

PRESENTATION OF 2023 ANNUAL RESULTS

SOMFY
GROUP HEADQUARTERS

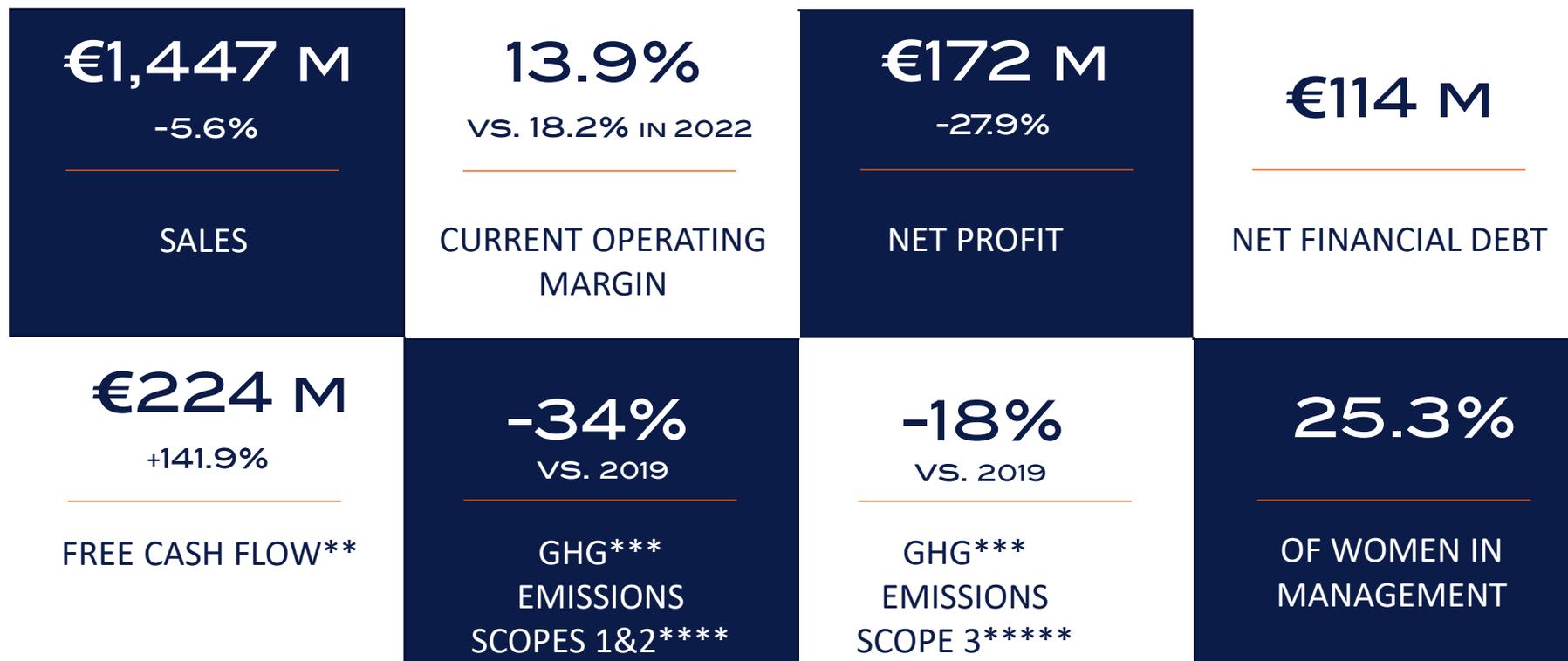
7 MARCH 2024

SOMFY

HIGHLIGHTS

- **Business slowdown that continued throughout 2023** within a still challenging environment, given macroeconomic and geopolitical tensions and the crisis in the property market and construction sector
- **Decline in both sales and profits** after years of exceptional activity
- **Indexation of financing conditions for syndicated loan to non-financial criteria**
- **Integration in late August of Dutch company De Haan Westerhoff**, a specialist in the repair, maintenance and installation of external solar shading solutions
- **Evolution of the Executive Committee, positioning Digital and CSR at the highest level** of the organisation
- **Continued implementation of the 3-year plan 2025 One Way, prioritising** the most value-creating projects for our customers and employees

2023 KEY FIGURES*



- * In real terms
- ** Before acquisitions and disposals of entities
- *** Greenhouse gases
- **** In absolute value
- ***** In relative value based on the number of motors sold

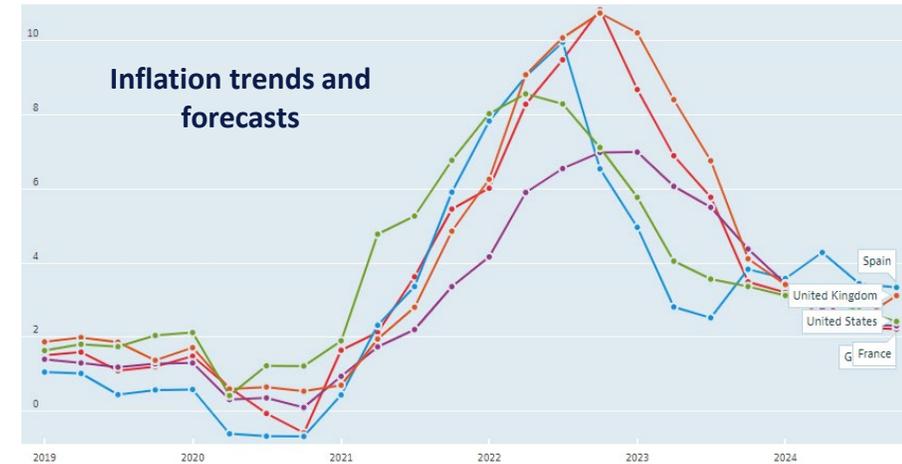


UPDATE ON MARKET ENVIRONMENT

PRESENTATION OF 2023 ANNUAL RESULTS

MACROECONOMIC AND GEOPOLITICAL ENVIRONMENT

- **Unstable environment overall**, which calls for caution: macroeconomic tensions, wars involving Ukraine and Israel/Hamas, property market crisis with a lower volume of transactions against a backdrop of higher interest rates
- **Inflation** in the eurozone: far from being contained, and driven up at the end of the year in particular due to energy price pressure, which led to sustained close monitoring by the ECB
- **Activity**: 2023 was a complicated year for businesses and households, whose confidence has fallen, and who have had to adjust their spending habits (rising energy costs, lower margins and purchasing power)
- **For 2024**: continuing risk of global recession, continued negative outlook for the residential sector, low projected growth and expected rise in unemployment rate in France



MARKET TRENDS

RAMPING UP OF DIGITALISATION

- Wide variety of promising uses, both from a productivity and customer relations point of view



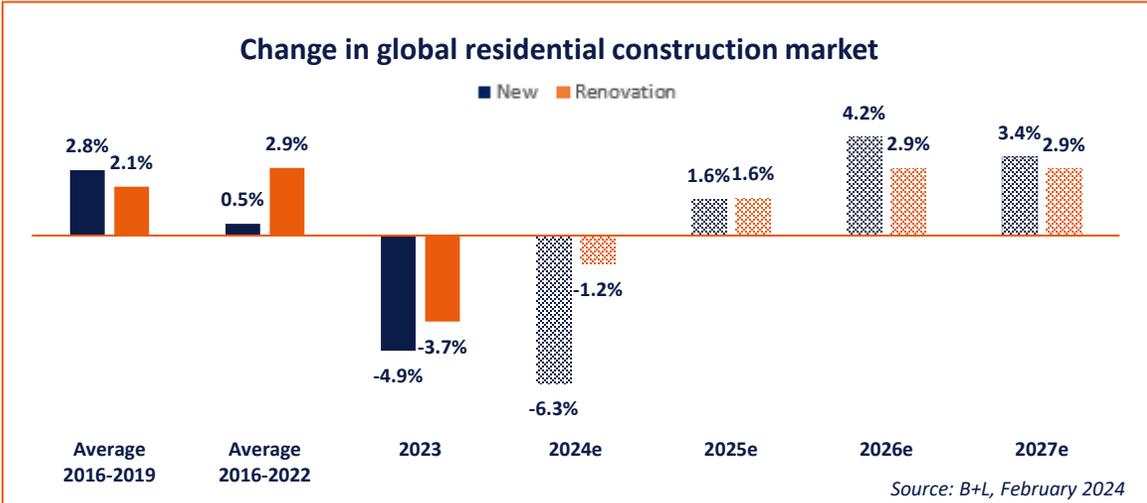
- Artificial intelligence and digitalisation in response to CSR challenges
- A source of innovation and flexibility, in an increasingly competitive and volatile market environment

CARBON FOOTPRINT & SUSTAINABILITY

- Reduction and monitoring of energy performance
- Sustainable transformation of consumption patterns
- Innovation and eco-design challenges relating to home automation solutions

FOCUS ON THE HOUSING MARKET

- Major challenges related to renovation and sustainable transformation with the residential construction market returning to growth from 2025
- Growing security – particularly digital – needs, with the rapid growth and increasing numbers of connected objects within homes

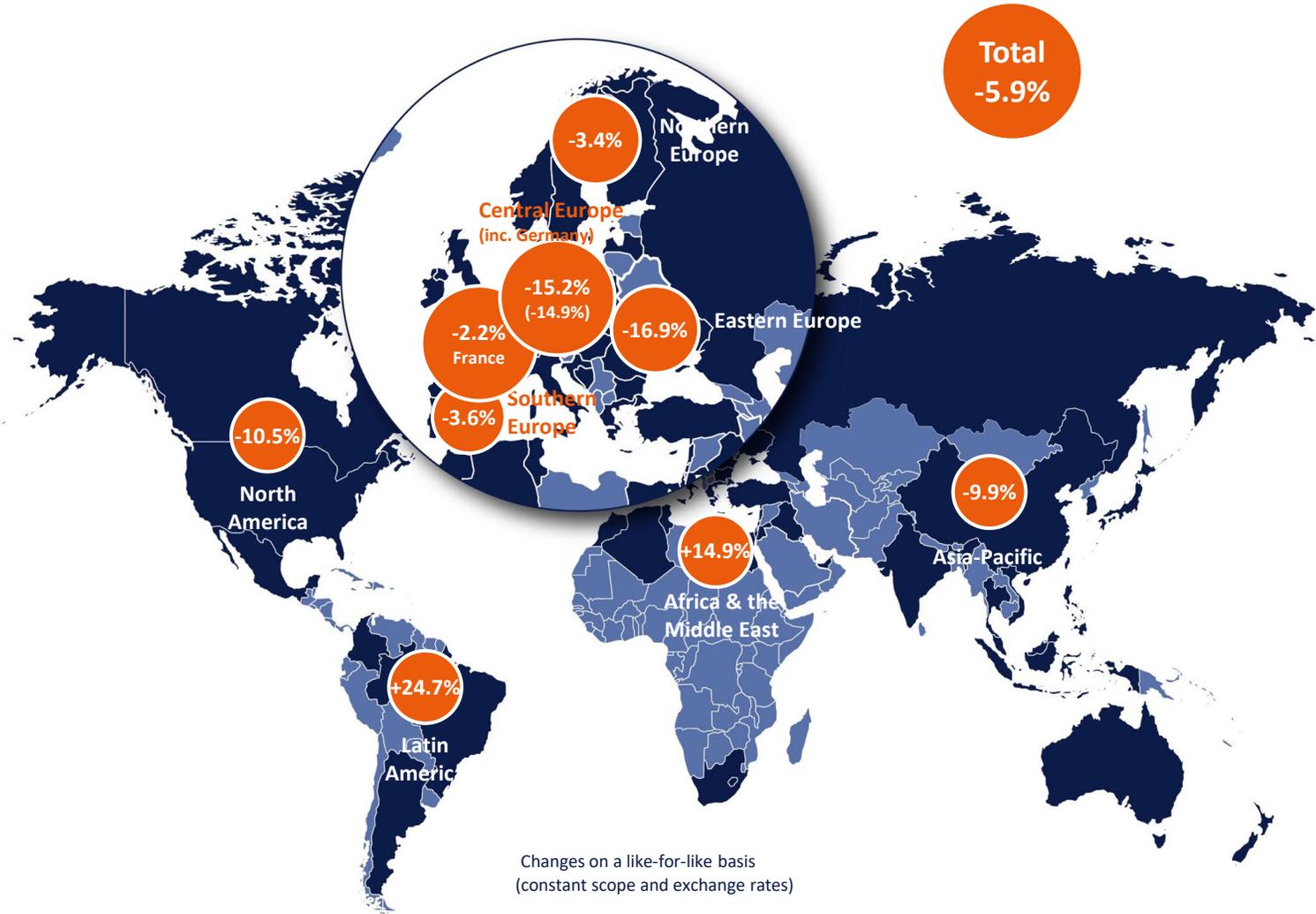




BREAKDOWN OF 2023 ANNUAL SALES BY GEOGRAPHIC REGION

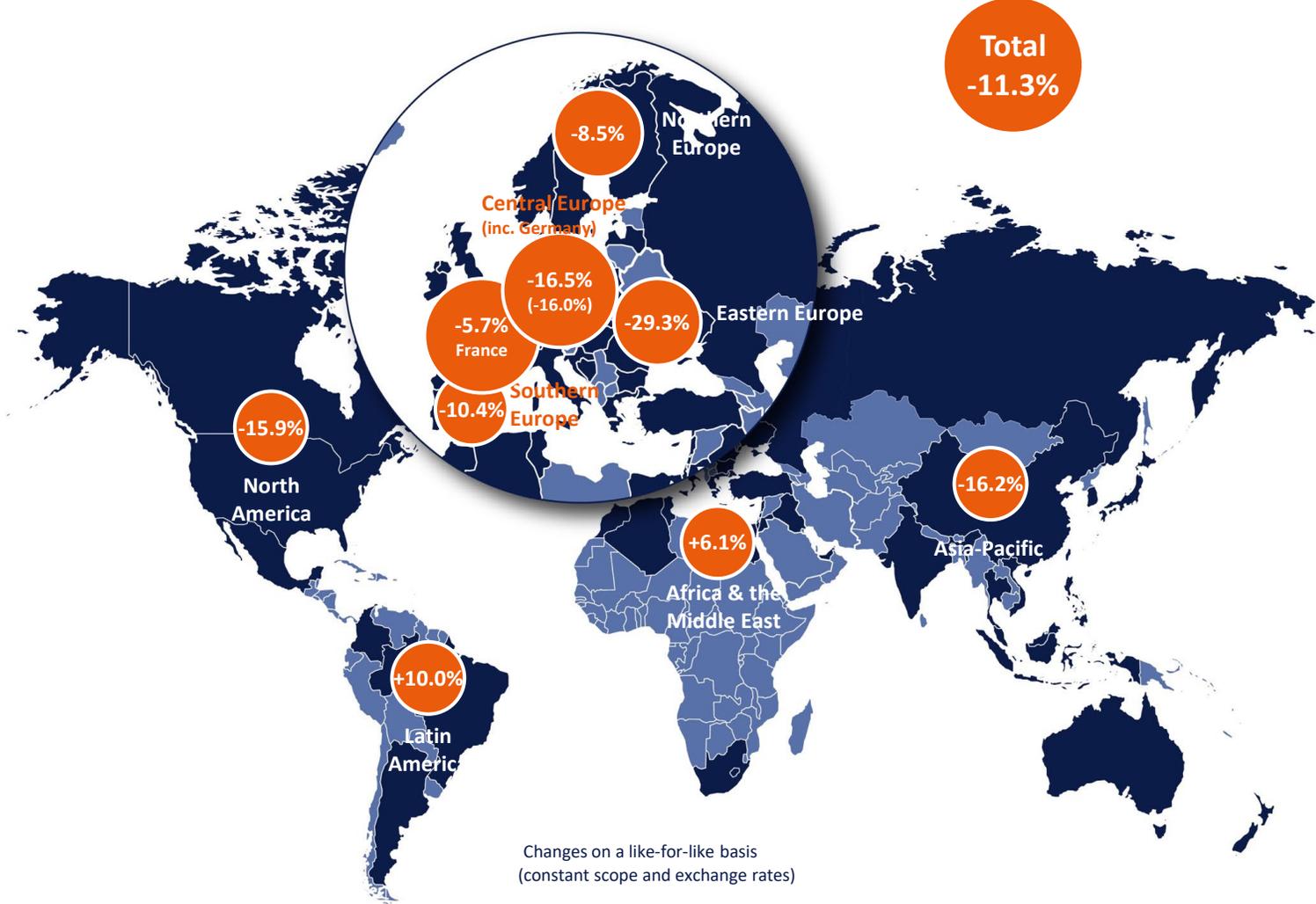
PRESENTATION OF 2023 ANNUAL RESULTS

SALES BY GEOGRAPHIC REGION – FY 2023



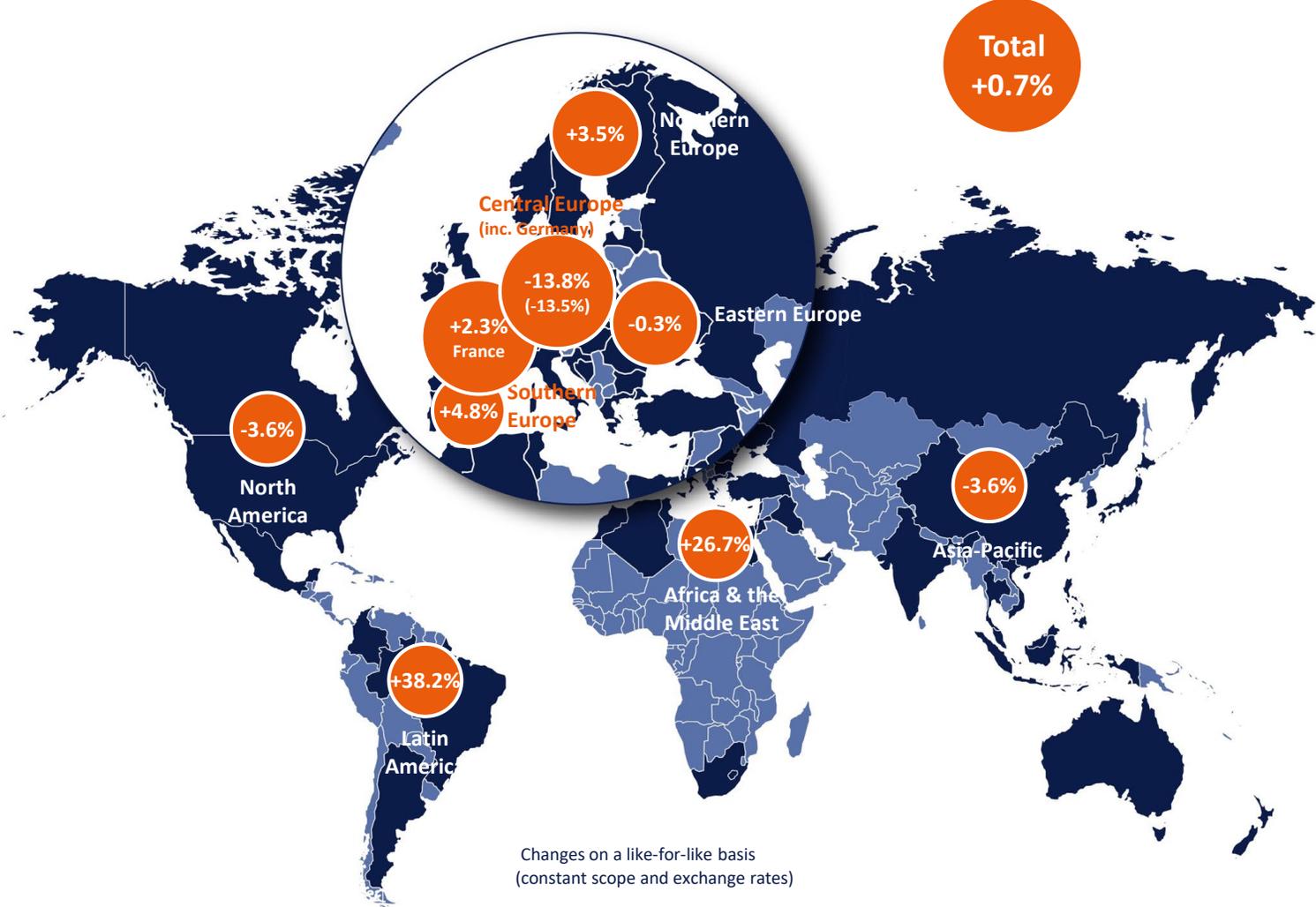
- Severe crisis in the construction sector in many regions due to high inflation and interest rates
- Increased competitive pressure, particularly on prices
- Regions impacted by declining sales: all of Europe, Asia-Pacific and North America
- Latin America and Africa & the Middle East generated growth throughout the year

SALES BY GEOGRAPHIC REGION – H1 2023



- **High comparison basis** with a first half of 2022 up 4.3%
- **Slowdown in residential market** in many countries
- Regions posting the **biggest declines: Eastern Europe and Central Europe**
- **Latin America and Africa & the Middle East** were the only regions posting growth over the half-year

SALES BY GEOGRAPHIC REGION – H2 2023



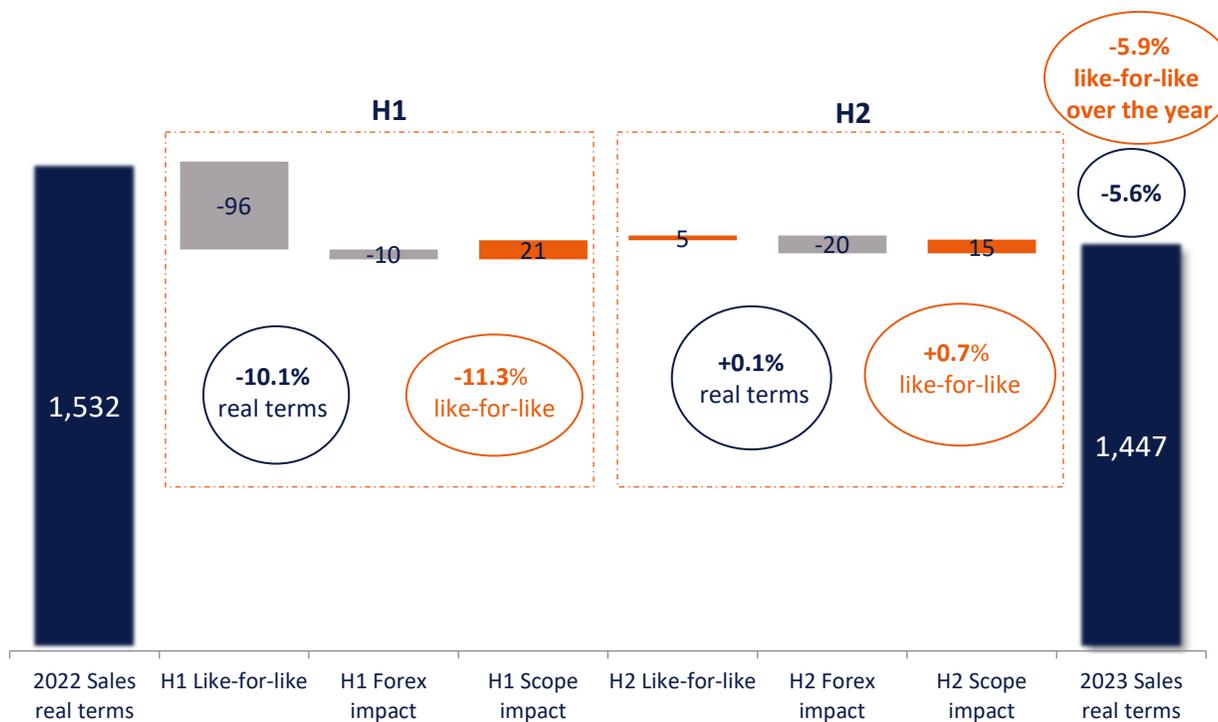
- Sales improved over the second half
- Return to growth in France, Southern Europe and Northern Europe



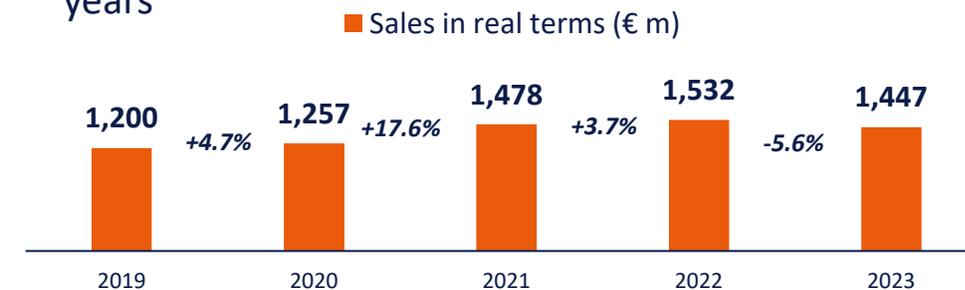
ANALYSIS OF 2023 FINANCIAL AND NON-FINANCIAL RESULTS

PRESENTATION OF 2023 ANNUAL RESULTS

SALES

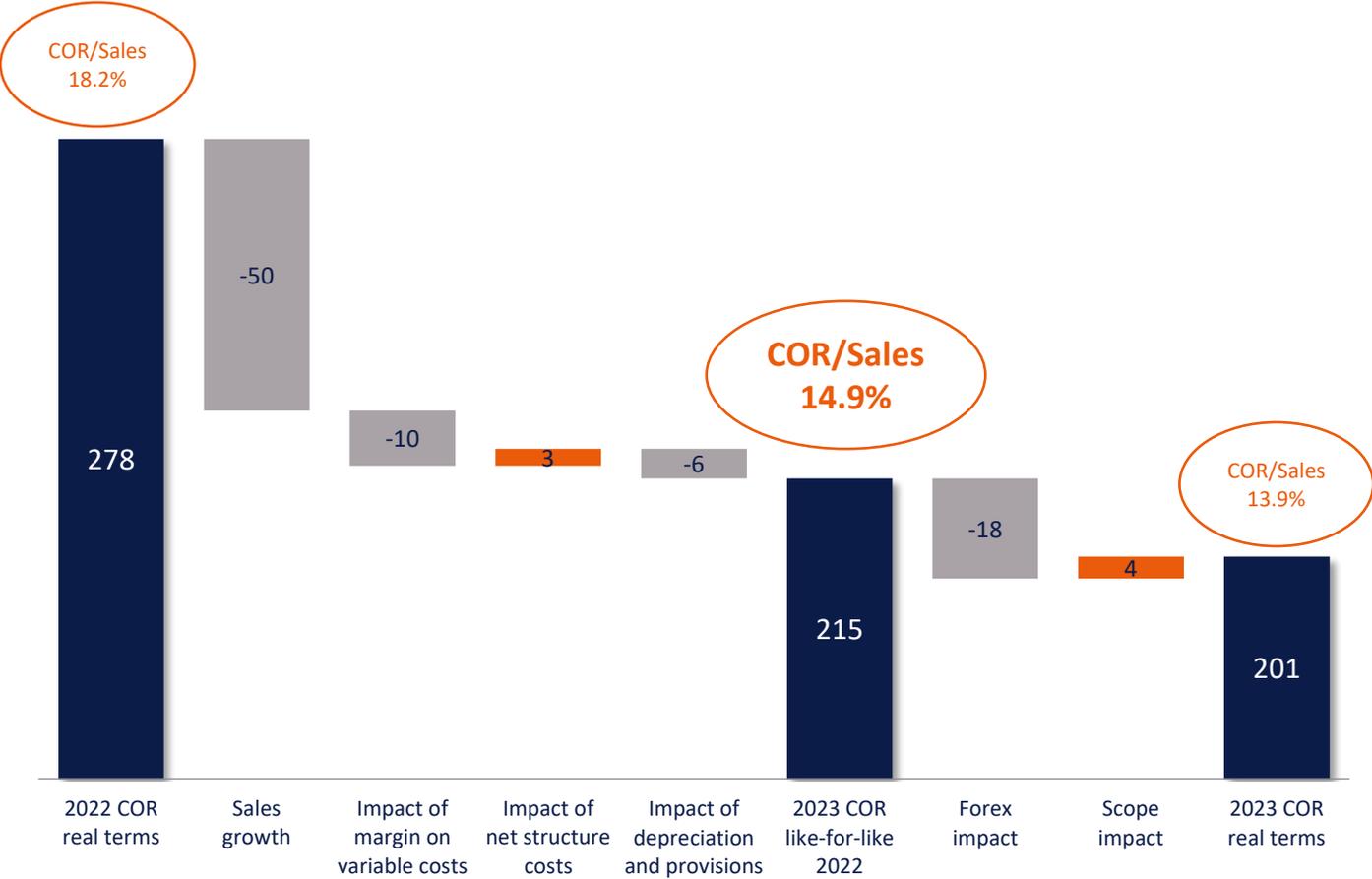


- Business impacted by sector-specific economic difficulties
- Decline in sales following the exceptional Covid years



- Significant temporary destocking by our customers to adapt their inventory levels to lower demand
- Negative Forex impact primarily generated by the Turkish lira, the Argentine peso and the US dollar
- Scope impact linked to Teleco Automation acquired in July 2022 and De Haan Westerhoff acquired in August 2023

CURRENT OPERATING RESULT

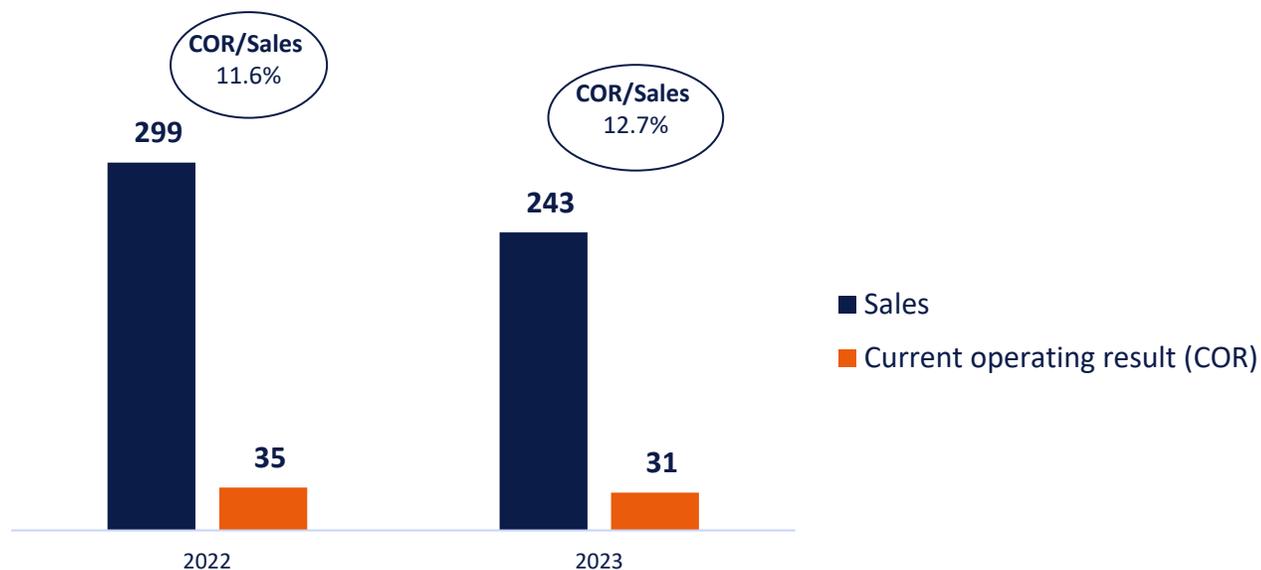


- **Current operating result down** due to the decline in sales, not offset by structure costs control
- **Significant decline in current operating margin, exacerbated by unfavourable Forex impacts**

UPDATE ON DOOYA

Data in real terms (€ millions)	2022	2023	Change 2023/22
Sales*	299	243	-19.0%
Current operating result	35	31	-11.2%
Current operating margin (COR/Sales)	11.6%	12.7%	+112 bps
Net profit	35	29	-18.0%

* Of which €297 million generated with customers outside the Group to 31 December 2022 and €241 million to 31 December 2023



- Decline in sales over the financial year, particularly exports
- Lower current operating result but higher current operating margin, primarily due to lower raw material costs
- Lower net profit

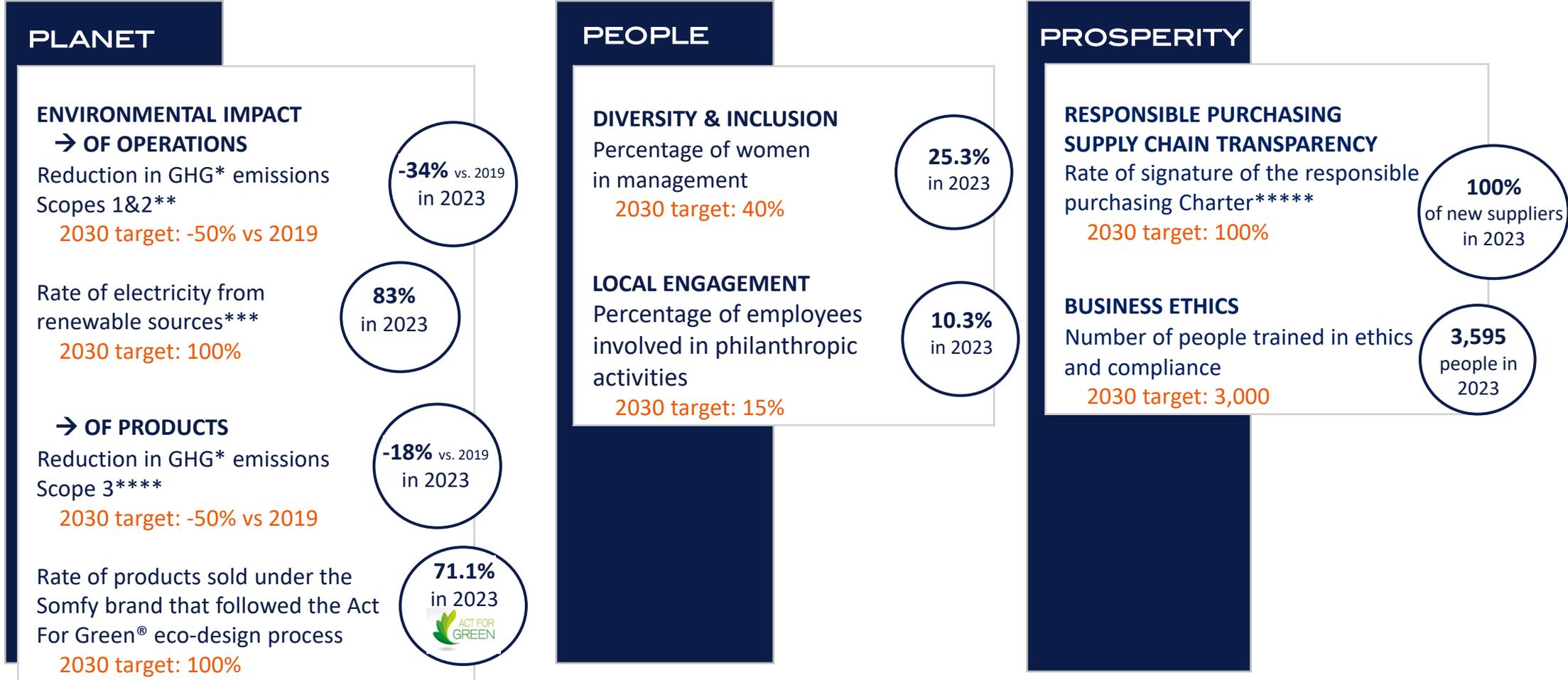
FINANCIAL POSITION

- **Free Cash Flow up sharply by 141.9%** thanks to better cash management with stricter control of working capital requirements
- **Financial position** remains **sound** with a low Net Financial Debt (NFD)/EBITDA ratio, below 1x
- **€350 million credit facility** repayable in 2027, undrawn at the end of 2023, secured from our main banking partners, to finance the projects in our roadmap

NFD/EBITDA < 1

**STRONG
FINANCIAL
STRUCTURE**

SUSTAINABLE DEVELOPMENT ROADMAP



* Greenhouse gases ** In absolute value *** Industrial sites **** In relative value based on the number of motors sold ***** Direct purchases

■ Non-financial indicators are generally developing in line with the established roadmap



2025
one way to
2030
ambition

PROGRESS UPDATE ON THE 3-YEAR PLAN 2025 ONE WAY

PRESENTATION OF 2023 ANNUAL RESULTS

SOMFY 

2025 ONE WAY

A 3-YEAR PLAN BASED ON 3 PILLARS

2025
one way to
2030
ambition



CUSTOMERS

- Reliable supply chain
- Innovative & sustainable offers
- Rich & unique customer experience



SOMFY TEAMS

- Skills' development
- Smart ways of working
- Diversity & Inclusion



PERFORMANCE

- Robust & sustainable growth
- Markets' development
- Excellence in execution

2025 ONE WAY

NEW AND UNIQUE CONNECTED OFFERS

TO ADDRESS THE CHALLENGES OF REDUCING
THE CARBON FOOTPRINT, ENERGY CONSUMPTION
AND DIGITALISATION

NEW RANGE OF ZIGBEE 3.0 PRODUCTS



- New range of bi-directional motors, associated controls and dedicated services to support professionals from integration to installation and maintenance
- Compatible with most blinds and curtains
- Connection to the open connectivity protocol Zigbee

CUSTOMERS



Reliable supply chain

Innovative & sustainable offers

Rich & unique customer experience

EasyAXS



EASY CONNECT. EASY ACCESS.

- New plug-and-play solution that speeds up and simplifies the interconnection of Bft automation solutions for gates and garage doors, making them smarter and easier to use for installers and end customers
- Easier access to the advantages of connectivity thanks to a reliable, safe and innovative system

2025 ONE WAY

NEW AND UNIQUE CONNECTED OFFERS

TO ADDRESS THE CHALLENGES OF REDUCING
THE CARBON FOOTPRINT, ENERGY CONSUMPTION
AND DIGITALISATION



RS100 SOLAR IO

- Within a fast-growing solar market
- Solar version of the flagship eco-designed RS100 io motor
- Connected and compatible with all Somfy products via TaHoma Switch



215,000 products sold since its launch
in early 2023

CUSTOMERS



Reliable supply chain

Innovative & sustainable offers

Rich & unique customer experience



AMY® SUN PROTECT IO

- R+T 2024 Innovation Award
- Within the Somfy Climate range, smart connected eco-designed wall switch enabling activation of installed sun protection to anticipate peaks in temperature
- Maintains a comfortable indoor temperature



2025 ONE WAY NEW SOMFY PRO WEBSITE

TO IMPROVE THE DIGITAL EXPERIENCE FOR OUR
PROFESSIONAL CUSTOMERS

- 🔘 A single access portal for all services and containing all Somfy information
 - Easy access to any information
 - A more modern, simple, accessible and intuitive interface
 - Smoother navigation
 - Improved digital experience
- 🔘 More value-added services on their own
 - Personalised content tailored to customer needs
 - Upgraded purchasing process with order tracking
 - Access to selfcare support

CUSTOMERS



Reliable supply chain

Innovative & sustainable offers

Rich & unique customer experience

simplicity
efficiency
& autonomy



2025 ONE WAY

A PORTFOLIO OF BRANDS REDESIGNED TO BE EVEN CLOSER TO CUSTOMER NEEDS

WHILE CREATING A VIRTUOUS ECOSYSTEM

- A variety of solutions offered to our professional customers and consumers, in line with societal trends and our environmental commitment
- A response from each of our brands and their ranges of solutions to specific needs in order to meet the expectations of our customers around the world
- Synergies and compatibility of Somfy, Simu, BFT and Teleco brand products with TaHoma

somfy[®]

simu



TELECO

杜
亚 **DOOYA**[®]
TUBULAR MOTOR

OVERKIZ

Répar'stores[®]
Les experts en simplicité


DE HAAN WESTERHOFF

CUSTOMERS



Reliable supply chain

Innovative & sustainable offers

Rich & unique customer experience

2025 ONE WAY

A NEW PARTNERSHIP

TO ADDRESS MARKET CHALLENGES AND HELP
REDUCE THE IMPACTS OF CLIMATE CHANGE



Optimising thermal comfort for consumers

Expanding the ecosystem with Netatmo's Smart Weather Station, compatible with the TaHoma® solution, to offer users a simplified and unified experience for the connected home, guaranteeing them optimum thermal comfort.

CUSTOMERS



Reliable supply chain

Innovative & sustainable offers

Rich & unique customer experience

2025 ONE WAY

ROLLING OUT THE SOMFY CULTURE

TO STRENGTHEN EMPLOYEES' SENSE OF BELONGING AND ENGAGEMENT

Ensuring that each employee feels engaged and responsible for implementing the Group's priorities with the right level of quality and a sense of urgency; and that everyone feels free to challenge situations that might hinder its performance.

Employee development is essential to the Group's organization and performance, strengthening the collective mindset and sustainable employability of employees.

SOMFY
TEAMS



- Skills' development
- Smart ways of working
- Diversity & Inclusion



Listening to customers, supporting them with their challenges to satisfy their requirements. Doing everything to understand their reality and meet their needs.

Working collectively every day towards the common good of the Group thanks to diverse and inclusive teams.

Promoting a work environment that fosters high-quality human interaction where everyone feels content more serene.

2025 ONE WAY

THE GROUP'S EXECUTIVE COMMITTEE

TO SUPPORT THE ROLL-OUT OF THE 2030 AMBITION STRATEGIC ROADMAP

PERFORMANCE



Robust & sustainable growth

Markets' development

Excellence in execution



PIERRE RIBEIRO
Chief Executive Officer



VALÉRIE DIXMIER
Deputy Chief Executive Officer in charge of People, Culture and Organization



TOBIAS SCHAPER
Chief Financial Officer



SÉBASTIEN PICOT
Head of Sales and Brands



BÉNÉDICTE SIMOND
Head of Products & Services



JEAN-CLAUDE RIVIER
Head of Engineering & Customer Satisfaction



BRUNO STRAGLIATI
Head of Operations & Supply Chain



BRUNO BARLET
CSR Director



GUILLAUME DEUDON
Chief Digital Officer

Two new functions, **CSR** and **Digital**, positioned on the Executive Committee to make our solutions even more unique and turn them into major growth drivers for SOMFY

2025 ONE WAY

DIGITALISATION OF PROCESSES

SAP ROLL-OUT

- Improving the efficiency of our internal processes and our operational excellence through a unified digital infrastructure to better serve our customers.

In 2023, SAP was rolled out in Germany, Spain, Greece and in the Zriba factory, and is now in place in 9 entities including 2 factories.

PERFORMANCE



Robust & sustainable growth

Markets' development

Excellence in execution



OUTLOOK FOR THE 2024 FINANCIAL YEAR

PRESENTATION OF 2023 ANNUAL RESULTS

2024 OUTLOOK

- **Environment that remains uncertain and unstable in 2024**
- Continued **roll-out** of the **strategic plan** and **investments** in structuring projects while pursuing operational excellence and process efficiency against a backdrop of budgetary restraint
- **Long-term positive trends** through the positioning of our solutions to address the challenges related to connectivity and the energy efficiency of buildings
- Acknowledgement of the **benefits** of **automating rolling shutters** to satisfy the **new** stricter **legislative framework** introduced by French regulation RE2020 and the criteria for comfort during the summer months



APPENDIX

PRESENTATION OF 2023 ANNUAL 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, corresponding to a surplus if negative
- **Free Cash Flow:** amount of cash flow generated by operating activities and investing activities before acquisitions and disposals of entities