

Sales for the first half of FY 2012

<i>Consolidated sales in €million</i>	<i>2012</i>	<i>2011</i>	<i>% change</i>
First quarter	236.3	226.9	+4.2%
Second quarter	277.6	274.3	+1.2%
First six months	513.9	501.2	+2.5%

Group sales came to €513.9 million for the first six months of the year, an increase of 2.5% in real terms (+0.9% on like for like, with +3.1% for the first quarter and -0.9% for the second quarter). This slight growth on like for like reflects contrasting fortunes in the different areas with the economic crisis in Europe offsetting sustained growth in new markets.

Somfy Activities

Sales for Somfy Activities came to €455.8 million for the first half year, an increase of 3.1% in real terms (+1.3% on like for like with +3.9% for the first quarter and -0.8% for the second quarter).

The growth was largely positive in America (+13.2% on like for like) with the USA holding up well and strong development in Brazil and Mexico, as well as in Asia Pacific and Eastern and Central Europe (respectively up +7.0% and +11.4% on like for like) as China, India, Poland and Russia grow in importance.

France and Germany fell over the last months but maintained acceptable levels of sales for the whole period considering the overall context (respectively +0.1% and +4.6% on like for like).

On the other hand, the downward trend continued in Northern Europe and Southern Europe¹ (respectively -10.4% and -3.2% on like for like) as a result of the economic crisis and the poor weather conditions that have impacted the solar protection season.

¹ Africa and the Middle East are consolidated with Southern Europe.



Somfy Participations

Sales for Somfy Participations came to €59.7 million for the six months, down by 1.4% in real terms (-1.7% on like for like, with -1,3% for the first quarter and -2.1% for the second quarter).

The fully integrated companies, Cotherm, Sirem and Zurflüh-Feller, each had markedly different fortunes. The first one continued to grow (+7.3% on like for like), while the other two slipped back (-5.5% and -3.9% respectively). The same can be said of the equity-accounted companies, where Pellenc grew while Ciat and Gaviota-Simbac fell (-8.1% and -7.0% on like for like respectively).

Other news

The deteriorating economic conditions, particularly in Northern Europe and Southern Europe, combined with the increased costs resulting from investments made last year in Somfy Activities, means that the Group will announce results that are down for the first half of the year.

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

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Agenda

Announcement of half-year results: August 30th 2012 at close of business (conference call on August 31st morning)

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