for Asia and the Americas, and presented for the first time in January 2018.

Group

PART 3



Living the Somfy Spirit every day

SUCCESS OF THE YAMMER SOCIAL NETWORK

3,000 participants

400 theme groups

IN 2017, SOMFY CONTINUED TO WORK ON OWNERSHIP OF THE SOMFY SPIRIT, WHICH EMBODIES THE COMPANY'S CULTURE AND VALUES.



Skills management

To achieve managerial change, the Group intends to promote the empowerment and personal fulfillment of every employee in a sustainable and responsible way. The aim of the Skills Management project is to recognize and assess the key skills of each occupation in order to develop them more effectively. The first step is to map these occupations, both technically by business and transversely (managerial skills, behavioral skills, etc.). This framework, which is being developed, will mean that employees' skills can be assessed and they can be offered training plans in order to progress.

Developing management skills

Following the launch of Somfy Spirit, a new version of the **"Leadership & Management" Academy** was launched in 2017. Held over five days, it trains managers in key positions at the Group about the principles of Somfy's operations and management.

Adopting the Somfy Spirit

Since 2017, a quarterly survey has measured the level of ownership or perception of the Somfy Spirit by employees and the level of implementation of our management principles in their environments.

Managing simplified job offers

In 2017, Somfy adopted SmartRecruiters, an easy-to-use web platform for the management of job offers. It aims to provide better visibility of internal career opportunities and to increase transparency in terms of the dissemination of offers and the monitoring of applications.

Integration programs

An e-learning module for new hires (approximately 200 people/year) is being developed. It will contain information on the Group's organization, key processes, culture and values, as well as local information or information relating to the various occupations.

Operational excellence

SOMFY CONTINUES TO TRANSFORM ITS SUPPLY CHAIN TO INCREASE ITS LEVEL OF OPERATIONAL EXCELLENCE.

Adapting our manufacturing and logistics system

The aim of the Manufacturing and Logistics Blueprint is to permanently adapt Somfy's manufacturing and logistics capacity to take account of demand; it is now reviewed annually. The conversion of the historic site at Cluses has continued, and is focusing increasingly on the production of innovative products with high technological content that are highly automated. The SOPEM factory (in Poland) continues to ramp up to support the Group's growth in terms of volumes.

Digitization and IT system

In 2017, Somfy allocated substantial resources to preparing its factories for digitization. The progressive implementation of the Manufacturing Executive System will enable the manufacturing sites to go "paperless" and digitize their management. The expected results include: real-time quality management, enhanced traceability and efficient scheduling of production lines.



The future ERP, whose preliminary phase of functional analysis was launched at the end of 2017, will enable Somfy to develop end-to-end control over the execution of its manufacturing and logistics processes. By supporting future innovative features for our customers, it will also be a competitive tool for the Group.

Industrialization of products and services

As part of the Somfy Production System (the assessment and standardization tool for our manufacturing processes), each plant now undergoes a full annual audit. The score obtained and the qualitative analysis provided allow each site to define its annual progress plan.

Cost Leadership

The aim of the Cost Leadership program is to optimize costs throughout the Supply Chain, from parts purchasing to production and distribution costs. Productivity actions are now planned on a multi-year horizon and are closely monitored.

Optimizing inventory

As well as strengthening its sales forecasting process, Somfy is putting standardized inventory management methods in place. The result of this is better resources allocation, increased inventory control and better customer service.

GROUP PRODUCTION CAPACITY

8 major production sites
in France, Italy, Tunisia,
Poland and China

> **50** logistics
warehouses

Annual capacity

> **20,000,000**
motors

Customer satisfaction is our priority!

IN 2017, SOMFY PURSUED ITS APPROACH OF OPERATIONAL EXCELLENCE IN ORDER TO IMPROVE CUSTOMER SATISFACTION AND PERFORMANCE.

Measuring customer satisfaction

Satisfaction surveys were carried out in 20 countries to measure the loyalty of Somfy's customers. More than 1,500 customers responded. With a first measurement of the "Customer Net Promoter Score" of 69, Somfy achieved a performance comparable to that of companies with a strong customer culture, such as Amazon and Apple. Our customers recommend us! Furthermore, the ongoing deployment of the new CRM will progressively enable subsidiaries to implement a five-star customer satisfaction measurement on a daily basis.

The Customer Satisfaction Academy

The Quality Academy has changed its name, demonstrating Somfy's intention of making customer satisfaction a central part of its Quality approach. The program of four sessions in 2017 in France, Poland and Germany was renewed to integrate the results of the customer satisfaction surveys. Since 2014, the Academy has trained 160 managers from all areas (subsidiaries, Activities, Manufacturing, R&D), to promote behaviors that help to transform the Quality Culture.



< Customer 1st Challenge

Launched in late 2016 in the form of a "serious game" to explain the new Management System and the associated issues, Customer 1st Challenge continues to be rolled out across all sites. 780 employees (manufacturing, development, distribution) have already taken part worldwide and are cooperating to improve their interactions in the service of customer satisfaction.

< 10,000

5-year motor returns
have dropped below 10,000 ppm

160

Quality ambassadors

Continuous improvement approach

An ISO 9001 certification audit has been carried out for the first time at Somfy Group level. This enabled alignment on common processes between sites and entities in France, Poland and Tunisia.

The implementation of SIM (Short Interval Management) routines has continued in the distribution subsidiaries. Designed to help the dissemination of the 8D problem-solving method, the first 8D Awards were a great success, with 32 challenges and six nominees.

Reducing our environmental impact



Cluses site, France.

Taking action on sites

- Traditional lighting systems have been progressively replaced by LED lights, which consume less energy.
- Low-impact mobility is encouraged around the French sites;
 - A new car pooling application, Klaxit, has been adopted.
 - Sharepoint Eco-mobilité, an online information space, was created.
 - **126** people declared that they had traveled more than **54,000 km** by bicycle to get to work.
- **19%** organic and local products were served in Somfy's staff restaurant at Cluses (France).
- **508** pieces of equipment were reconditioned for use, including **348** computers. **97%** of the material is reusable.
- Of the **3,767** tons of waste produced at the manufacturing sites, **92%** was recycled.

IN 2017, SOMFY STEPPED UP ACTIONS TO REDUCE ITS ENVIRONMENTAL FOOTPRINT AT ITS WORKING SITES AND IN ITS PRODUCTS.

The Act for Green® label



In 2017, four new product families with the Act for Green® label were launched, bringing the total number of such families to 11.

The Act for Green® label, launched by Somfy in 2015, is a voluntary eco-design process. The Act for Green® criteria stem from Somfy's desire to reduce its environmental impact:

- curbing of greenhouse gas emissions through lower electricity consumption and the use of less impactful electronic components;
- use of recycled and recyclable materials in packaging;
- materials chosen for their low toxicity for people and the environment;
- product durability;
- a declaration of environmental impacts in line with the PEP ecopassport® program*.



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

THE FOLLOWING ARE ECO-DESIGNED AND CARRY THE ACT FOR GREEN® LABEL:

11 Somfy product families

20% quantities of Somfy-branded products sold



More resources to combat poor housing

THROUGH ITS TWO PROGRAMS, SOMFY FOUNDATION HAS STRENGTHENED ITS CITIZENS' ACTION AGAINST POOR HOUSING.



Somfy employees at a Somfy Foundation solidarity event at the Apprentis d'Auteuil Foundation in Côte Saint-André (38).

The Foundation's two programs, **Les Petites Pierres** and **A House is A Home**, have the same objective: helping to combat poor housing by supporting charity projects and general-interest projects to give vulnerable people access to decent housing.

Les Petites Pierres increases its capacity for action

The crowdfunding platform (www.lespetitespierres.org) allows anyone to give to charitable projects that support access to decent housing. In 2017, 49 new projects were funded through the platform, for a total amount (including matching by the Foundation) of €220,000. By teaming up with other foundations with the same goals, Somfy Foundation plans, in the longer term, to increase its capacity for charity support, to help to carry forward a greater number of projects. The first of these partnerships has been signed with the Schneider Electric Foundation.

49 projects
funded by Les Petites
Pierres in 2017

1,548,000
euros collected for charity
since 2013

2,264 skills hours
donated to charities
by Somfy employees
in 2017

Consolidation of the A House is a Home program

9 subsidiaries are now involved in the A House is a Home program (Brazil, Germany, Spain, Belgium, Lebanon, Poland, the United States, Australia and France). This financial sponsorship program was boosted in 2017 and human patronage was set up in some subsidiaries.

Growing involvement of employees

In 2017, the skills and dynamism of 283 of Somfy's employees were contributed to charities as part of 49 solidarity missions. This was a 71% increase on the 165 employees that took part in 2016, a sign of employees' interest in this program of engaged citizenship and solidarity.

Winning long-term support

A PARTNER OF FRENCH SKI FEDERATION (FFS), SOMFY HAS SUPPORTED THE FRENCH BIATHLON TEAM SINCE 2005, AND NORDIC SKIING SINCE 2014.



From left to right:
Clément Parisse, cross-country skiing; Enora Lathuillière, biathlon; Thomas Clarion, biathlon/disabled sport; Jonas Devouassoux, ski cross; Marie Dorin-Habert, biathlon; Martin Fourcade, biathlon; Simon Fourcade, biathlon.

Sponsoring nordic ski and its talents

In 2017, the group stepped up its sponsorship in three main areas:

- as the official partner to France's Nordic ski teams,
- sponsoring three biathlon champions: Martin Fourcade, Marie Dorin-Habert and Simon Fourcade,
- and sponsoring young talents through the Somfy Ski Talents program.

A passion shared by its employees

Involved in sponsoring Nordic ski on behalf of its many employees who enjoy winter sports, Somfy reflects its mountain roots and its passion for the sporting values of endurance, precision and humility.

Every year, employees are able to spend time with the sportsmen and women, whether in training, during competitions or through the Somfy Ski Challenge. On April 4th, 2017, to close the season, more than 1,000 employees celebrated with "their" champions!

Biathlon

An abundance of olympic medals

In chronological order

Raphaël Poirée

Silver in Pursuit, Bronze in Relay 2002 –
Bronze in Relay 2006

Florence Baverel

Gold in Sprint, Bronze in Relay 2006

Vincent Defrasne

Bronze in Relay 2002 –
Gold in Pursuit, Bronze in Relay 2006

Vincent Jay

Gold in Sprint 2010

Marie Dorin-Habert

Bronze in Sprint, Silver in Relay 2010

Marie-Laure Brunet

Bronze in Pursuit, Silver in Relay 2010

Martin Fourcade

Silver in Mass Start 2010 – Gold in Pursuit,
Gold in 20 km, Silver in Mass Start 2014



Martin Fourcade, the most talented biathlete of his generation.

Exceptional performances

for the 2016-2017 season

Biathlon

World Championships (Hochfilzen, Austria)

1 World Champion title:
Men's Pursuit

2 Vice World Champions:
Mixed Relay
and Men's relay

4 Bronze Medals:
Women's Sprint and Relay,
Men's Individual and Sprint

World Cup

4.9 podiums
including 21 wins

5 Crystal Globes
(Men's General, Pursuit, Spring,
Individual and Mass Start)

Cross-country skiing

World Cup

4
podiums

Nordic combined

World Cup

1
podium



SOMFY SA
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