

**Financial information for the 1st quarter
of the 2012 financial year**

| Consolidated sales (€ millions) | 2012 | 2011 | % change |
|---------------------------------|-------|-------|----------|
| First quarter | 236.3 | 226.9 | +4.2 |

Sales

Group sales were € 236.3 million¹ for the first three months of the financial year, an increase of 4.2% in real terms and 3.1% on a like-for-like basis. This growth featured mixed trends that reflected the gradual increase in the significance of fast growing markets and the European economic situation.

Somfy Activities

Somfy Activities generated sales of € 207.7 million during the quarter. This was an increase of 5.1% in real terms and 3.9% on a like-for-like basis, despite a slowdown at the end of the period.

Growth was particularly strong in Central and Eastern Europe (up 16.7% on a like-for-like basis) and in America (up 16.6% on a like-for-like basis), due to robust sales in the US and the rise of Brazil and Mexico.

Germany, Asia-Pacific and France performed well despite an uncertain environment (up 8.3%, 7.1% and 4.4% respectively, on a like-for-like basis).

However, Northern and Southern Europe² fell back (down 5.7% and 4.9% respectively, on a like-for-like basis), as a result of the economic crisis, particularly in Spain and Italy, and adverse weather conditions at the start of the year, especially in Scandinavia.

¹ The difference between Group sales and the total of both Somfy Activities and Somfy Participations' sales figures is due to intra-group sales between Somfy Activities and Somfy Participations.

² Africa and the Middle-East are included in Southern Europe.



Somfy Participations

Somfy Participations achieved sales of € 29.5 million during the quarter. This was a decline of 1.2% in real terms and 1.3% on a like-for-like basis.

The business trends of the fully-consolidated companies, Cotherm, Sirem and Zurflüh-Feller differed significantly. The first progressed (up 5.9% on a like-for-like basis), due to growth in export markets, while the latter two declined (down 7.1% and 2.1%, respectively, on a like-for-like basis). The same trend was noted for equity-accounted companies Ciat and Gaviota Simbac (down 6.6% and 13.6% respectively, on a like-for-like basis).

Other information

The deterioration in the economic environment has led the Group to adjust its business plan over the last few months.

Somfy Activities therefore decided to streamline its development effort to better absorb costs associated with capital expenditure made last year and preserve its yearly profitability level accordingly.

The same approach was implemented by Somfy Participations, whose priority is to support companies in its portfolio in optimising their business model and business development.

Corporate profile

The Somfy Group is organised into two separate branches: Somfy Activities is dedicated to the Group's core business of automated openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investments and equity shareholdings in industrial companies operating in other business sectors.

Contacts

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Agenda

Annual General Meeting: 15 May 2012 at 5pm in Cluses, France (registered office)
Publication of first half-year sales: 19 July 2012 after close of trading

<http://www.somfyfinance.com>