

A blurred office scene with people working at desks with laptops. A woman in the foreground is looking at a laptop screen. In the background, a man is standing and talking to a woman who is holding a large document.

PRESENTATION OF 2020 HALF-YEAR RESULTS

SOMFY[®]



HIGHLIGHTS

- New structure and new Executive Committee introduced **in early January**
- Abrupt change in environment and reversal of trend **midway through the half-year** due to the health crisis
 - Suspension of operations at several manufacturing sites **in late March** and gradual restart **early April**
 - Massive rollout of remote working **from mid-March to late June** for suitable roles
 - Business recovery **in June** with the increase in manufacturing capacities to make up for the production stoppage and to deliver delayed orders
- Launch in late June of an **integrated remote surveillance and alarm solution** (Ilô by Somfy)

KEY FIGURES

- Sales: €568.9m (-7.5%)
- Current operating margin 18.0% (-70 bps)
- Net profit: €80.9m (-11.3%)
- Cash flow: €117.7m (+0.2%)
- Net financial surplus: €325.6m (+€15.1m compared with 31/12/2019)



FOCUS ON THE FIRST HALF OF **2020**

Presentation of 2020 half-year results

MANAGEMENT AND IMPACT OF THE HEALTH CRISIS (COVID-19)

- **Implementation of a safety protocol**, in accordance with the recommendations of local authorities, with the aim of adapting working conditions and making remote working mandatory
- **Drive to minimise the impacts** of the health crisis, particularly in relation to our employees and customers, to ensure accountability and exemplary behaviour
- **Temporary stoppage of operations** at the Chinese, French, Italian and Tunisian manufacturing and logistics sites, but operations continued uninterrupted at our Polish site, with daily monitoring of each local situation
- **No recourse to state aid in France** (furlough schemes, guaranteed loans or deferred payment of social security and tax expenses); marginal use by some of our subsidiaries
- **Safeguarding of jobs across all our entities and continued remuneration** for French employees on technical unemployment due to the lockdown

BUSINESS CONTINUITY PLANNING (COVID-19)

Rapid rollout of a set of measures to **deal with the crisis** and **balance the safety** of employees **with business continuity**

Operations

- Implementation of a remote working system
- Temporary suspension of production at certain sites
- Development of a safety protocol (individual and collective measures) ratified with the Works Council

Workforce

- Signing of a company-wide agreement between management and the trade union delegations on the taking of paid leave
- Safeguarding of all jobs until the end of June

Finance

- Reduction of the dividend proposed in relation to the 2019 financial year

ROLLOUT OF CHARITABLE INITIATIVES (COVID-19)

Stepping up of initiatives to support local non-profit organisations and regional communities during the crisis

A COMMITTED COMPANY

DONATION OF EQUIPMENT TO HELP
COMBAT THE PANDEMIC

almost **100,000**
masks donated
to various local organisations and
communities

INCREASED SUPPORT FOR THE “LES PETITES
PIERRES” ENDOWMENT FUND

support for **non-profit organisations’
emergency projects** to help the
homeless, victims of social exclusion and
people exposed to additional risks of
abuse or isolation during the lockdown

FONDATION 
SOMFY
MIEUX HABITER ENSEMBLE

RESTART OF OPERATIONS (COVID-19)

- Abrupt return of demand as soon as the lifting of lockdown measures was announced
- Gradual restart of operations to guarantee the proper implementation of protective measures
- Strong customer demand with up to 10 days' back order for some product ranges despite record production levels
- Strong employee commitment, with night shifts, work during weekends and public holidays, continued work throughout August, thereby illustrating the flexibility and responsiveness of the teams
- A crisis that has bolstered Somfy's medium-term fundamentals:
 - The home as a cocoon and its increasing importance
 - A period of almost total lockdown that has led consumers to save and go on fewer holidays
 - Awareness of the need for more sustainable development

NEW SOLUTIONS TO ENSURE COMFORT IN THE HOME

In line with its desire to constantly innovate to provide a living environment that ensures comfort, wellbeing and safety for its users and to be a significant player in sustainable development, Somfy is improving and expanding its solutions to make them more accessible and effective.

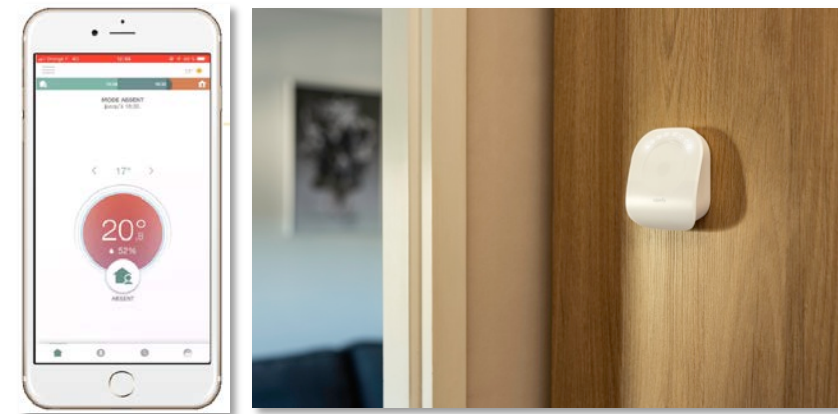
Somfy air – the promise of secure automatic ventilation

- Launch in November 2019 of **Somfy air**, a range of practical solutions to help consumers to improve air quality inside the home
- The **Sliding air io** motor is available from CAIB, Kline and Meo, three Liébot Group brands, with other manufacturers to follow in 2021.



Upgrade of the Somfy connected thermostat

- Launched in 2017, the Somfy connected thermostat has been reinvented with the launch of a new version incorporating a new regulation algorithm offering optimised energy performance.
- For ever greater efficiency, the wifi and bluetooth components have also been upgraded and the installation process has been redesigned to improve both speed and practicality
- Eligible for the French government's "thermostat booster" programme offering an installation grant of €150 since 1 July 2020



NEW SECURITY SOLUTION (ILÔ BY SOMFY)



OFFRE APPARTEMENT

Une solution compacte, spécialement conçue et pensée pour les appartements.

19,99€
/mois



OFFRE MAISON

Une solution complète pour votre maison, avec sirène extérieure incluse.

29,99€
/mois

Two modular basic offers corresponding to the needs of 80% of French households

A unique, all-in-one professional security service in France

- **Comprehensive solution (360°)** including the rental of security equipment and access to professional remote monitoring services and personalised assistance
- **A commitment-free offer, unique in the market**
- **Attractive and transparent pricing** (40% cheaper on average than comparable offers), with no installation or cancellation fees

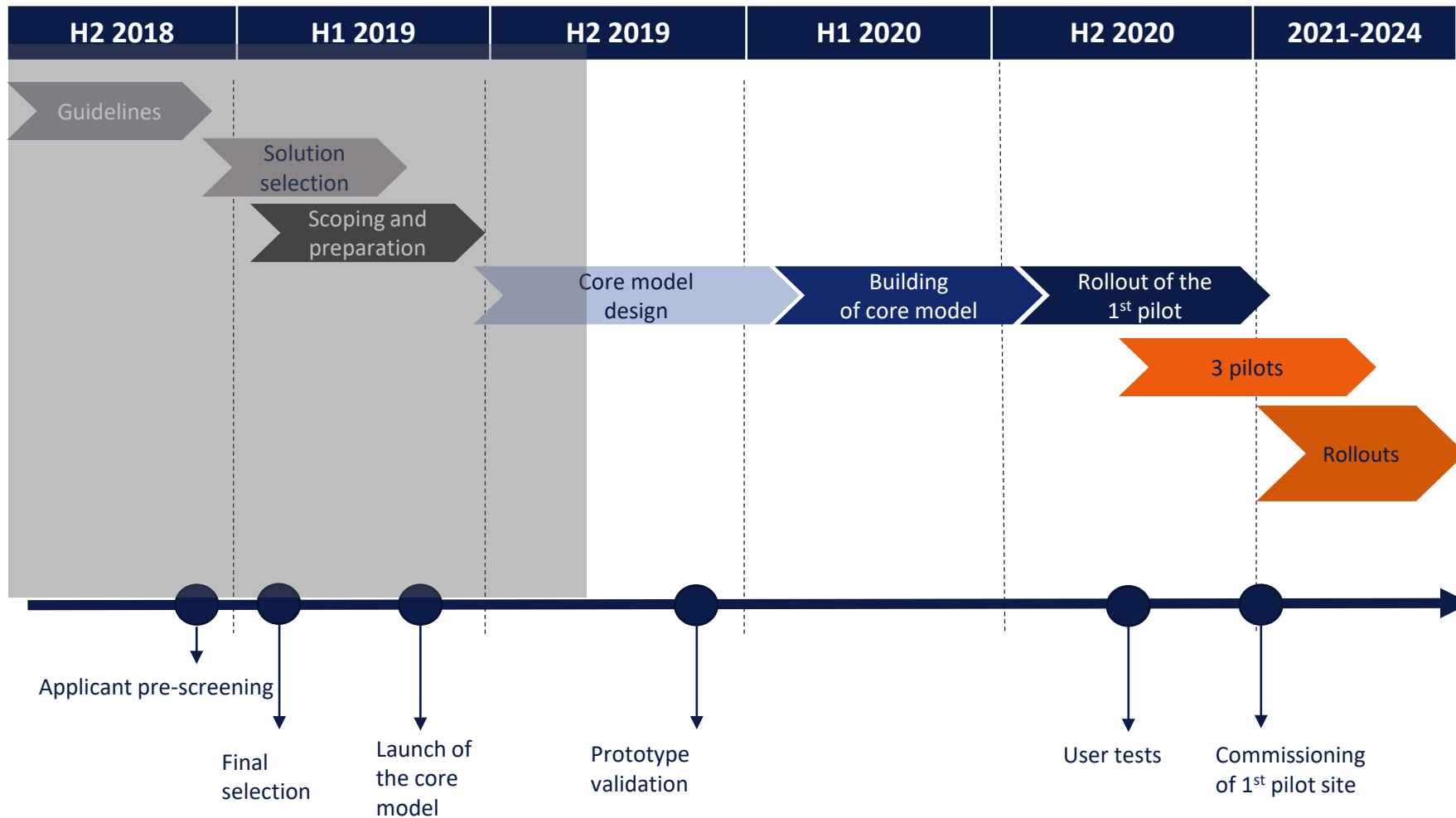
Combination of the quality and reliability of Somfy's expertise

- **Leveraging the Somfy brand's twenty years of experience and innovation in security products**
- **Collaboration with recognised partners** (Sotel, Axa Assistance) ensuring a rapid response by professional remote monitoring specialists

First service offer aimed at consumers

- Launch of Somfy's first service offer for consumers
- Model enabling the generation of recurring revenues and a presence on the remote monitoring market

IMPLEMENTATION OF THE NEW ERP (SAP)



Progress of the transformation programme in H1:

- **Finalisation** of the definition of Somfy's core model
- **Preparation of roll-out planning**
- **Commencement of work with the 1st pilot site, Somfy Italy**
- **A focused and operational team** throughout lockdown
- **Minor schedule adjustments** required due to the pandemic

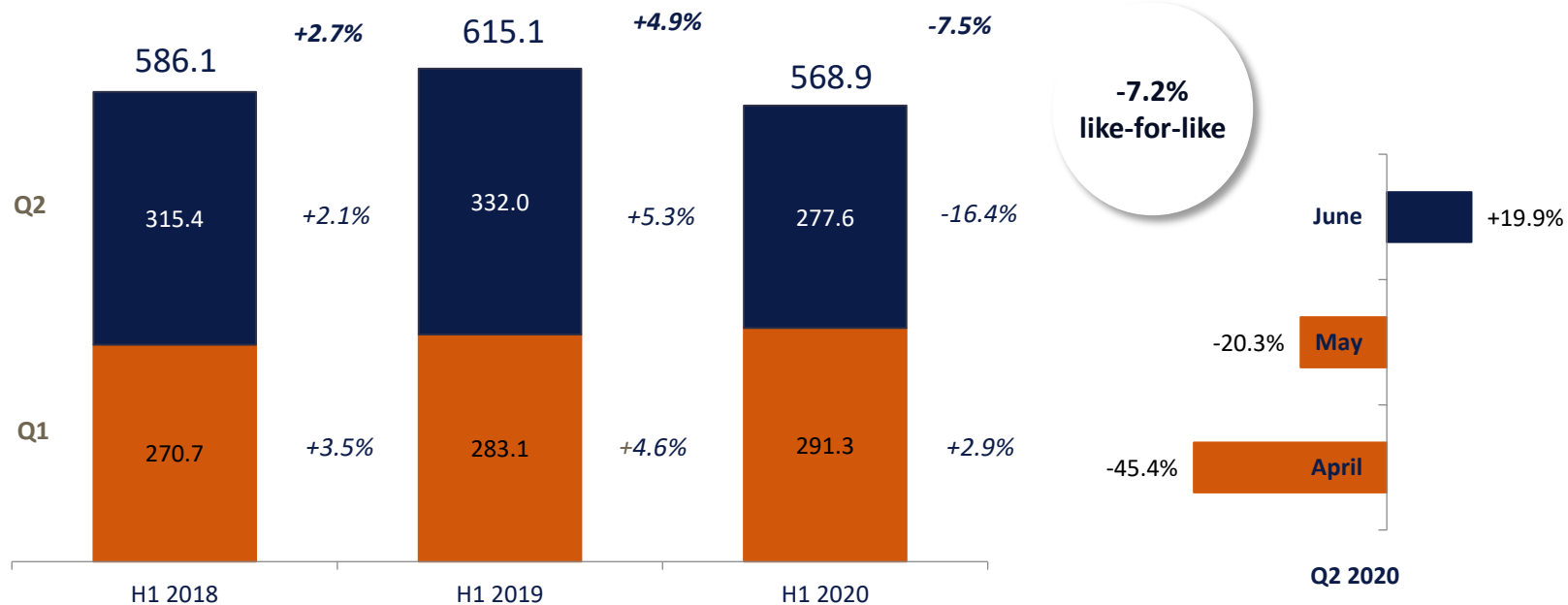


ANALYSIS OF 2020 HALF-YEAR RESULTS

Presentation of 2020 half-year results

SALES

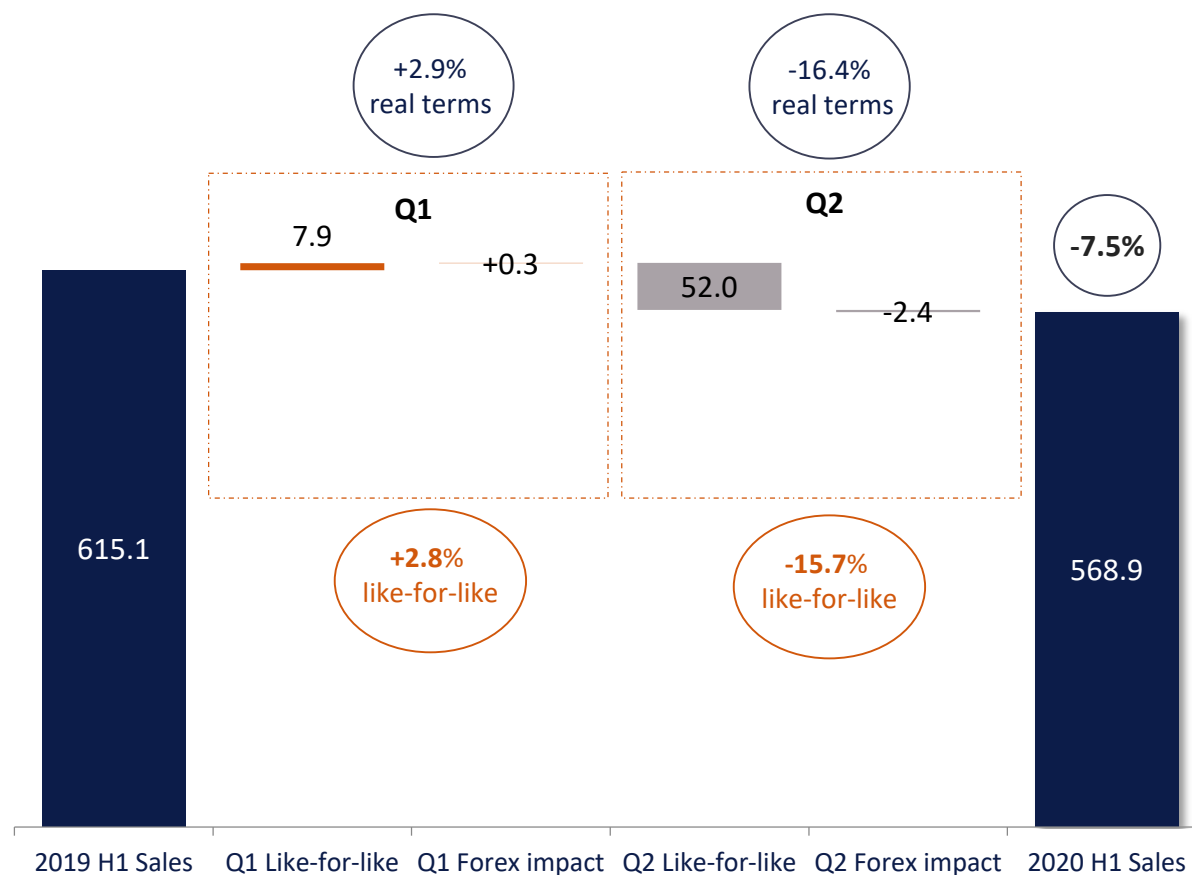
Data in € millions	30/06/18	30/06/19	30/06/20	Change 2020/19
Sales	586.1	615.1	568.9	-7.5%



- Strong growth in January and February in most markets
- Almost universal downturn in mid-March due to the severity of the health crisis
- Spectacular fall in April, followed by a change of course in May and a significant upturn in June in many countries
- Peak of the crisis at one of the key points of the year (awnings season)

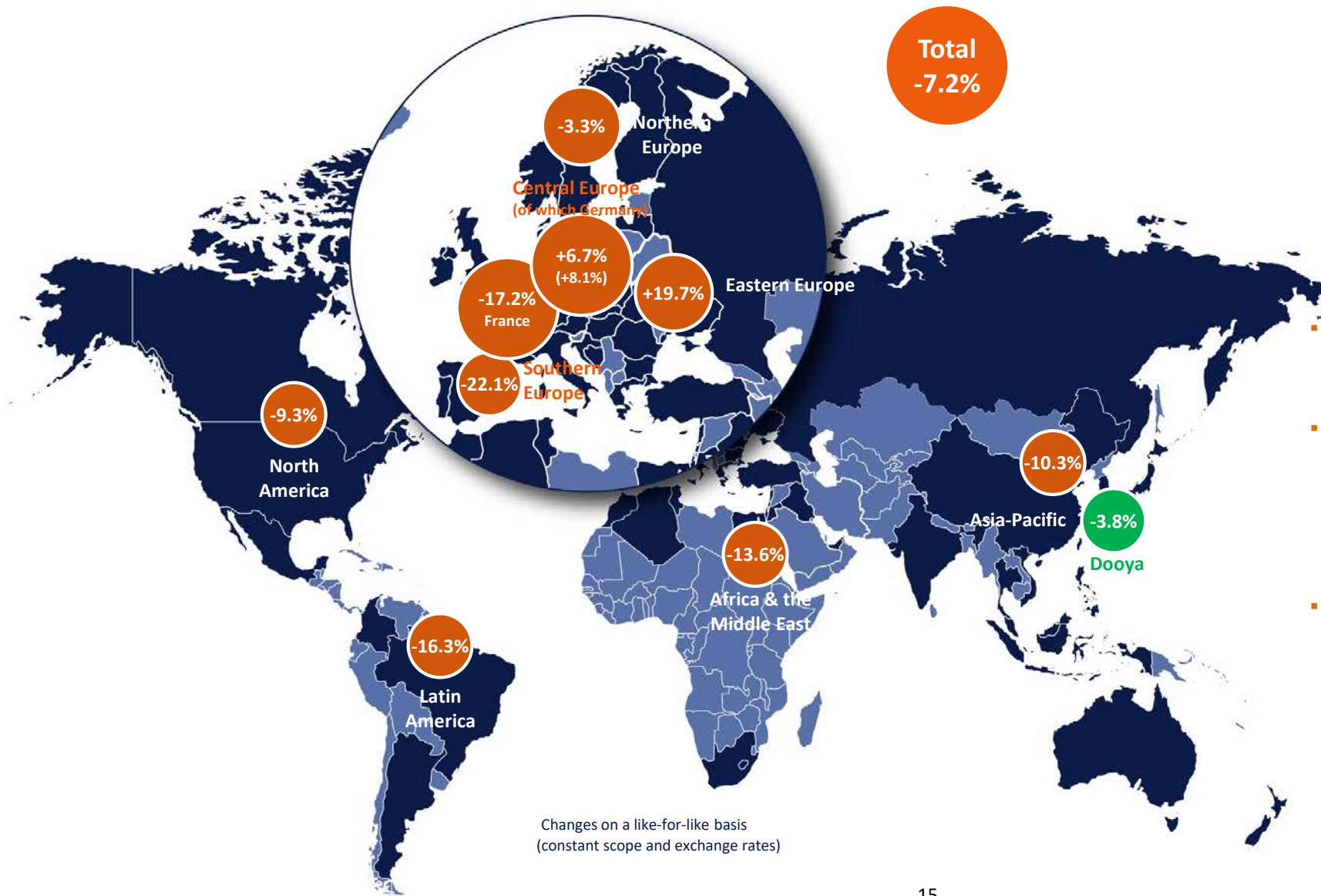
SALES (continued)

Data in € millions	30/06/19	30/06/20	Change 2020/19
Sales	615.1	568.9	-7.5%



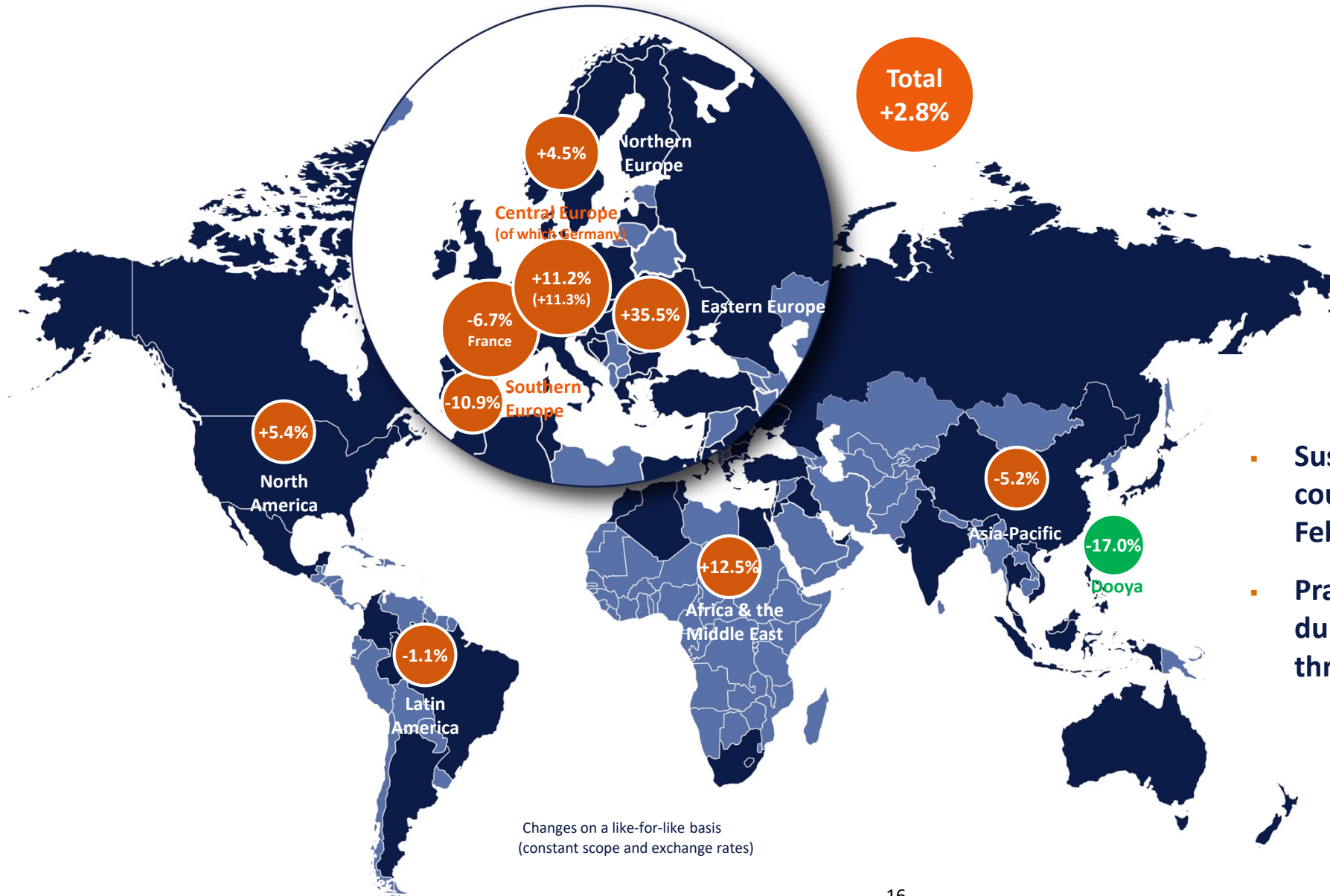
- Negligible forex impact
- No impact of changes in consolidation method and scope

SALES (continued)



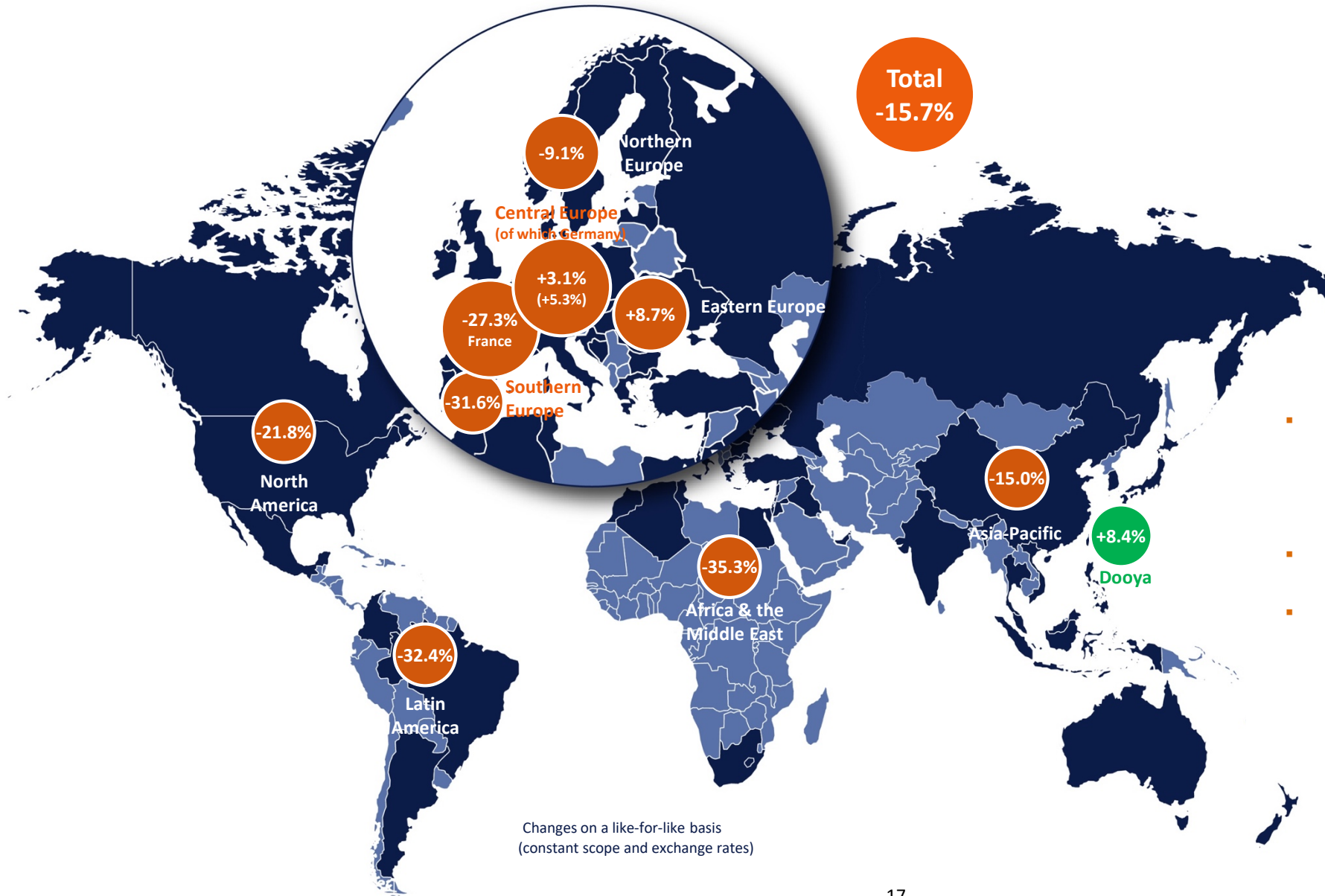
- Central and Eastern Europe held up very well
- Fairly marked decline in the other regions, but all returned to growth by the end of the half-year, except Latin America
- Sharp decline of Dooya at the start of the year and subsequent recovery due to the significance of China and Asia

SALES (continued) - First quarter



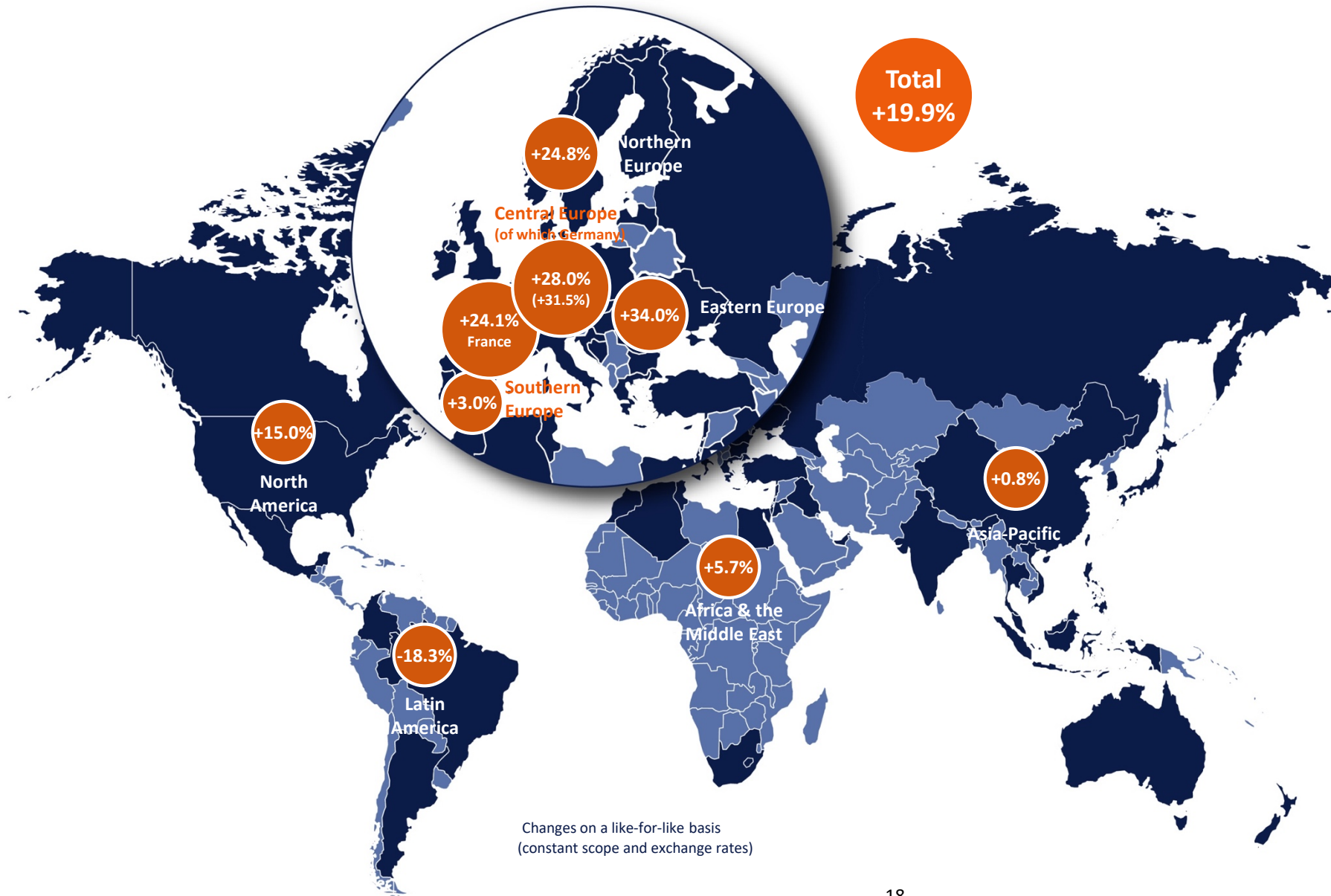
- Sustained growth in most countries in January and February
- Practically universal downturn during March as Covid spread throughout the world

SALES (continued) - Second quarter



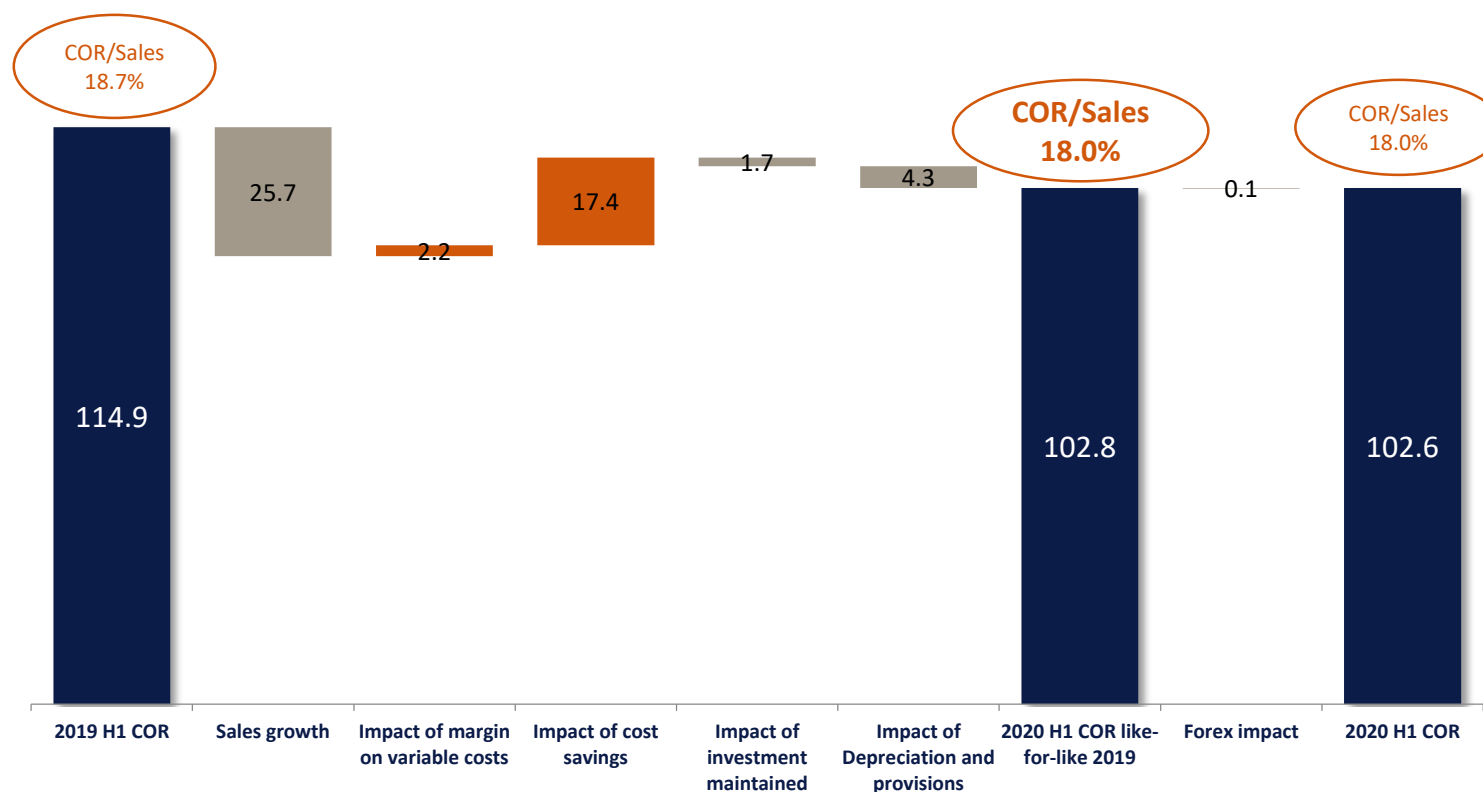
- Collapse in April due to the severity of the pandemic in the larger countries
- Impact subsided in May
- Upturn in June in all regions except Latin America, due to the later arrival of the virus

SALES - June



CURRENT OPERATING RESULT

Data in € millions	30/06/19	30/06/20	Change 2020/19
Sales	615.1	568.9	-7.5%
Current operating result	114.9	102.6	-10.7%
Current operating margin (COR/Sales)	18.7%	18.0%	-70 bps



- Decline in current operating result slightly higher than fall in sales
- Implementation of measures in response to the crisis, resulting in a control of salaries and a reduction in commercial costs and overheads
- Current operating margin maintained at a high level (COR/Sales: 18.0%)

CONDENSED INCOME STATEMENT

Data in € millions	30/06/19	30/06/20	Change 2020/19
Sales	615.1	568.9	-7.5%
Current operating result	114.9	102.6	-10.7%
Non-recurring operating items	(0.7)	(0.8)	N/S
Net financial expense	(1.9)	(4.0)	-109.0%
Income tax	(22.5)	(18.3)	-18.6%
Share of net profit from associates	1.3	1.4	N/S
Consolidated net profit	91.2	80.9	-11.3%

- Expected but contained decline in current operating result
- Limited impact of non-recurring and financial operating items
- Knock-on decrease in income tax
- Decline, albeit limited, in net profit

UPDATE ON DOOYA

Data in € millions	30/06/19	30/06/20	Change 2020/19
Sales*	89.2	84.9	-4.8%
First quarter	43.0	35.1	-18.2%
Second quarter	46.2	49.8	+7.7%

Data in € millions	30/06/19	30/06/20	Change 2020/19
Sales*	89.2	84.9	-4.8%
EBITDA	7.4	7.9	+6.3%
EBITDA/Sales	8.3%	9.3%	+100 bps
Net profit	1.9	2.0	+6.0%

* Including €87.4 million with customers outside the Group as of 30 June 2019 and €83.2 million as of 30 June 2020

- Slight fall in sales, thanks to a sharp upturn in the second quarter, after a severe decline in the first quarter due to the progression of the health crisis in China and Asia
- The main expense items were contained as a result of the actions taken in recent months, leading to a slight increase in EBITDA and net profit

| OVERVIEW OF RESULTS

- **Resilience of sales**
- **Limited decline in net profit**
- **Profitability maintained at a high level**
- **Further illustration of the soundness of the business model**

CONDENSED CASH FLOW STATEMENT

Data in € millions	30/06/19	30/06/20
Cash flow	117.4	117.7
Change in working capital requirements	(39.1)	(28.6)
Other cash flows	1.1	0.9
Net cash flow from operating activities	79.4	90.0
Net cash flow from investing activities	(24.0)	(23.1)
Net cash flow from financing and equity activities	(55.9)	(8.8)
Impact of changes in exchange rates	1.4	(2.4)
Net change in cash and cash equivalents	0.9	55.8

- **Stable cash flow, maintained at a high level**
- **Limited increase in working capital requirements compared to the end of December, due in particular to the release of customer deliveries**
- **Investment maintained at its normative level**
- **One-off deferral of dividend payment to July (€43 million)**
- **Positive cash generation**

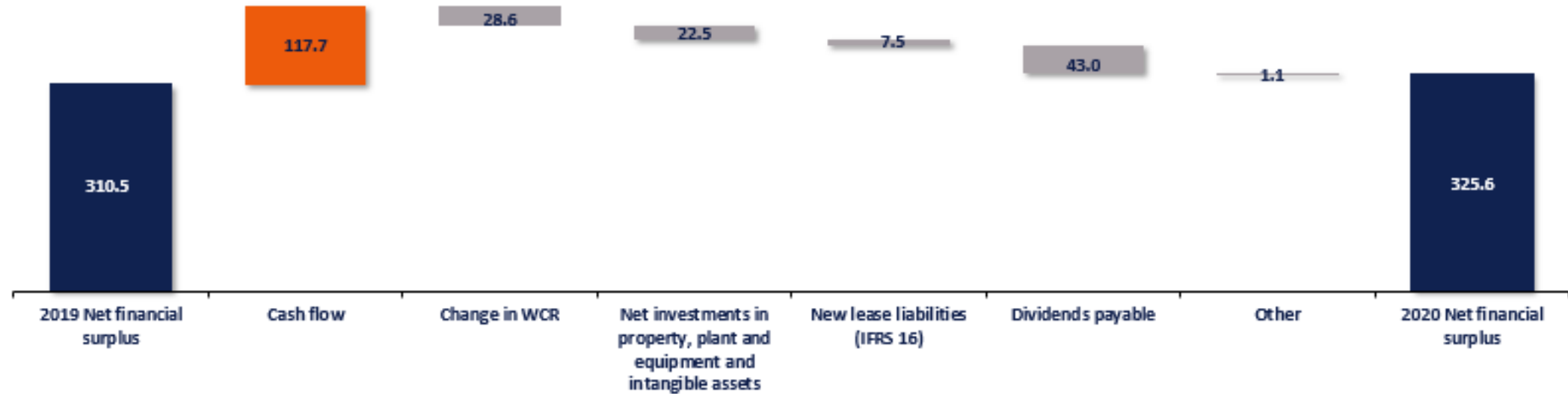
CONDENSED BALANCE SHEET

Data in € millions	30/06/19	31/12/19	30/06/20
Equity	939.6	1,012.8	1,044.4
Long-term borrowings	54.8	45.0	49.2
Provisions and retirement commitments	38.2	39.1	40.8
Other non-current liabilities	16.3	17.5	17.6
Permanent capital	1,048.8	1,114.5	1,152.0
Goodwill	95.4	95.6	94.5
Net non-current assets	337.0	340.7	337.7
Investments in associates and joint ventures	134.2	136.5	137.0
Other non-current receivables	26.8	26.0	23.6
Working capital	455.3	515.6	559.2
Working capital requirements	225.6	159.8	184.1
Cash and cash equivalents*	229.7	355.8	375.2
Net financial debt	(174.7)	(310.5)	(325.6)

- **Financial ratios preserved**
- **Decrease in working capital requirements compared to last year, due to the effects of the crisis (destocking and lower invoicing)**
- **Stability of net financial surplus (net of liability corresponding to dividends payable)**

* Item includes the current portion of financial liabilities

NET FINANCIAL DEBT/SURPLUS



- Self-financing of the various requirements of the first six months
- Stability of the net financial surplus despite the crisis

OVERVIEW OF FINANCIAL POSITION

- Major financial ratios preserved
- Stable net financial surplus
- Availability of authorised credit facilities (€184 million)

A close-up photograph of a person's hand holding a pencil, poised to write on a document. The document features a line graph with data points and several paragraphs of text. The background is softly blurred, showing what appears to be a desk and some office equipment.

OUTLOOK FOR THE **2020** FINANCIAL YEAR

Presentation of 2020 half-year results

OUTLOOK FOR THE YEAR

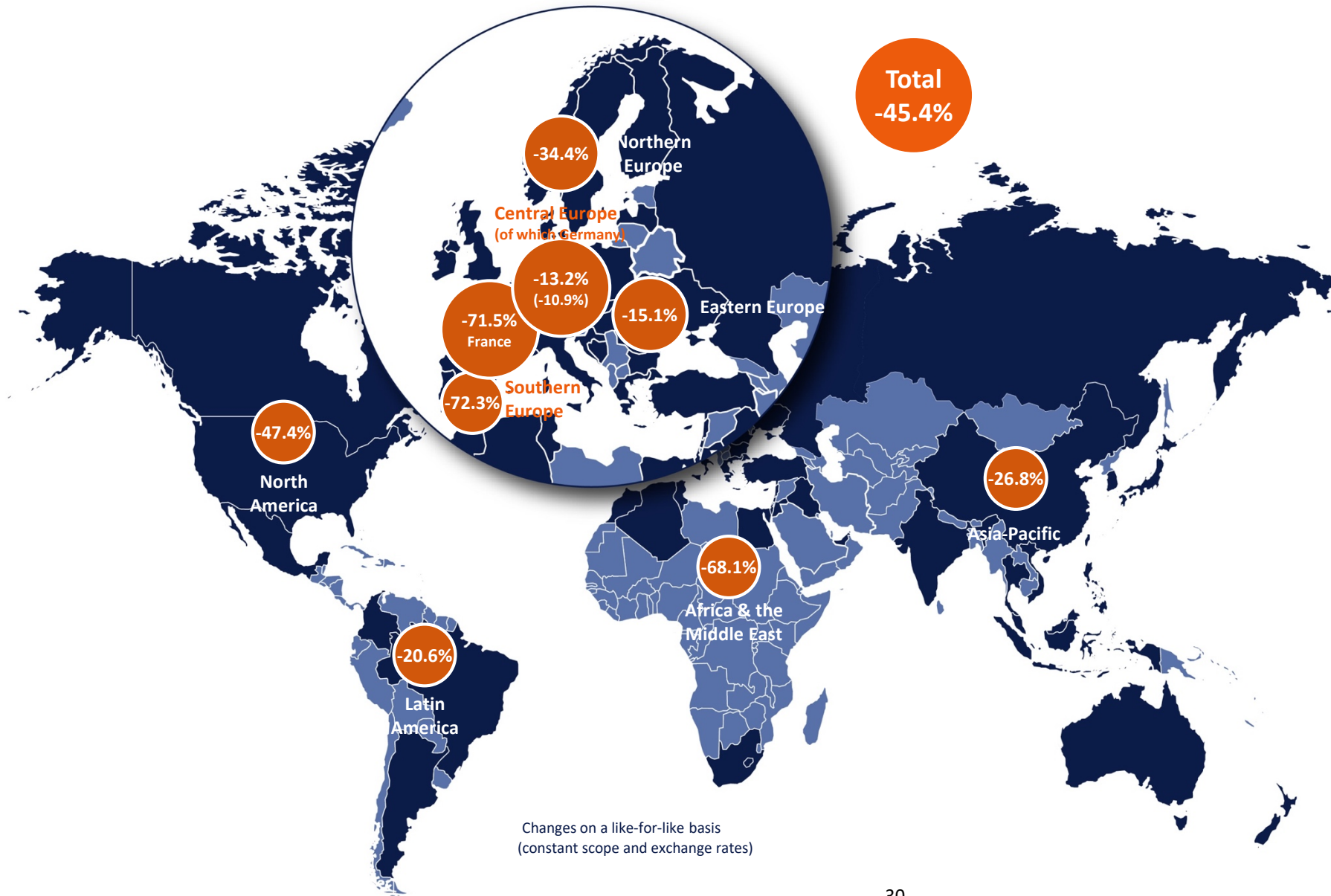
- Continuation of the recovery seen at the end of the first half during the third quarter in parallel with sales catching up and the replenishment of inventories in use at customer premises
- Caution over the coming months in view of the deteriorating economic climate and the continued progression of the Covid pandemic throughout the world
- Continued confidence in the Group's fundamentals and the transformation initiated as part of the 10-year "Ambition 2030" corporate project, as the health crisis has underlined the importance of the home and its related concepts (digitalisation of buildings to promote home comfort and the energy performance of buildings)
- Anticipating a full-year decline in sales of between 3% and 0% on a like-for-like basis and a current operating margin of between 15 and 17%, depending on the scenarios (new, controlled wave of the pandemic for the lower limit, lasting respite for the upper limit)



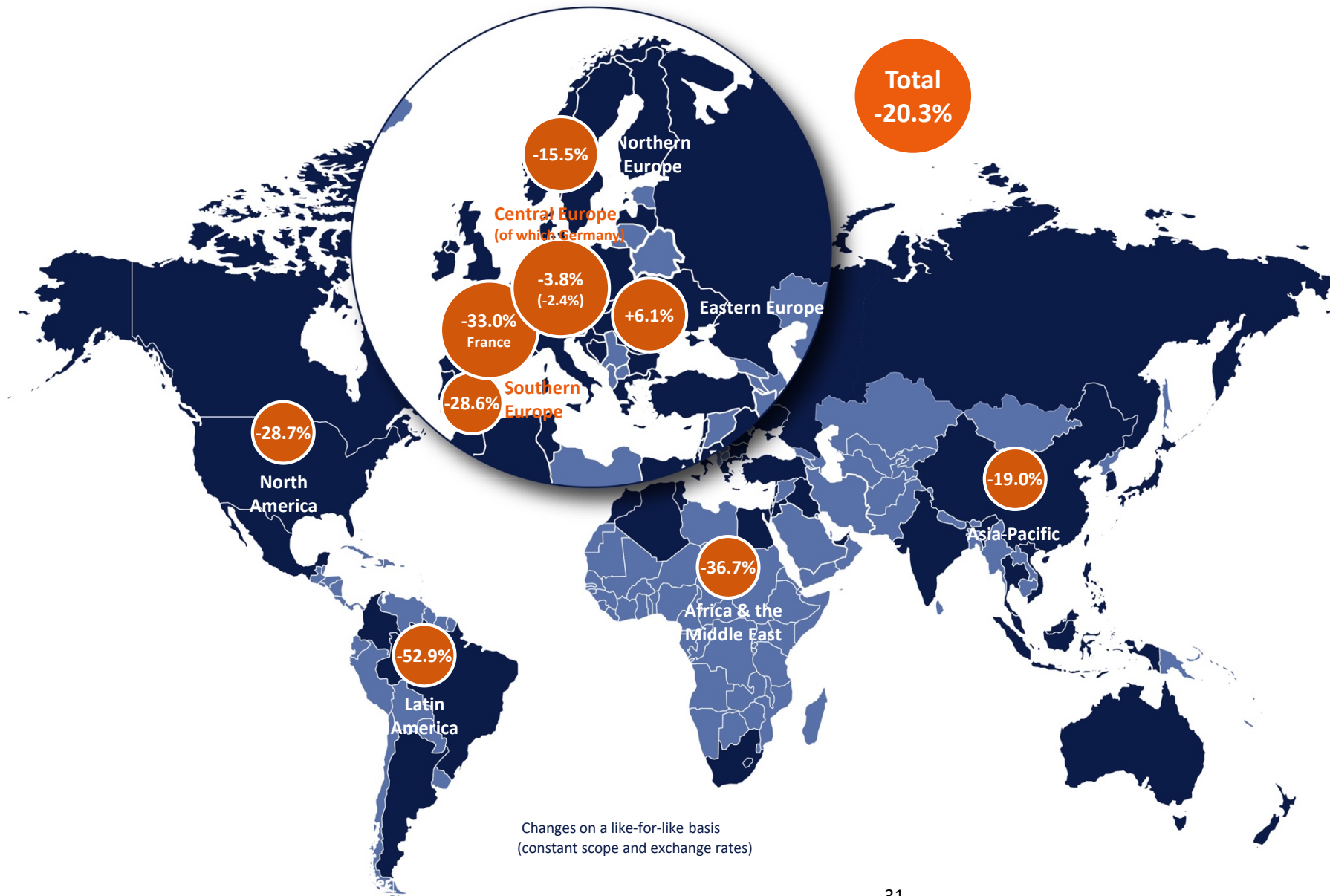
APPENDICES

Presentation of 2020 half-year results

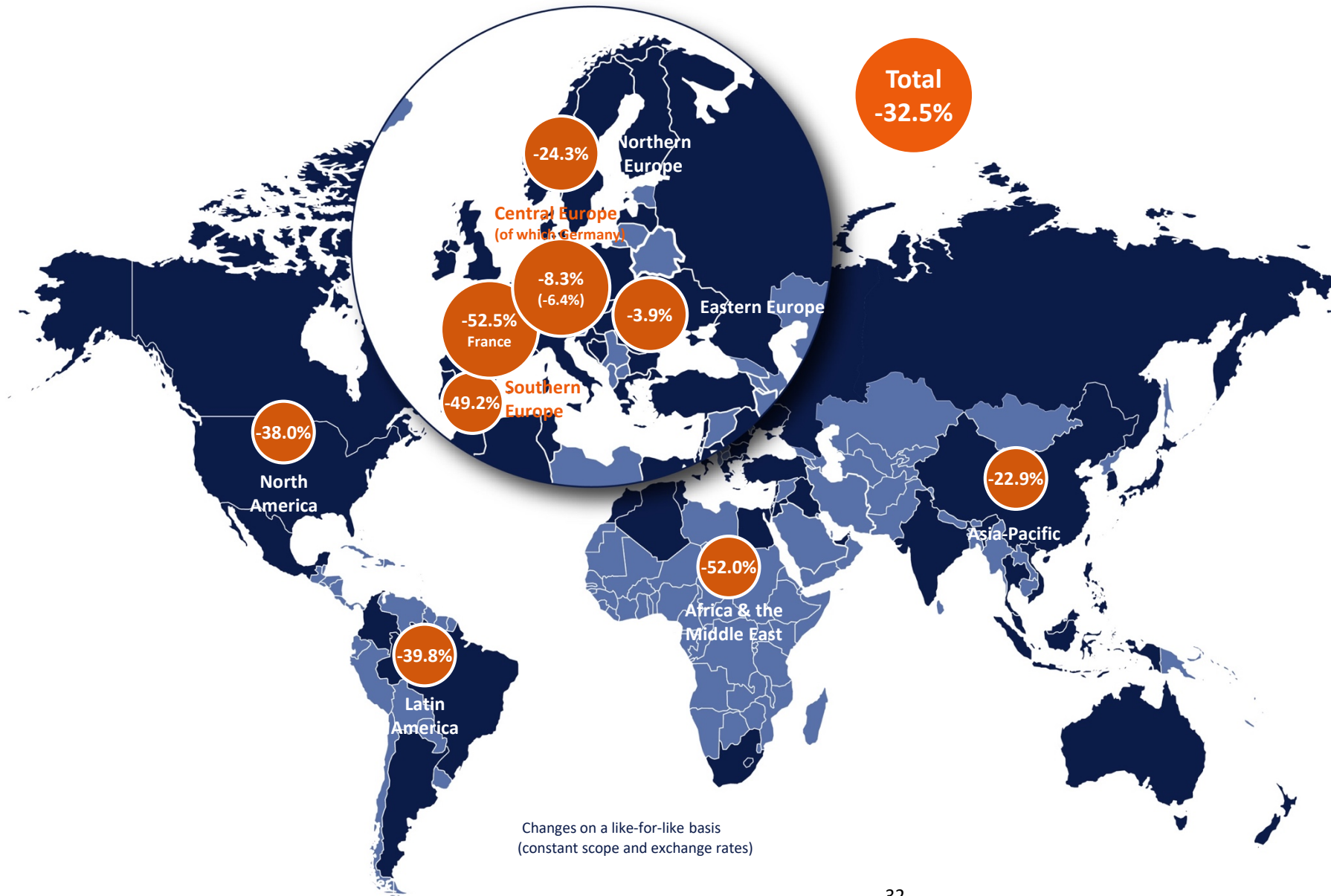
SALES - April



SALES - May



SALES - April and May



DEFINITIONS

- **In real terms:** at actual consolidation method and scope, and actual exchange rates
- **On a like-for-like basis:** at constant consolidation method and scope, and constant exchange rates
- **Current operating margin (COR/Sales):** ratio of current operating result to sales
- **Net financial debt/(surplus):** difference between financial debt and cash and cash equivalents (a surplus if negative)