

# PRESS RELEASE

18 OCTOBER 2018

## SALES FOR THE FIRST NINE MONTHS OF 2018

Consolidated sales (€ millions)	2018	2017	△ Restated	△ Like-for-like
First quarter	270.7	261.6	+3.5%	+6.3%
Second quarter	315.4	309.0	+2.1%	+4.3%
<b>First half-year</b>	<b>586.1</b>	<b>570.6</b>	<b>+2.7%</b>	<b>+5.2%</b>
Third quarter	273.0	263.9	+3.5%	+4.9%
<b>First nine months</b>	<b>859.2</b>	<b>834.6</b>	<b>+3.0%</b>	<b>+5.1%</b>

*Note: 2017 and 2018 figures have been restated in accordance with IFRS 5 for comparison purposes following the change in the consolidation method of Dooya, from full consolidation to consolidation under the equity method.*

Group sales totalled €859.2 million for the first nine months of the financial year, an increase of 3.0% based on restated data (excluding Dooya), including 2.7% over the first six months and 3.5% over the third quarter, and of 5.1% on a like-for-like basis<sup>1</sup>, including 5.2% over the first six months and 4.9% over the third quarter.

The increase follows two years of strong growth<sup>2</sup> and took place against a less favourable backdrop in various territories, notably in Africa and the Middle East (down 0.2% on a like-for-like basis) due to the instability of the economic and political environments, in North America (up 0.5% on a like-for-like basis) due to the logistics restructuring of the main commercial partner in the United States, and in China (down 5.4% on a like-for-like basis).

All the other regions<sup>3</sup>, namely Central and South America, Central and Eastern Europe, Northern Europe, Asia-Pacific (excluding China), France, Southern Europe and Germany, ended the period on a positive or even distinctly positive note (up 12.2%, 10.4%, 8.1%, 7.8%, 6.1%, 4.2% and 2.6% respectively on a like-for-like basis).

<sup>1</sup> The change in restated data corresponds to the variation at constant consolidation method, and the change in like-for-like data corresponds to the variation at constant consolidation method, consolidation scope and exchange rates.

<sup>2</sup> The growth in Group sales (excluding Dooya) was 9.2% on a like-for-like basis over 2017, including 8.4% over the first quarter, 8.0% over the second, 10.3% over the third and 10.3% over the fourth quarter.

<sup>3</sup> Africa & the Middle East, Germany, Central & South America, North America, Asia-Pacific, China, Central & Eastern Europe, Northern Europe, Southern Europe, and France are the geographic regions 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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These results reflect both the strong performance of historical markets, such as Benelux, France and the United Kingdom, and the momentum of new markets, like Poland and the Czech Republic.

Another notable feature was the easing of the currency impact as the quarters went on, although it remained negative (€3.9 million impact on sales over the last three months compared with €14.5 million for the first six months of the financial year).

## CORPORATE PROFILE

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

## CONTACTS

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## SHAREHOLDERS' AGENDA

Publication of full-year sales: 24 January 2019 after close of trading

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## APPENDIX

### Geographical analysis of sales

Consolidated data (€ millions)	2018 9 Months	2017 9 Months	△ Restated	△ Like-for-like
France	245.2	231.3	+6.0%	+6.1%
Germany	137.4	134.0	+2.6%	+2.6%
Central & Eastern Europe	99.1	90.8	+9.1%	+10.4%
Northern Europe	93.8	87.7	+7.1%	+8.1%
Southern Europe	90.9	87.7	+3.6%	+4.2%
North America	74.3	79.2	-6.2%	+0.5%
Africa & Middle East	52.4	57.8	-9.3%	-0.2%
Asia-Pacific	39.1	38.4	+1.8%	+7.8%
Central & South America	17.4	17.4	+0.2%	+12.2%
China	9.4	10.3	-8.6%	-5.4%
<b>Total</b>	<b>859.2</b>	<b>834.6</b>	<b>+3.0%</b>	<b>+5.1%</b>

Consolidated data (€ millions)	2018 Q3	2017 Q3	△ Restated	△ Like-for-like
France	70.5	68.0	+3.8%	+3.8%
Germany	47.5	46.1	+2.9%	+2.9%
Central & Eastern Europe	35.6	32.2	+10.8%	+11.8%
Northern Europe	30.3	26.5	+14.4%	+14.9%
Southern Europe	26.9	26.2	+2.5%	+2.6%
North America	24.9	25.1	-1.0%	-2.1%
Africa & Middle East	14.1	16.9	-16.2%	-2.8%
Asia-Pacific	13.9	13.5	+2.8%	+5.7%
Central & South America	5.9	5.7	+3.2%	+18.0%
China	3.4	3.7	-8.3%	-7.4%
<b>Total</b>	<b>273.0</b>	<b>263.9</b>	<b>+3.5%</b>	<b>+4.9%</b>

*Note: the sales figures provided are calculated based on customer location. They have been restated following the change in the consolidation method of Dooya.*