

## Press release

**Sales for the first half of FY 2011**

Consolidated sales in € million	2011	2010	% change
First quarter	226.9	193.6	+17.2
Second quarter	274.3	246.3	+11.4
<b>First six months</b>	<b>501.2</b>	<b>439.9</b>	<b>+13.9</b>

*Note: Sales for Chinese group Ningbo Dooya are included as part of consolidated sales as from January 1<sup>st</sup> 2011.*

Group sales for the first half of the year reached €501.2 million<sup>1</sup>. They grew by 13.9% in real terms (+8.7% on like for like), broken down as +17.2% for the first quarter (+11.2% on like for like) and +11.4% for the second quarter (+6.7% on like for like).

**Somfy Activities**

Somfy Activities sales came to €442.0 million, a rise of 14.8% in real terms (+8.8% on like for like with respectively +11.6% and +6.6% in the first and second quarter).

All zones closed the half-year up even though some of them faced unfavourable conditions.

The strongest increases were recorded in Germany (+17.4% on like for like), Eastern and Central Europe (+16.4% on like for like), France (+10.0% on like for like) and the Americas (+9.7% on like for like), thanks to good growth in Brazil and steady performances in the USA.

Other regions had more contrasting results, such as Asia-Pacific (+5.7%) following the natural disasters in Australia and Japan, and Northern and Southern Europe<sup>2</sup> (up respectively +5.3% and +0.9% on like for like) because of the difficult economic climate in the United Kingdom, Spain and Greece.

<sup>1</sup> The difference between Group sales (€501.2 M) and the sum of sales for Somfy Activities (€441.2 M) and Somfy Participations (€60.6 M) corresponds to sales between Somfy Activities and Somfy Participations (€1.4 M).

<sup>2</sup> Africa and the Middle East are consolidated with Southern Europe.



**somfy**

**Somfy Participations**

Somfy Participations sales came to €60.6 million, an increase of 8.8% in real terms (+8.8% on like for like, with +9.6% and +8.1% for the first and second quarter respectively).

The three fully integrated companies each posted growth. Sirem and Zurflüh-Feller were up respectively by +11.7% and +11.0% on like for like. Cotherm, after a difficult start of the year, returned to growth ending the six months up by +1.5% on like for like.

Companies booked under the equity method also performed well overall. The main points of note are Ciat's return to growth (+5.6% on like for like), in spite of a heat pump market still under pressure, and the good performance of Gaviota Simbac (+6.5% on like for like).

**Company profile**

*Somfy is organised into two separate branches: Somfy Activities is dedicated to the business of automating openings and closures in residential and commercial buildings; Somfy Participations is dedicated to investing and participating in industrial companies from other sectors.*

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**Agenda**

*Announcement of first half results: August 30<sup>th</sup> 2011*

<http://www.somfyfinance.com>