

A blurred office scene with people working at desks with laptops. A woman in the foreground is looking at a laptop, and another person is standing in the background.

PRESENTATION OF **2021** HALF-YEAR RESULTS

9 September 2021

SOMFY 



HIGHLIGHTS

- Strong **sales** growth, **up 41.5%** compared with 2020
- **Net profit of €183.4 million** over the half-year with a significant increase in current operating margin
- Strengthening of measures implemented to limit the impact of the **severe ongoing pressures** on the electronic component and raw material markets
- Development of new products & **innovations**: TaHoma[®] switch, Oximo Solar io, Home Alarm Advanced
- Integration on 1 January 2021 of **Répar'stores**, French leader in the repair and upgrade of roller blinds

KEY FIGURES

€805.0 m +41.5%

Sales

26.6% +860 bps

Current operating
margin

€183.4 m +126.7%

Net profit

€517.5 m

Net financial
surplus

€206.5 m +75.5%

Cash flow

NEW GOVERNANCE

Separation of the functions of **Chairman** and **CEO**



Pierre Ribeiro,
Chief Executive Officer



Jean Guillaume Despature,
Chairman of the Board of Directors



Valérie Dixmier,
Deputy Chief Executive Officer
In charge of People, Culture and Organization



Michel Rollier,
Vice-Chairman of the Board of Directors

Creation of **4** Board **specialist committees**

AUDIT AND
RISK
COMMITTEE

APPOINTMENT AND
REMUNERATION
COMMITTEE

STRATEGY
COMMITTEE

SUSTAINABLE
DEVELOPMENT
COMMITTEE

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 a desk and some office supplies.

UPDATE ON MARKET ENVIRONMENT

Presentation of 2021 half-year results

A VERY BUOYANT HOME MARKET

STRUCTURAL TRENDS ACCELERATED, RESULTING IN VERY HIGH DEMAND

- **“Donut” effect: post-Covid changes to the housing market**
 - Transformation of lifestyles accelerated by the health crisis: populations in large cities migrating to the suburbs and medium-sized towns
- **Smart Living: the home, a safe investment**
 - Desire of consumers to invest in their homes
 - A healthy and comfortable indoor environment for greater well-being, specifically addressing new needs created by remote working: **automation** for greater comfort and better indoor air quality
- **Growing awareness of the importance of energy performance:**
 - Climate change: increasingly severe heatwaves in both intensity and duration
 - In Europe, buildings are responsible for **35%** of greenhouse gas emissions and 40% of energy consumed*, which demonstrates the importance of energy efficiency and carbon reduction for the home
 - **43%** of consumers say they have bought a Smart Home solution in order to improve energy efficiency**
 - **MaPrimeRénov’**: government support to upgrade housing and improve energy efficiency

PRESSURES ON THE ELECTRONIC COMPONENT AND RAW MATERIAL MARKETS

STRONG GLOBAL ECONOMIC RECOVERY: DEMAND IMPACTING AVAILABILITY AND COSTS

- Steep rise in the price of raw materials



- Global shortage in electronic components affecting the entire industry

Capital

Publié le 26/05/2021 à 11h44

Pourquoi la pénurie de semi-conducteurs menace l'industrie mondiale et notre vie quotidienne

LesEchos

Publié le 16 févr. 2021 à 11:18

Mis à jour le 17 mars 2021 à 11:21

Pourquoi il y a une pénurie de semi-conducteurs dans le monde



Tech & web

La pénurie de semi-conducteurs pourrait se prolonger jusque 2023, prévient Intel

Par Le Figaro avec AFP Publié le 23/07/2021 à 01:00



Économie

L'industrie mondiale entravée par des pénuries hors norme

Publié le 11/07/2021 à 21:23, mis à jour le 12/07/2021 à 09:18

LesEchos

Publié le 2 août 2021 à 15:03

Mis à jour le 2 août 2021 à 15:04

EN CHIFFRES

L'industrie française confrontée à sa plus forte hausse de prix depuis 2011

CONTINUED MOBILISATION OF THE GROUP

- Pricing pressure on raw materials and supply will continue to impact activity over the **third and fourth quarters**
- **Production capabilities at main suppliers at full capacity** due to the backlog accumulated in 2020 and to exponential demand coming from all sectors
- Creation of a dedicated **crisis unit** in March 2021 in charge of identifying potential solutions regarding supply, management of lead times and allocation of products
- **Additional measures** over the second half-year to limit impacts on customers and results:
 - Strengthening of development teams using external resources
 - Strengthening of the inventory policy and anticipation of extensive component purchases, when possible

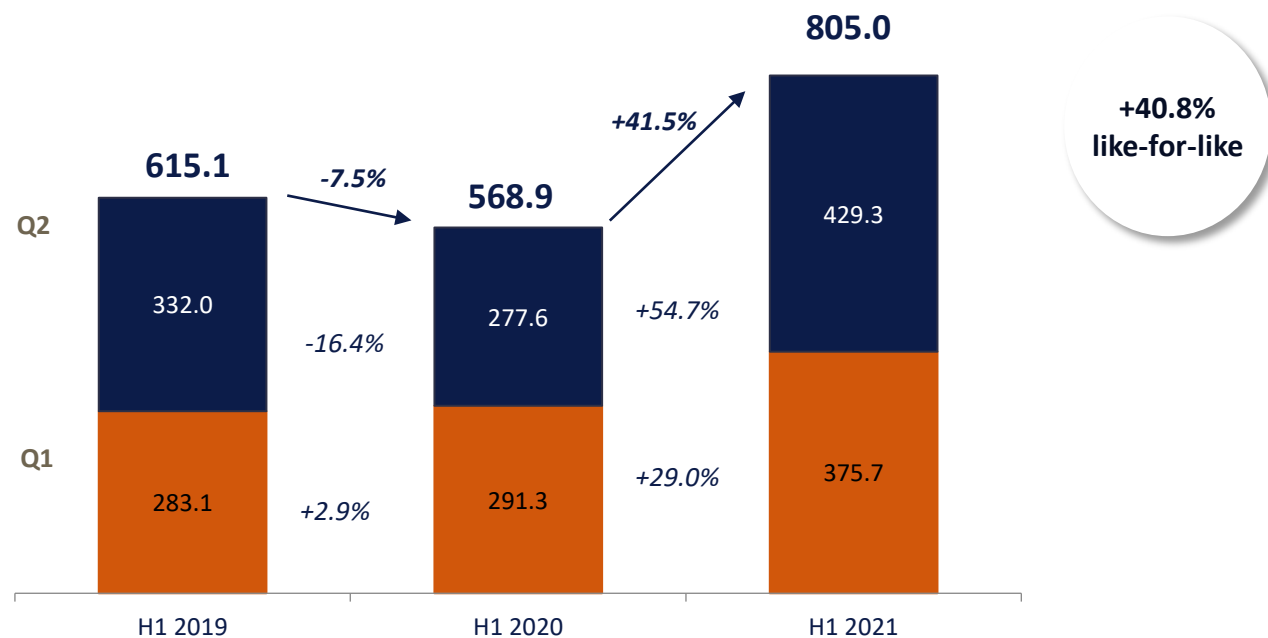


ANALYSIS OF 2021 HALF-YEAR RESULTS

Presentation of 2021 half-year results

SALES

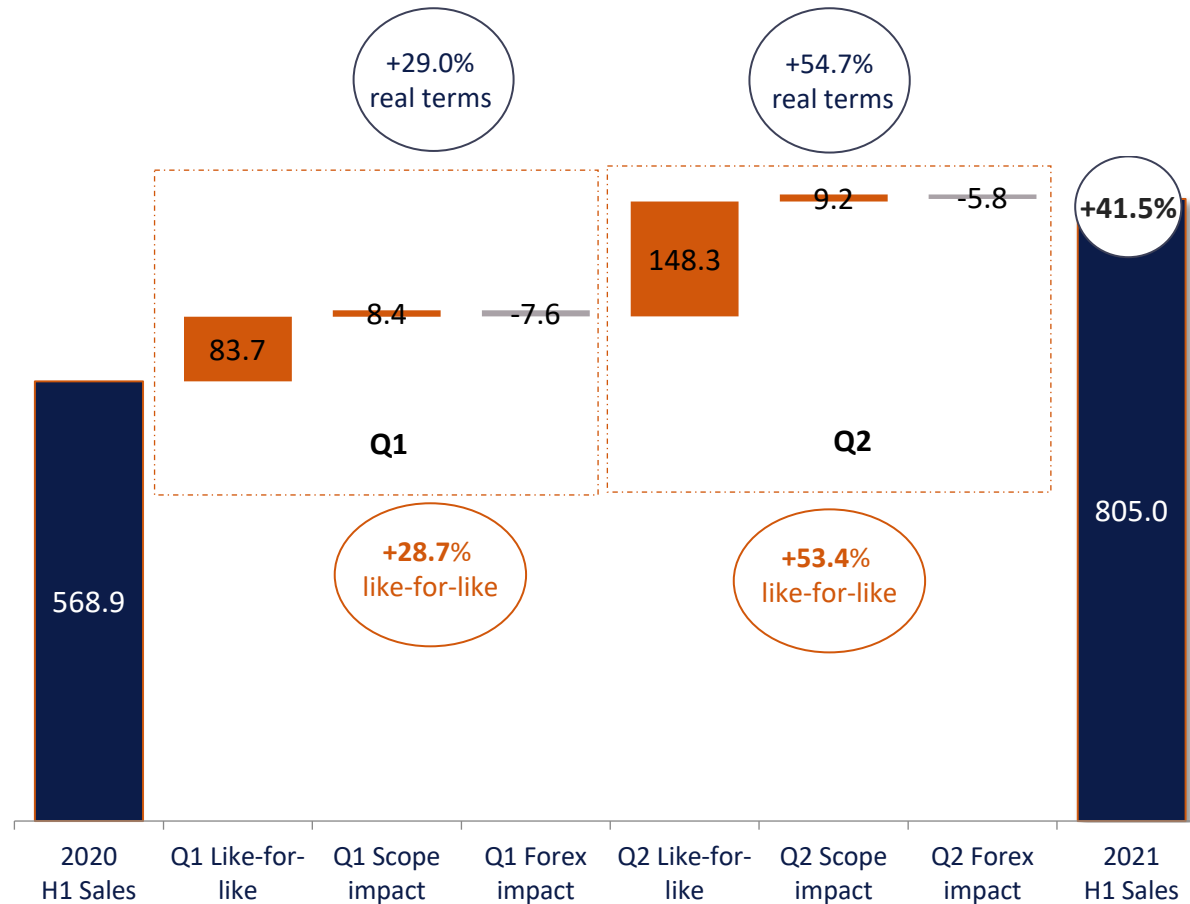
Data in € millions	30/6/19	30/6/20	30/6/21	Change 2021/20
Sales	615.1	568.9	805.0	+41.5%



- Strong growth over Q1 and Q2 due to the combined effect of a very favourable base effect and a very buoyant market
- Outstanding month in June with growth of 19.3%, despite a high base and the electronic components crisis
- Growth of more than 30% compared with 2019

SALES (continued)

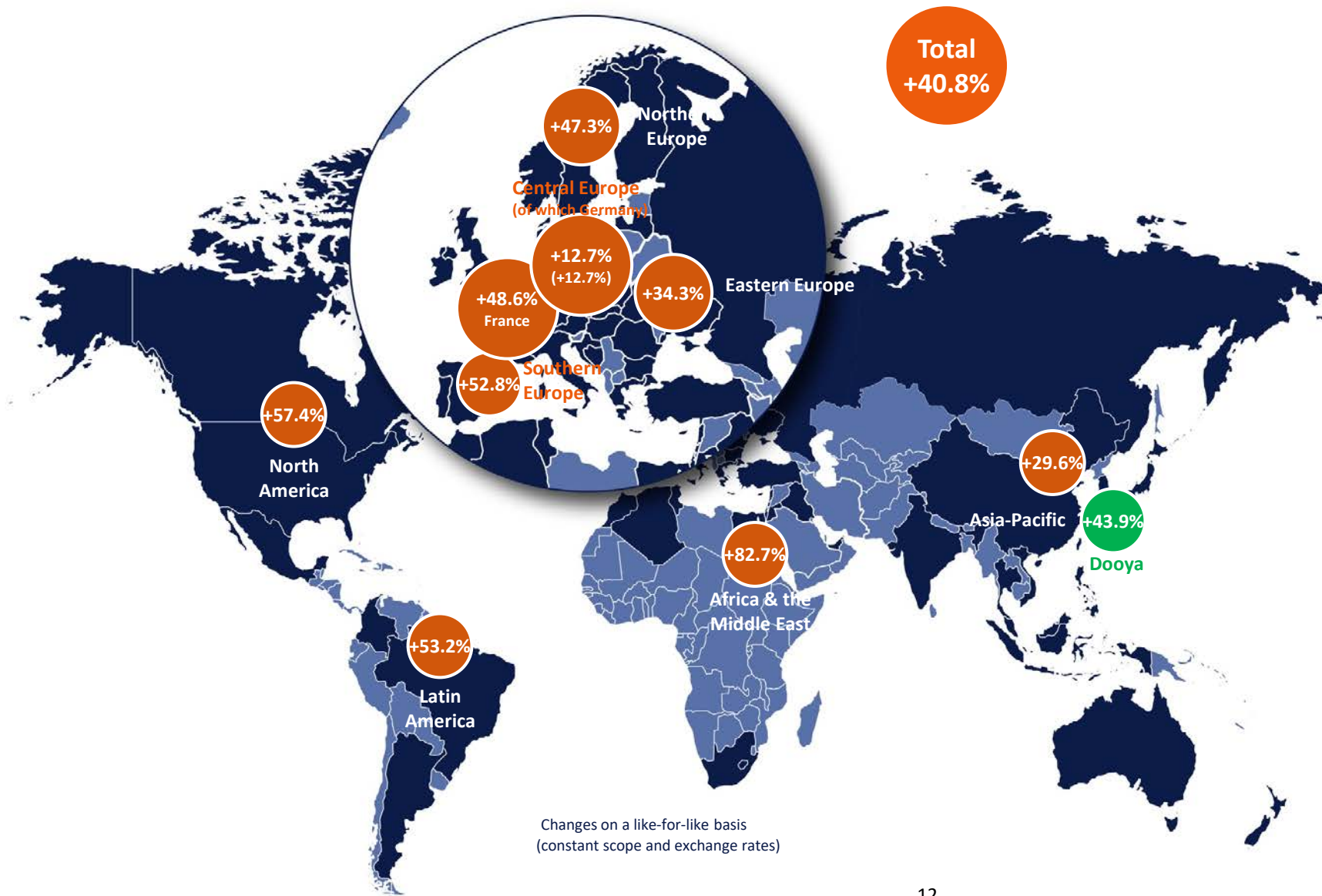
Data in € millions	30/6/20	30/6/21	Change 2021/20
Sales	568.9	805.0	+41.5%



+40.8%
like-for-like

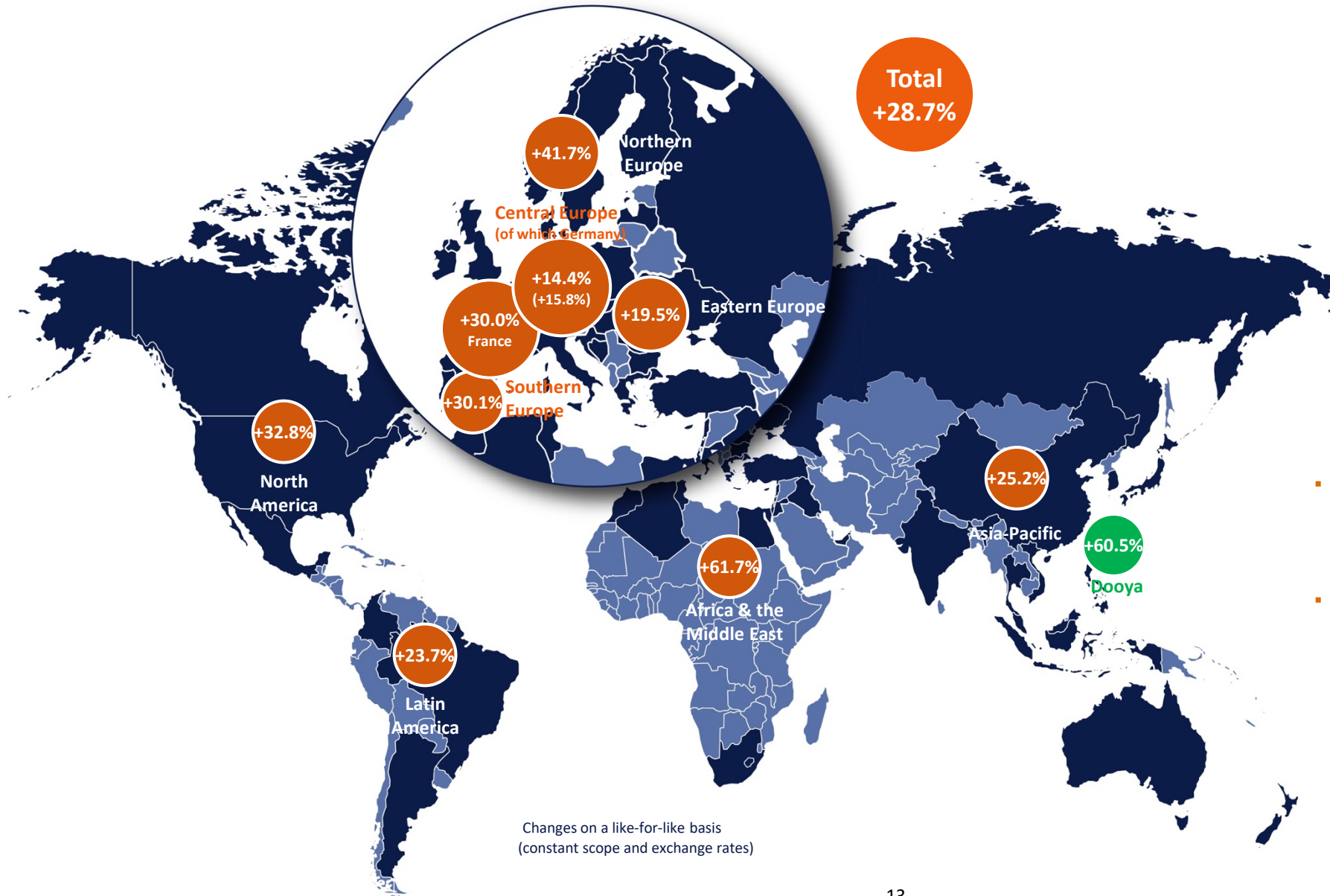
- Negative exchange rate impact of €13.4 million (primarily US dollar and Turkish lira)
- Integration of Répar'stores into the consolidation scope (+€17.5 million)

SALES (continued)



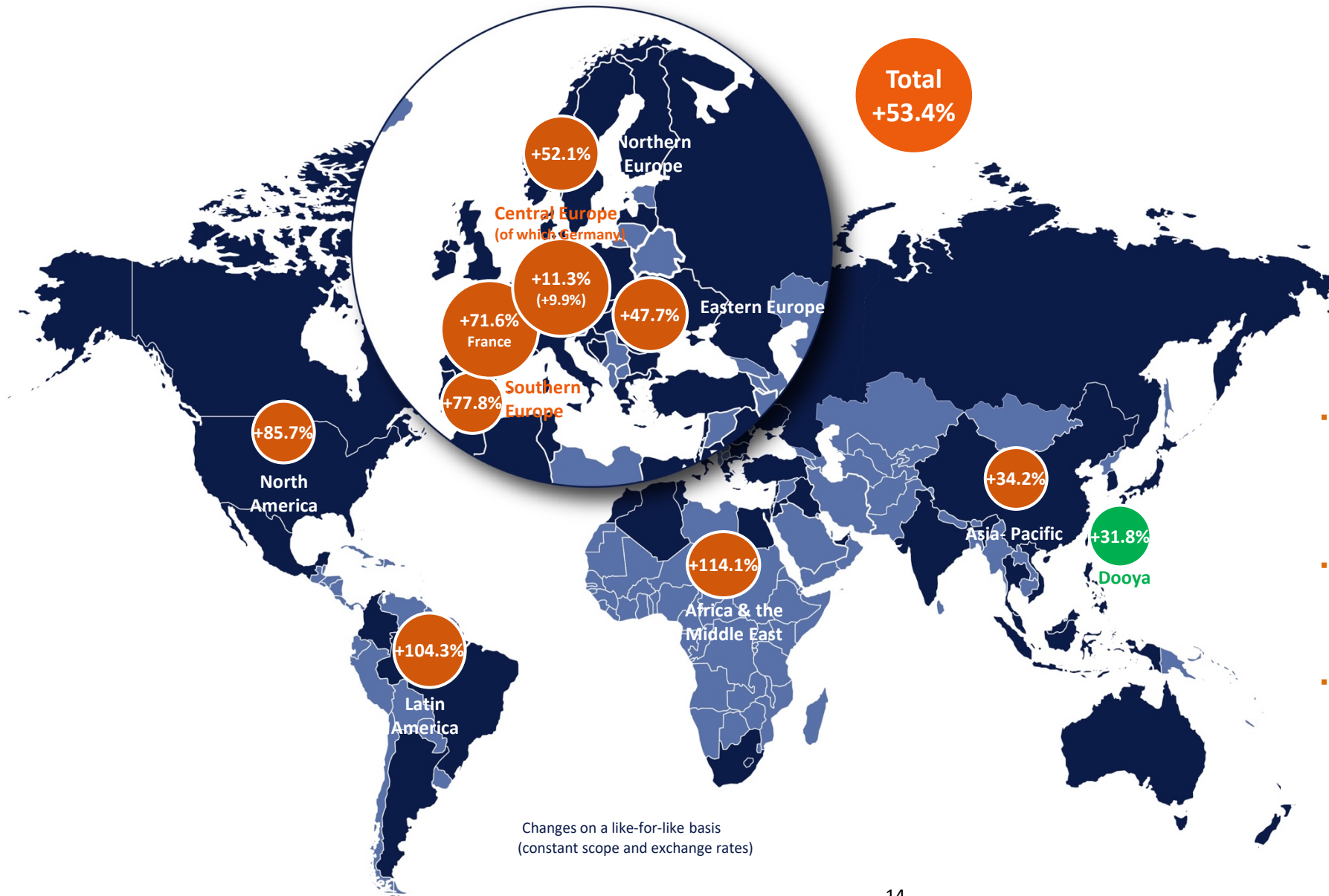
- Continued growth throughout the world helped by a favourable base effect over the second quarter
- Sales driven by underlying structural (climate change, energy efficiency upgrades, etc.) and contextual (household savings invested in the home, increase in remote working) trends
- Outstanding performance against a backdrop of shortages of raw materials and components
- Within this environment, Dooya also held up remarkably well with growth of almost 44%.

SALES (continued) - First quarter



- Robust growth over the first quarter, in keeping with the second half of 2020
- Very strong growth irrespective of region, Dooya included

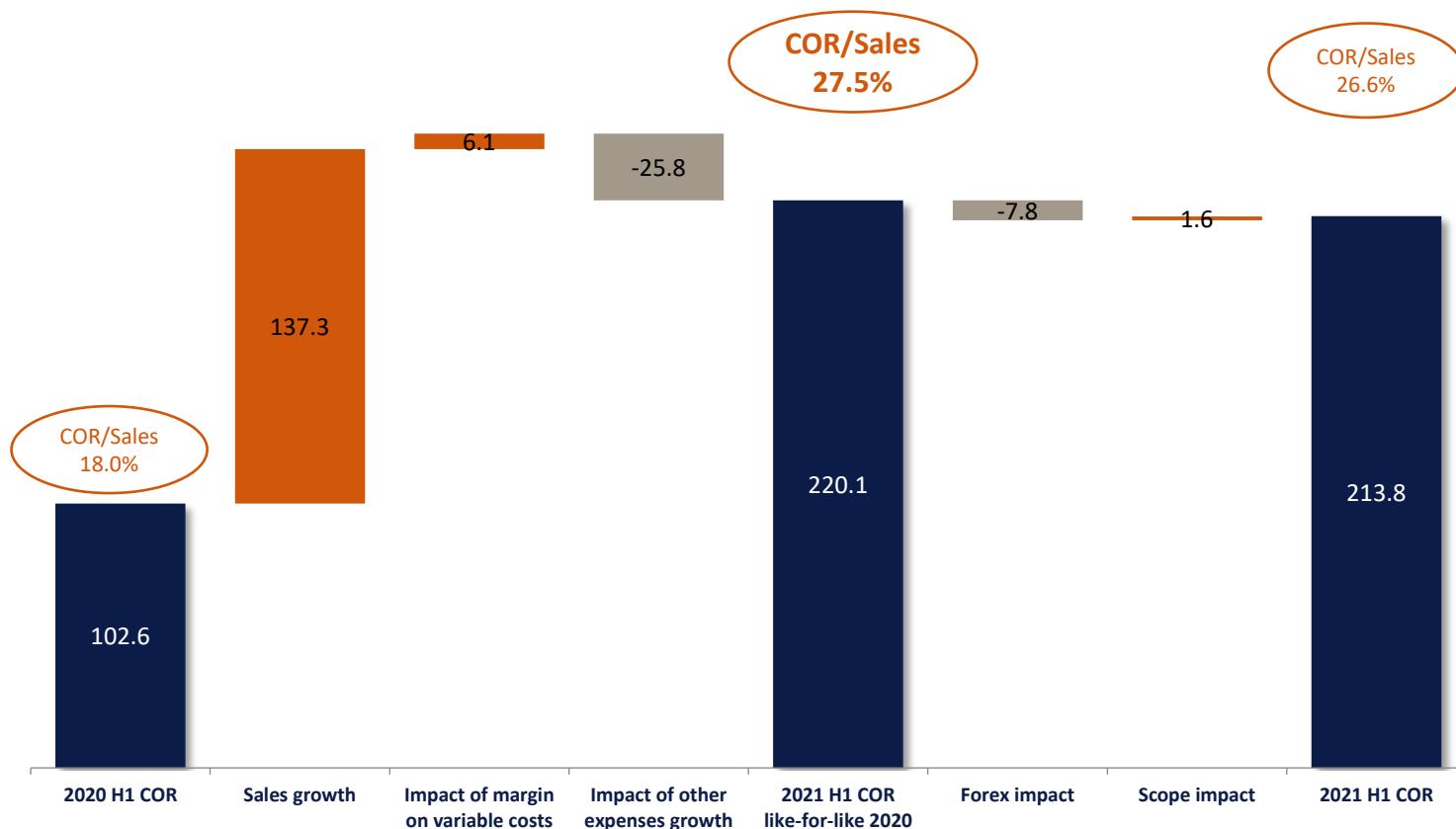
SALES (continued) - Second quarter



- Very favourable base effect in many countries, with the exception of Germany, Northern Europe and Eastern Europe
- Strong growth against a backdrop of a components shortage and higher raw materials prices
- Continued momentum in June despite a markedly less favourable base effect

CURRENT OPERATING RESULT

Data in € millions	30/6/20	30/6/21	Change 2021/20
Sales	568.9	805.0	+41.5%
Current operating result	102.6	213.8	+108.3%
Current operating margin (COR/Sales)	18.0%	26.6%	+860 bps



- Significant increase in current operating result driven by solid sales growth and an improved margin on variable costs despite the rise in transport costs
- Continued investments in digital, upturn in marketing expenditure and some one-off savings (travel)

CONDENSED INCOME STATEMENT

Data in € millions	30/6/20	30/6/21	Change 2021/20	Répar'stores impact
Sales	568.9	805.0	+41.5%	17.5
Current operating result	102.6	213.8	+108.3%	1.6
Non-recurring operating items	(0.8)	(1.4)	N/S	0.0
Net financial income/(expense)	(4.0)	2.9	+172.0%	0.0
Income tax	(18.3)	(39.2)	+114.0%	(0.6)
Share of net profit from associates and joint ventures	1.4	7.4	N/S	0.0
Consolidated net profit	80.9	183.4	+126.7%	0.9

- Exceptional growth in current operating result
- Insignificant non-recurring items and a positive financial income
- Knock-on increase in income tax
- Record net profit over the half-year

UPDATE ON DOOYA

Data in € millions	30/6/20	30/6/21	Change 2021/20
Sales*	84.0	118.9	+41.4%
First quarter	35.1	55.7	+58.5%
Second quarter	48.9	63.2	+29.2%

Data in € millions	30/6/20	30/6/21	Change 2021/20
Sales*	84.0	118.9	+41.4%
EBITDA	7.9	16.0	+103.0%
EBITDA/Sales	9.4%	13.5%	+410 bps
Net profit	2.0	10.6	+422.8%

* Of which €82.3 million generated with customers outside the Group to 30 June 2020 and €117.7 million to 30 June 2021

- Sustained growth in sales over the half-year with a more favourable base effect in the first quarter
- Significant increase in EBITDA within an environment also disrupted on raw material and component markets
- Significant increase in net profit

| OVERVIEW OF RESULTS

- **Very strong growth in sales and net profit**
- **Significant and non-normative increase in current operating margin**
- **Low impact of non-recurring operating and financial items**
- **Very strong resilience of the business model within a crisis environment (health and supply)**

CONDENSED CASH FLOW STATEMENT

Data in € millions	30/6/20	30/6/21
Cash flow	117.7	206.5
Change in working capital requirements	(28.6)	(64.9)
Other cash flows	0.9	1.3
Net cash flow from operating activities	90.0	142.9
Net cash flow from investing activities	(23.1)	(49.6)
Net cash flow from financing and equity activities	(8.8)	(75.4)
Impact of changes in exchange rates	(2.4)	1.7
Net change in cash and cash equivalents	55.8	19.6

- Significant increase in cash flow and working capital requirements in line with sales growth
- Growth in investments in line with the acquisition of Répar'stores
- Industrial and digital investments maintained at a sustained level
- Payment of a higher dividend of €63.7 million (note that the 2020 dividend was paid in July 2021)

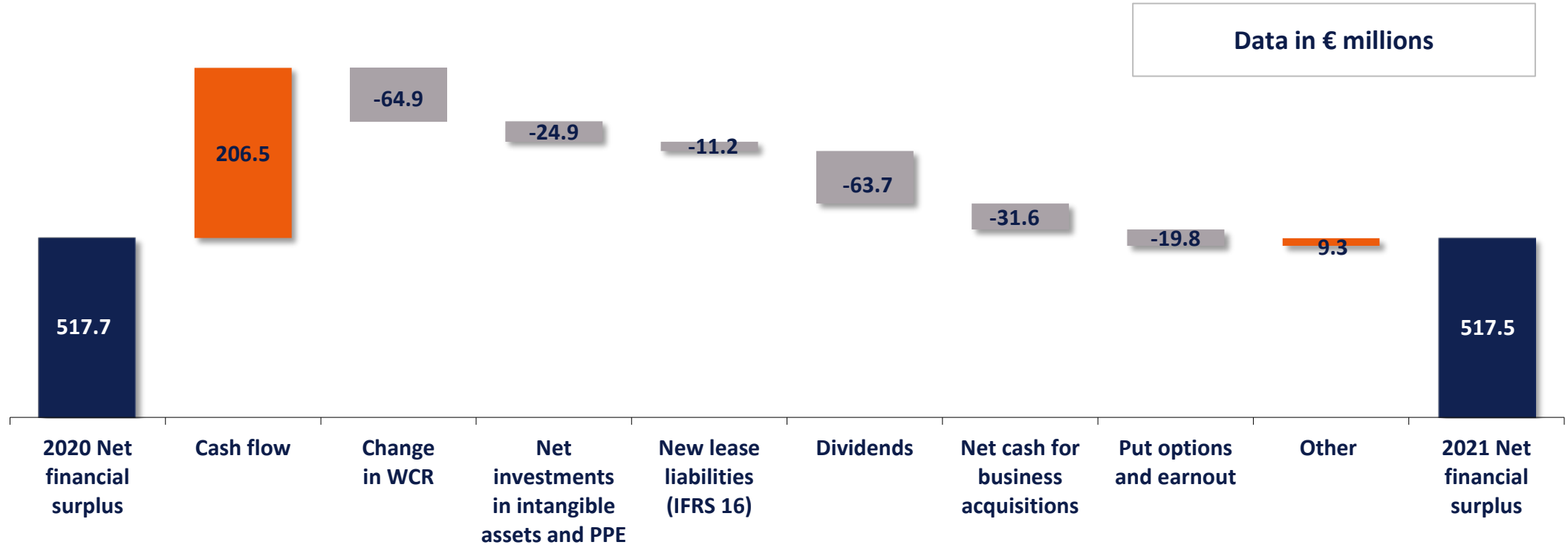
CONDENSED BALANCE SHEET

Data in € millions	30/6/20	31/12/20	30/6/21	Répar'stores impact
Equity	1,044.4	1,171.0	1,287.0	23.8
Long-term borrowings	49.2	40.5	69.3	19.9
Provisions and retirement commitments	40.8	42.2	42.5	0.1
Other non-current liabilities	17.6	15.7	21.5	4.2
Permanent capital	1,152.0	1,269.5	1,420.3	48.0
Goodwill	94.5	94.4	119.2	24.8
Net non-current assets	337.7	337.7	366.3	18.4
Investments in associates and joint ventures	137.0	145.5	156.6	0.0
Other non-current receivables	23.6	22.3	22.6	0.4
Working capital	559.2	669.6	755.7	4.4
Working capital requirements	184.1	111.1	172.0	(2.2)
Cash and cash equivalents*	375.2	558.5	583.7	6.6
Net financial debt	(325.6)	(517.7)	(517.5)	13.2

- **Very solid financial structure**
- **Targeted impacts of the Répar'stores acquisition**
- **Increased investments in associates and joint ventures (Dooya)**
- **Controlled working capital requirements**
- **Stable net financial surplus in relation to December 2020**

* Item includes the current portion of financial liabilities

NET FINANCIAL SURPLUS



- Self-financing of certain requirements over the half-year despite the increase in certain items (WCR, dividends and acquisition of companies)
- Stable net financial surplus

| OVERVIEW OF FINANCIAL POSITION

- Sound balance sheet (high level of cash)
- Self-financing of major requirements

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.

MAIN PRODUCT LAUNCHES OF THE FIRST HALF OF 2021

Presentation of 2021 half-year results

SOMFY NEW PRODUCTS

TaHoma® switch: the smart control that centralises and connects the home



- Centralisation, control and management of the home from a smartphone, tablet or PC connected to the Internet, wherever the user is located
- Somfy, the first home automation company to obtain the **UL “IoT Security Rating” for TaHoma**



Oximo Solar io: a naturally high performance motorised system



- **Eco-designed** motorised system for roller blinds
- **Connection-free** battery **self-powered** by daylight



Home Alarm Advanced: a new solution to secure the home

- A **security** solution that provides effective protection for the home in all circumstances: against any attempt to remove it, loss of power or Internet connection
- Home Alarm Advanced detects break-in attempts and provides an alert before intrusion thanks to **IntelliTAG sensors patented**



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OUTLOOK FOR THE **2021** FINANCIAL YEAR

Presentation of 2021 half-year results

FULL-YEAR OUTLOOK

- **Caution over the coming months** given an unfavourable base effect and the supply crisis expected to continue over Q3 and Q4
- Nevertheless, anticipation of **steady sales growth over the financial year** and **profitability returning to pre health crisis levels**, thanks to solid fundamentals supported by the greater priority being accorded to the home
- Introduction of measures to **secure supplies** and **increase production capacities**



SUSTAINABLE DEVELOPMENT STRATEGY

Presentation of 2021 half-year results

SUSTAINABLE DEVELOPMENT

**“WE ACT FOR A BETTER WAY”, MEANS
BEING PART OF THE SOLUTION BY MAKING
THE HOME MORE ENERGY EFFICIENT.**

A BETTER WAY TO CARE - PLANET

- Reducing our environmental impact and helping to tackle the climate emergency
- Improving the energy performance of buildings and contributing to the well-being of their inhabitants thanks to our solutions

A BETTER WAY TO BE - PEOPLE

- Providing a fulfilling, fair and inclusive working environment for our employees
- Developing their long-term employability

A BETTER WAY TO GROW - PROSPERITY

- Implementing respectful and ethical practices and creating value for all the company's stakeholders throughout the world

15th
place in the
Gaia Index

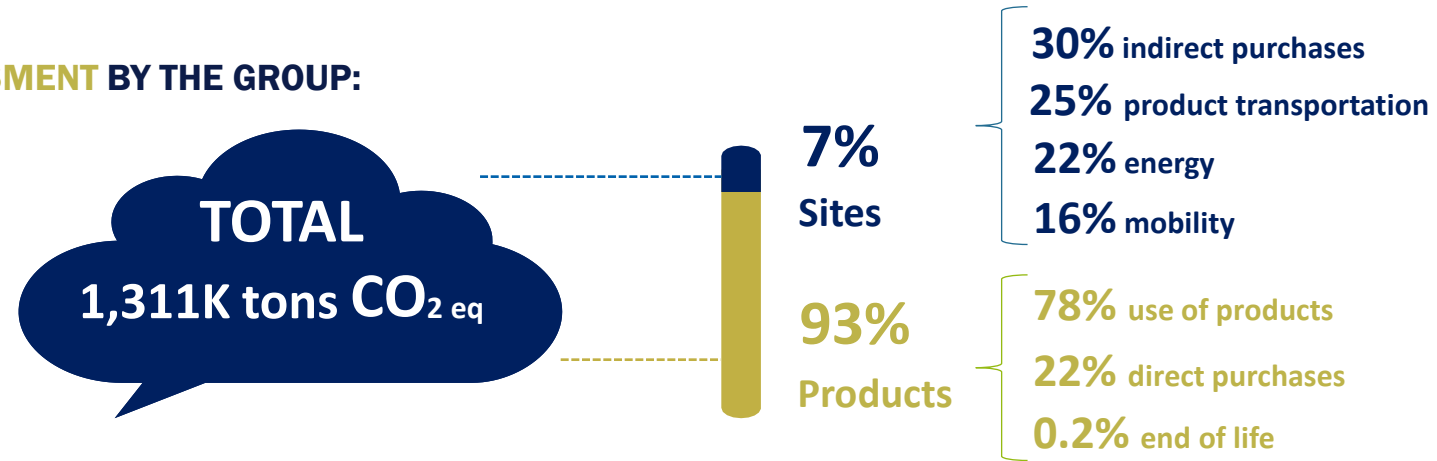
Out of 230 listed companies
⇒ compared with 26th place previously

Contribution to SDGs



SUSTAINABLE DEVELOPMENT: FOCUS PLANET

COMPLETION OF A **CARBON ASSESSMENT** BY THE GROUP:



“A BETTER WAY TO CARE” MEANS PLAYING OUR PART TO REDUCE OUR IMPACT ON THE PLANET

1. WE ARE REDUCING OUR OWN EMISSIONS



- In terms of **design**, thanks to the eco-design of our products. More than 50% of our sales have already been accredited as ACT FOR GREEN.
- In terms of **usage** thanks to the optimisation of the electricity consumption of our products
- In terms of the **lifespan** of our solutions notably thanks to the integration of Répar'stores

2. OUR SOLUTIONS HELP TO PREVENT GREENHOUSE GAS EMISSIONS IN BUILDINGS

- Thanks to the development of solutions to optimise the **energy performance** of buildings
- Thanks to an approach approved by **Carbone 4**

| SUSTAINABLE DEVELOPMENT: FOCUS PLANET

SOMFY'S COMMITMENTS

We are reducing our own emissions:

-50% of our own CO₂ emissions by 2030*

-40% reduction in energy consumption of our motors in 2030*

We are avoiding greenhouse gas emissions in buildings.
Our solutions avoid 3 times more CO₂ than they produce.



** In comparison with 2019 and in line with the targets recommended by SBTi*



APPENDICES

Presentation of 2021 half-year results

| 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)