

Press Release

Sales for FY 2010

Consolidated sales in € million	2010	2009	2010/09 change in real terms	2010/09 change on like for like	2010/08 change on like for like
First quarter	193.6	175.7	+10.2%	+7.5%	-4.6%
Second quarter	246.3	215.7	+14.2%	+11.2%	+1.6%
Third quarter	212.2	186.5	+13.8%	+9.6%	+9.1%
Fourth quarter	200.4	182.9	+9.6%	+6.8%	+11.2%
Year total	852.6	760.8	+12.1%	+8.9%	+3.9%

Group sales reached €852.6M in 2010. This is an increase on 2009 of +12.1% in real terms and of +8.9% on like for like. In quarter 4, sales grew by +9.6% in real terms and by +6.8% on like for like.

The positive base effect was mostly felt during the first half of the year.

Growth measured against 2008 was +13.8% over the full year in real terms and +3.9% on like for like. Against the fourth quarter of 2008, it was +14.4% in real terms and +11.2% on like for like.

Somfy Activities

Somfy Activities sales reached €747.4M, an increase on the previous year of +12.1% in real terms and of +8.6% on like for like. Fourth quarter sales were up by +10.5% in real terms and by +7.3% on like for like.

All zones closed the year up thanks to a buoyant market and to effective sales and marketing initiatives (product innovation, reinforced distribution networks, brand promotions, sales price adjustments...).

Germany, Eastern and Central Europe and France did particularly well, respectively up by +12.1%, +9.2% and +10.5% on like for like over the year, with +15.2%, +11.3% and +7.4% for the fourth quarter. Asia-Pacific also grew strongly in spite of a markedly less favourable base effect at the end of the period (+14.4% on like for like for the year and +0.9% for the last quarter).

Northern Europe slowed down in the last months but did close the year up (+4.1% on like for like for the year, with -2.9% in the final quarter). Southern Europe¹ did the opposite, closing strongly over the last months (+5.3% on like for like for the year, with +6.8% in the final quarter).

¹ Africa and Middle East are consolidated with Southern Europe.



America continued to perform well closing the year up on a very positive trend (+4.5% on like for like for the year with +9.6% in quarter 4).

Somfy Participations

Somfy Participations sales reached €105.2M, a growth of +11.6% on the previous year (+11.4% on like for like).

The three fully integrated subsidiaries closed the year up.

Sirem and Zurflüh Feller posted respective growths of +25.9% and +8.3% on like for like for the year. Cotherm was up by +7.9% on like for like for the year.

Other associate companies, booked according to equity method, had mixed fortunes.

CIAT is still facing a difficult situation in the heat pump market and closed the year down sharply (-11.5% on like for like for the year with -6.0% in the final quarter). Gaviota grew by +2.8% over the year.

January 20th 2011

Company profile

Somfy is organised into two separate branches: Somfy Activities is dedicated to the Group's core business of automating openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investing and participating in industrial companies outside the core business of the Group.

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Agenda

Annual results announced: February 24th 2011

www.somfyfinance.com