

PRESS RELEASE

25 JANUARY 2018

2017 FULL-YEAR SALES

CONTINUED STRONG SALES GROWTH

Consolidated sales (€ millions)	2017	2016	△ Real terms	△ Like- for-like
First quarter	294.6	265.5	+11.0%	+9.9%
Second quarter	348.9	322.0	+8.3%	+7.3%
Third quarter	305.1	276.7	+10.3%	+10.9%
Fourth quarter	298.0	267.5	+11.4%	+13.6%
Full-year total	1,246.6	1,131.7	+10.1%	+10.3%

Note: Like-for-like changes refer to changes in real terms adjusted for scope and exchange rate effects.

SALES

Group sales grew 10.1% to €1,246.6 million over the financial year just ended. They benefited from a positive scope effect of €11.2 million, as a result of the full-year integration of iHome Systems and Myfox¹, and suffered from a negative exchange rate effect of €12.8 million.

Growth stood at 10.3% on a like-for-like basis over the financial year, including 8.5% over the first half-year and 12.3% over the second half, and followed an increase of 10.2% over the previous year. It reflects significant growth within all the Group's business lines and geographic operating regions².

Double-digit growth was recorded in Asia-Pacific, France, and Central and Eastern Europe, all of which saw sharp acceleration from the summer onwards (up 20.7%, 11.3% and 11.1% on a like-for-like basis respectively over the financial year, including growth of 25.1%, 14.7%

¹ Somfy Group acquired a 51% stake in iHome Systems in December 2016 and completed the full acquisition of Myfox in October 2016.

² Germany, America, Asia-Pacific, Central and Eastern Europe, Northern Europe, Southern Europe and France are the geographic regions usually 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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and 14.1% over the second half-year, with the positive impact of the end of the energy transition tax credit in the case of France), as well as in America and Northern Europe (up 11.5% and 10.5% on a like-for-like basis respectively over the full year).

Growth was lower but nevertheless remained positive in Southern Europe³ (up 7.9% on a like-for-like basis over the financial year), as well as in Germany, in spite of the decline recorded in the spring (up 2.4% on a like-for-like basis over the full year, including growth of 3.0% over the second half).

The strength of these figures reflects the growing interest of consumers from different continents in motorised and connected solutions for the home. As such, they validate the innovation policy, focused on digitalisation, and the international expansion strategy led by the Group.

OTHER INFORMATION

As anticipated, efforts to gain market share, rising raw material prices, currency fluctuations and the integration of the new subsidiaries, iHome Systems and Myfox, all had an impact over the second half-year.

For these reasons, the financial statements for the year just ended are expected to show a decrease in current operating result in real terms but with stability in the same result on a like-for-like basis.

CORPORATE PROFILE

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

CONTACTS

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SHAREHOLDERS' AGENDA

Annual results: press release on 7 March 2018 (evening), information meeting on 8 March 2018 (morning)

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³ Africa and the Middle East are included in Southern Europe for the monitoring and analysis of sales.

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APPENDIX

Geographical analysis of sales

Consolidated data (€ millions)	2017 12 months	2016 12 months	△ Real terms	△ Like- for-like
France	312.5	272.6	+14.6%	+11.3%
Southern Europe	219.1	207.2	+5.7%	+7.9%
Germany	180.4	176.4	+2.2%	+2.4%
Asia-Pacific	151.6	127.8	+18.7%	+20.7%
America	135.0	123.4	+9.4%	+11.5%
Central and Eastern Europe	133.1	118.6	+12.2%	+11.1%
Northern Europe	114.9	105.7	+8.8%	+10.5%
Total	1,246.6	1,131.7	+10.1%	+10.3%

Note: the sales figures provided are calculated based on customer location.