

Press release

Sales for financial year 2011

Consolidated sales in € million	2011	2010	Change in real terms	Change on like for like
First quarter	226.9	193.6	+17.2%	+11.2%
Second quarter	274.3	246.3	+11.4%	+6.7%
Third quarter	229.1	212.2	+8.0%	+0.7%
Fourth quarter	222.1	200.5	+10.8%	+1.1%
Full year	952.4	852.6	+11.7%	+4.9%

Note: Sales for the Chinese company Ningbo Dooya are integrated from January 1st 2011.

Group sales went from €852.6M to €952.4M for the year just ended¹ (+11.7% in real terms, with +4.9% on like for like). Growth slowed over the last two quarters (up respectively +0.7% and +1.1% on like for like) due to a less favourable base effect during the second half of the year and to the worsening environment, particularly noticeable since the summer.

Somfy Activities

Somfy Activities sales came to €842.7M, up by 12.7% in real terms (+5.0% on like for like). They grew by 12.7% in the final quarter (+1.6% on like for like).

Growth slowed in all the main zones (on like for like) in the second half of the year. Nevertheless, several of them did manage to close significantly higher. This was the case in Eastern and Central Europe (+11.8%), Germany (+10.8%), as well as in the Americas (+6.3%) and France (+6.3%). Other zones closed with contrasting figures, such as Asia-Pacific, mainly as a result of the natural disasters that hit the area during the year (+3.3%), but also Northern Europe and Southern Europe², both affected by the economic crisis (respectively -0.0% and -1.3%).

¹ The difference between Group sales and the sum of Somfy Activities sales plus Somfy Participations sales corresponds to sales made between Somfy Activities and Somfy Participations.

² Africa and the Middle East are consolidated with Southern Europe.



Somfy Participations

Somfy Participations sales came to €112.5M, an increase of 4.9% in real terms (+5.0% on like for like). They were up by 3.8% in the third quarter (+4.1% on like for like) and down by 2.2% in the fourth quarter (-2.2% on like for like).

The three globally integrated companies grew over the year (on like for like). Cotherm closed strongly, largely making up for the slowdown at the start of the year (+4.3%). Sirem and Zurflüh-Feller, on the other hand, were down in the final months, although they still closed significantly higher (respectively +8.7% and +4.0%).

The equity affiliate companies had a contrasting year. The main one, Ciat, maintained its growth (+9.4%), despite having to deal with continuing difficult market conditions in the heat pump sector. On the other hand, Gaviota-Simbac was down slightly (-1.2%).

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.

Contacts

Somfy: Eric Blanchard (Chief Financial Officer) - Tel: 00 33 450 404 849

Somfy: Jean-Michel Jaud (Director of Communications) - Tel: 00 33 450 967 065

Shan: François-Xavier Dupont - Tel: 00 33 144 505 874

Agenda

Annual results published: February 27th 2012 after the stock exchange closes (AGM on February 28th at 10.30 am)

www.somfyfinance.com