

PRESS RELEASE

20 OCTOBER 2016

FINANCIAL INFORMATION FOR THE FIRST NINE MONTHS OF THE 2016 FINANCIAL YEAR

Consolidated sales (€ millions)	2016	2015	△ Real terms	△ Like-for-like
First quarter	265.5	247.1	+7.4%	+11.9%
Second quarter	322.0	300.7	+7.1%	+12.2%
Third quarter	276.7	265.0	+4.4%	+7.1%
First nine months	864.2	812.8	+6.3%	+10.4%

Note: the Brazilian companies Garen Automação and Giga exited the sales consolidation scope as of 1 July 2015 for the former and as of 1 January 2016 for the latter. They had contributed €10.4 million and €6.3 million respectively to Group sales over the first nine months of the 2015 financial year.

SALES

Group sales totalled €864.2 million for the first nine months of the financial year, an increase of 6.3% in real terms compared with the same period last year, despite material negative exchange rate and consolidation scope effects. Its growth was 10.4% on a like-for-like basis, including 12.1% in the first half-year and 7.1% in the third quarter.

The slowdown seen in recent months formed part of what remained a positive trend and followed a particularly buoyant start to the year which resulted from the favourable effect of the comparison base¹.

All activities and all geographic regions² reported growth over the period.

¹ Group sales grew by 0.8%, 4.7% and 8.2% respectively on a like-for-like basis over the first, second and third quarters of the 2015 financial year.

² Germany, America, Asia Pacific, Central and Eastern Europe, Northern Europe, Southern Europe and France are all considered as autonomous geographic regions in the sales breakdown, due to their respective scopes and weightings.

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The most noteworthy performances were achieved in Central and Eastern Europe, America, Asia-Pacific and Southern Europe³ (up 18.4%, 16.8%, 12.6% and 9.9% respectively on a like-for-like basis). Their strong performance is testament both to the vitality of new territories, such as Hungary, Poland, China and India, and to historical markets such as Italy, the Iberian Peninsula and the United States performing well.

Business also remained healthy in Germany and France despite a less favourable base effect in recent months (up 9.4% and 7.0% respectively on a like-for-like basis over the period as a whole).

In contrast, growth weakened in Northern Europe, due in particular to the downturn seen in the UK, although it did remain clearly positive (up 4.5% on a like-for-like basis over the period as a whole).

OTHER INFORMATION

The investment effort continued over the quarter just ended, still with the same focus on maintaining profitability, and centred mainly on product innovation and brand promotion.

The financial position remained very sound.

CORPORATE PROFILE

Somfy Group is the global leader in opening and closing automation for both residential and commercial buildings.

CONTACTS

Somfy: Pierre Ribeiro: +33 (0)4 50 40 48 49 / Emilie Mathelin: +33 (0)4 50 96 75 88

Shan: François-Xavier Dupont: +33 (0)1 44 50 58 74 / Diane de Brisis: +33 (0)1 47 03 47 36

SHAREHOLDERS' AGENDA

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³ Africa and the Middle-East are included in Southern Europe.